

# The DrawSuccess Program

**A Proven, Patented\* Process  
For Accelerating Results  
Through The Intelligence  
of Teams**



Patent application in process, pending final approval.

# DrawSuccess™

## Our Mission

Our Mission at DrawSuccess is to

**Change the World in a  
Fun and Profitable Way**

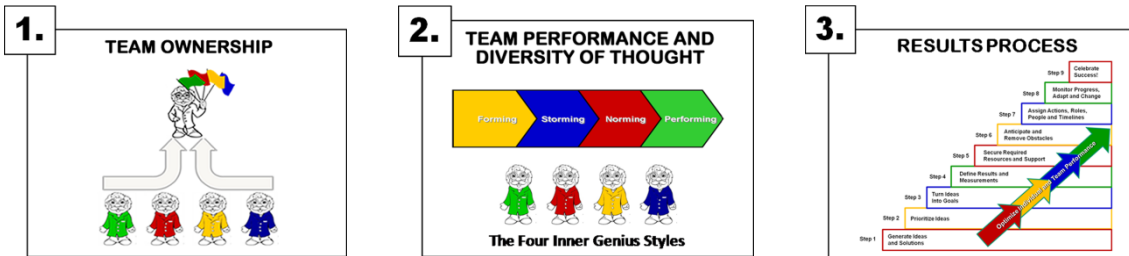
To do this, we are dedicated to providing innovative, fun and transformative programs to help people around the world achieve optimum performance...to *Draw Success!*

In Latin, the word "educare" means "to draw out." This means there is potential inside of each person, an "inner genius" willing to share and learn.

It is The DrawSuccess Philosophy that your employees have a wealth of intelligence, education and experience that provides the potential to perform their jobs at a very high level of achievement. In fact, they're likely to have years of experience and hundreds, if not thousands, of hours of training. They've learned skills both on-the-job and through all kinds of classroom, literature and educational settings. Through the DrawSuccess Program, you'll have the tools and techniques to tap into this goldmine of knowledge.

### Delivering Results Through the Intelligence of Teams

The DrawSuccess Program incorporates a 3-Dimensional Model to accelerate results:



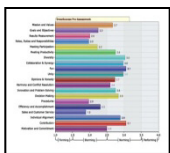
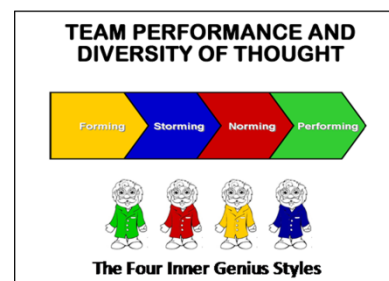
It is our attention to these factors that ensures the necessary team unity, focus and engagement required to achieve results.



**Team Ownership:** Research suggests that when people help create something themselves, they “own” it. Therefore, Team Ownership is critical in the successful execution of plans and delivery of results.

However, even the best plans can go awry when the team is dealing with challenges in communication, diversity, stress, conflict, change management and other all-too-common factors that interfere with performance.

**Team Performance and Diversity of Thought:** The DrawSuccess Program integrates The Four Stages of Team Development (Forming→Storming→Norming→Performing) with the integrated diversity of personality/ behavioral styles, what we call the Four Inner Genius Styles, to take teams through the stages to get to “Performing.”



Team performance is measured by the DrawSuccess Team Development Assessment, which identifies the team's level of performance on 20 criteria, from Mission & Values to Diversity, Innovation, Meetings and more!

# Get Results!

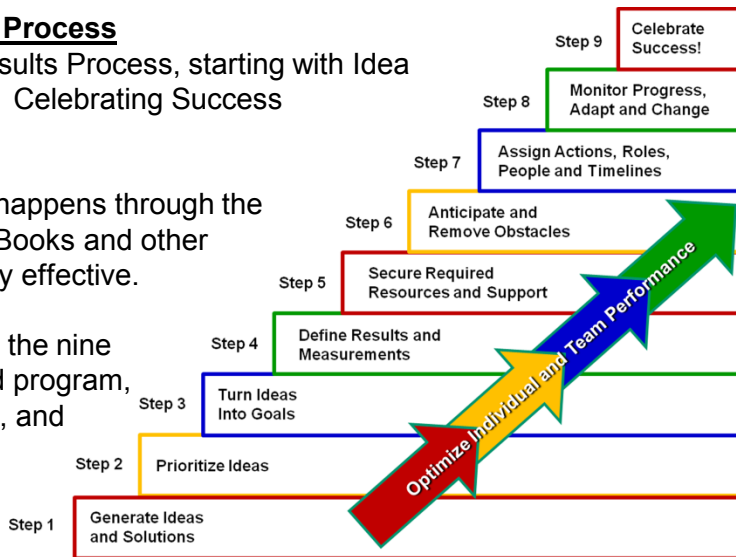
# 9 Steps To Results

## The DrawSuccess Nine Step Results Process

DrawSuccess employs a Nine Step Results Process, starting with Idea Generation (Step 1) all the way through Celebrating Success (Step 9).

The unique brainstorming process that happens through the magic of the DrawSuccess Game, PlayBooks and other materials is both efficient and powerfully effective.

The team then goes through the rest of the nine steps through a 30-90 day wraparound program, including webinars, homework activities, and more. Finally, results measurements are quantified and evaluated and then celebrated after 90 days.



