

Welcome

CAMA

Find Out What Matters Most



*beyond
engagement*

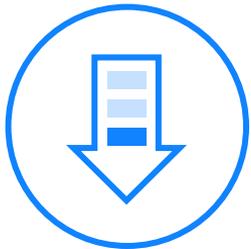


Engaged but
exhausted



2% of your
body weight

20% of your
energy



When you are exhausted, the first thing you lose access to is your ***executive function.***

Engagement. Energy.

What's the difference?











BRADY

LOVES

BOSTON

2012: Engaged – not energized



2014: Engaged and energized



Engagement fuels effort
Energy *fuels performance*

***Without energy, your
strategies are at risk***

Engagemen t

- Loyalty
- Dedication
- Commitment
- Focus
- D. Effort

Energy

- Vitality
- Passion
- Absorption
- Resilience
- Enthusiasm

How do you energize
peoples' brains?

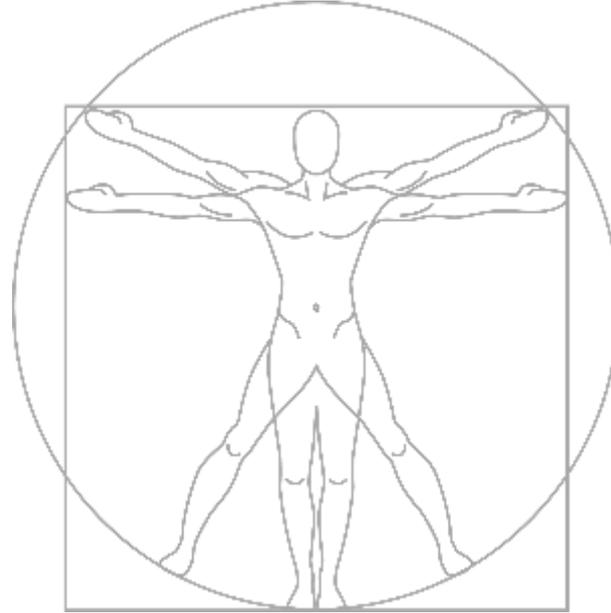


We start with
NEEDS

Five Driving Needs

Belonging

Meaning



Security

Significance

Freedom



Instructions

1. Deal 5 cards
2. Rank your cards
3. Very important on right
4. Least important on left
5. Trade with others

Your goal is to have five of the most important cards in your hand.

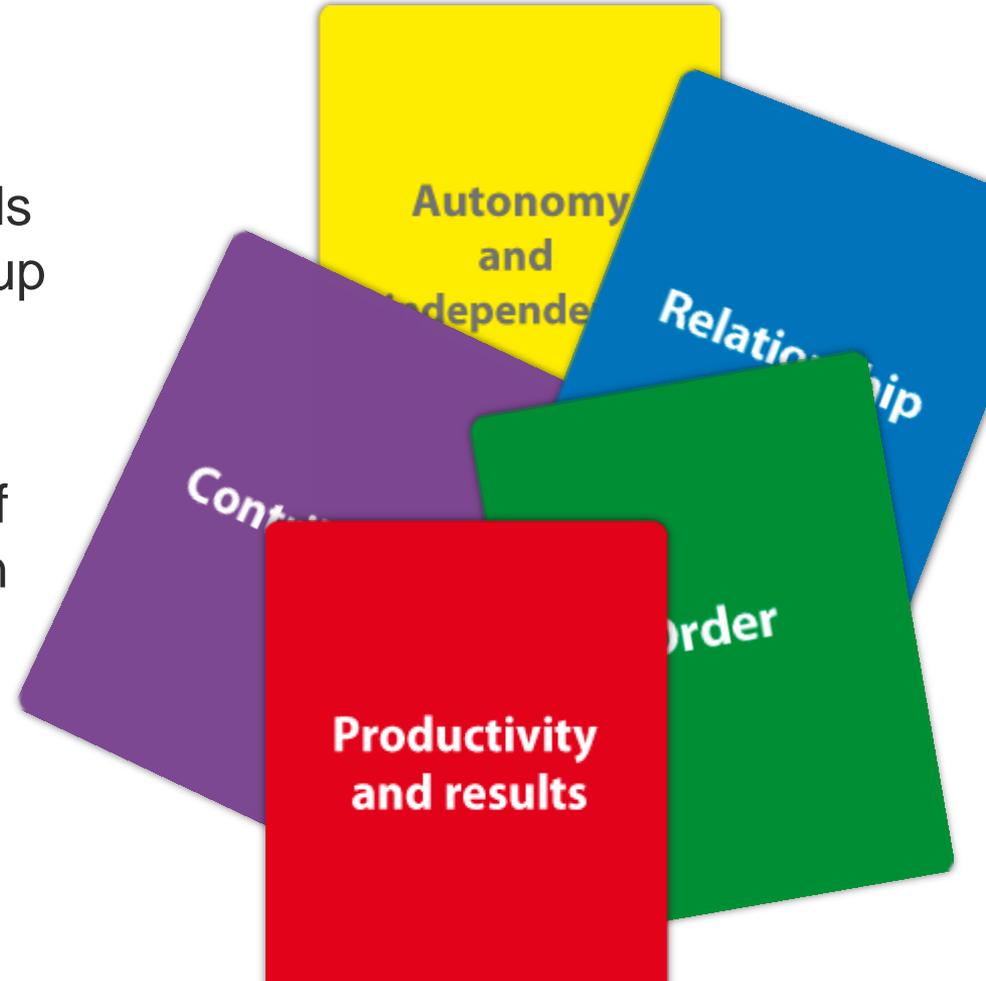
Oxygen Poker: Round 2



Instructions

1. Lay all the excess cards out on the tables face up
2. Go shopping!

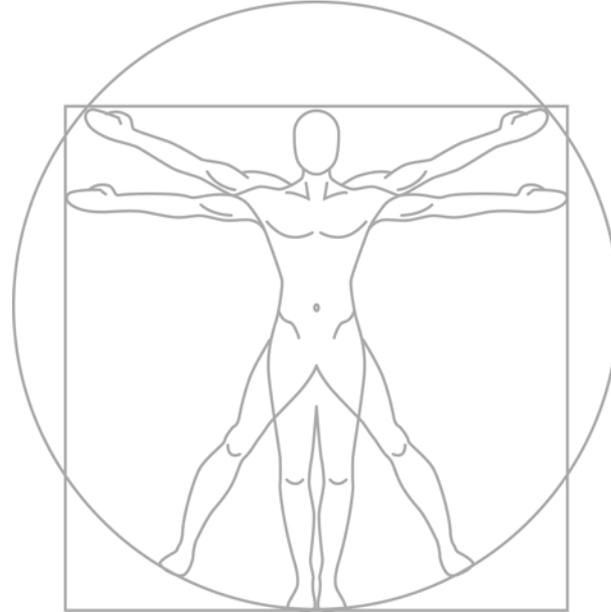
Your goal is to have five of the most important cards in your hand.



Let's figure out the colours

Belonging

Meaning



Security

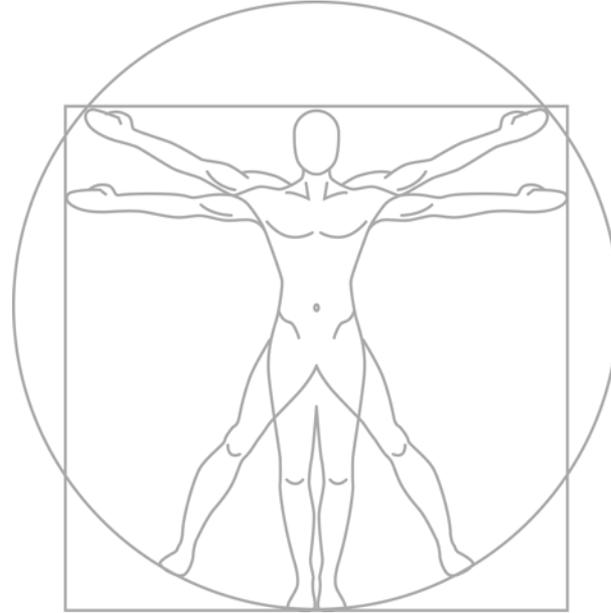
Significance

Freedom

Five Driving Needs

Belonging

Meaning



Security

Significance

Freedom

Turn to a partner and ask:

- 1. What's your deal-breaker card?*
- 2. Why is that one important to you?*
- 3. How might you **act out** if that card was threatened?*

What do they have in common?



- Cliquey/complains/gossips
- Micro-manages/shifts blame
- Bends rules/maverick
- Takes credit/critical
- Checks out/cynical

Unskillful expression
of an unmet need

Cliquey

Exclusive

Gossiper

Complainer

People-pleaser

A valid need for

Belonging

Micro-manager

Controlling

CYA

Finger-pointer

Overly analytical

A valid need for

Security

Maverick

Rule-breaker

No follow-through

Unreliable

Takes unwise risks

A valid need for **Freedom**

Takes the credit

One-upper

Always right

Political

Brown-noser

A valid need for

Significance

Cynical

Hyper-critical

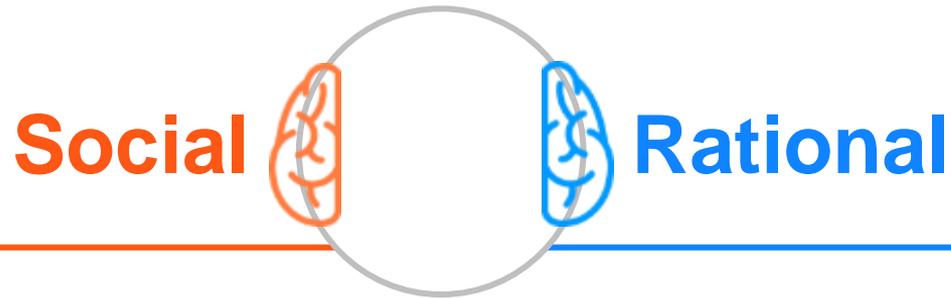
Sarcastic, dark humor

Checked out

Jaded

A valid need for

Meaning



Connect on what matters most
Understand what's possible
Partner for progress

Operating System

- ▶ ***What matters most*** questions
- ▶ ***What's possible*** questions
- ▶ ***Progress*** questions

Pick a Relationship

What relationship do you **most** need to strengthen?

You will work as partners for 5 mins. – one will be a coach, the other a coachee

Goal: identify the next logical step that needs to happen to get your need met and strengthen that relationship

Operating System

What matters most to you in this relationship right now?

What do you think is possible for you in this situation?

What's the next logical step you need to take to get your need met skilfully in this relationship?



@BradyJuiceInc



bradyjuiceinc



www.bradywilson.com

Thank you!



WWW.JUICEINC.COM

INFO@juiceinc.co

m

Tel:

1.888.822.5479

Get a digital copy of Beyond Engagement
www.juiceinc.com/cama