## Who Should DrawSuccess?

Although organizations of all sizes in all industries can benefit greatly from the DrawSuccess Program, three kinds of companies get the most benefit: (1) Companies having team performance issues, whether the challenge is conflict, accountability or not achieving results; (2) Businesses going through change, including new manager assimilation; reorganization or mergers; and, (3) Companies already at a high level of performance who want to take their business to the next level. In addition, other criteria are measured in our DrawSuccess Readiness Assessment, to make sure your organization is ready for powerful change.

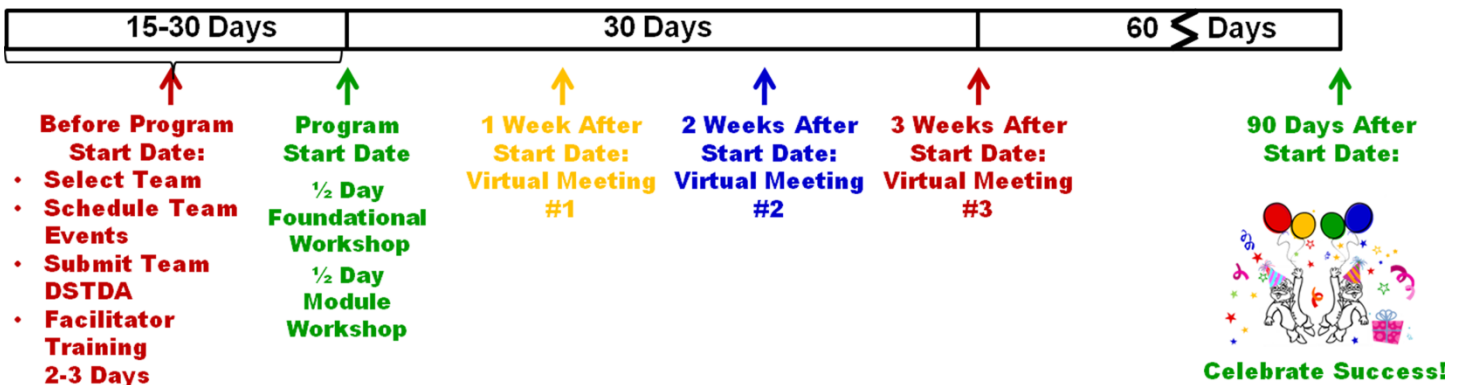
You have two choices to *Draw Success* in your company. You can select one of our certified facilitators to take your teams through the process, or you can choose someone inside your organization to become a DrawSuccess Facilitator. Either way, your teams will be guided through the same 30/90 day program.



# Are You Ready?

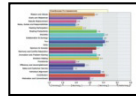
### How it Works:

The DrawSuccess Program includes a team pre-assessment, followed by two half-day workshops: the Foundational Event, which sets the stage for team communication and performance, and your choice of one of our focused Module workshops: (1) Sales & Customer Service; (2) Motivation & Commitment; (3) Meetings; (4) Harmony & Conflict Resolution; (5) Contribution & Accountability, or (6) Strategic Planning. Next are the follow-up web meetings, one per week for three weeks, which take the team through the rest of the 9 Steps, culminating in a results celebration in 90 days!



# Support Materials

DrawSuccess has a complete set of support materials, including the DrawSuccess Game (the cornerstone of the whole program), assessments, facilitator's manuals, team member PlayBooks, planning documents and more.



## True Stories

Hear what others are saying about DrawSuccess!

*"DrawSuccess results demonstrate that recognizing and appreciating diversity of thought within a team can improve communication, build unity, and cooperation, increase productivity, provide job satisfaction, and deliver bottom-line results."* -at&t Focus Team

The following are answers from another client team, when asked the question, "What did you like about the DrawSuccess Program?" *"The whole thing", "Gives continuity/direction", "Provides a forum and structure to let everyone talk", "Forces us to do something about goals", "Fun and helps us get to know each other", "Learned a lot", "It's distinctive - not people dictating from top; instead we create the success ourselves so we have our own buy-in and accountability", "Great asset for new sales reps – will greatly increase effectiveness", "Provides an outside perspective on our business."*

Team Transformation isn't easy. After all, individual and team challenges and difficulties may have taken years to form. But it can be fun, as well as very enlightening and empowering to everyone.

**DrawSuccess' Commitment:** We'll make the process transformative, engaging and rewarding. Remember our mission: to change the world in a fun and profitable way – for us and our clients!

**DrawSuccess Facilitator's Commitment:** Our Certified DrawSuccess Facilitators are committed to following the steps in the DrawSuccess process, using the techniques and solutions provided and adhering to the guidelines and restrictions for successful delivery of RESULTS!

**The Team's Commitment:** Each individual member of the team must be motivated and stay engaged in order for the program to work. The sessions, homework and webinars require a commitment of their most valuable commodity – time. The good news is that there are multiple tangible rewards, including improved relationships, enhanced job security, greater career satisfaction, greater self-awareness and confidence, and learning valuable leadership skills – plus, it's a lot of fun!

**The Company's Commitment:** The DrawSuccess Program is an outstanding tool to achieve measureable results, including sales and profitability, productivity, workforce engagement, community image, and many, many more. To achieve these results, company management needs to provide an environment including both space and time to allow the DrawSuccess Program to work.



**The quality of a person's life is in direct proportion to their commitment to excellence.**

**- Vince Lombardi**



**www.DrawSuccess.com**  
**800-890-DRAW (3729)**

# Commitment