

**JUST  
LEAD**  
WITH MARK Q



# SHOW NOTES

## EPISODE 50: Summer Playlist | Winning Teams

It's summertime, and it just wouldn't be the same without a Summer Playlist! That's right, we've dusted off a few records from the JUST LEAD vault & we're ready to drop the needle on some of our best content. This week we dive into the theme of winning teams including topics like building a deeper bench, taking initiative, the commitment & excellence of Tom Brady, failing forward, and how your title is only the starting line for your growth in a healthy organization.

### [CLIP #1 - The Bullpen: Team Development, Bench Depth, & the Attributes of High-Potential Players](#)

Every winning team needs a **deep bench** that you can call up to the plate. It's not just about filling a spot, but promoting contributors. Great bench players have a **hunger to learn & grow**, and see their job description as the bare minimum. The required parts of the job are just the **starting line. Initiative is HUGE!** These kind of individuals have positive attitudes and are ready to jump in where the team may need them. It's a person who's **WE-centric**, instead of ME-centric.

Take a look at your immediate and nearby circles of influence. You might be surprised who would be willing to step up & could be the perfect fit for one of your starting roles. You just have to be willing to look and ask the right questions. Search them out & cultivate their potential.

### [CLIP #2 - EMERGENCY PODCAST! Tom Brady's Retirement: Here's What We Can Learn As Leaders](#) [Tom Brady's Full Retirement Statement](#) [Career Highlights](#)

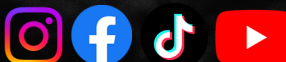
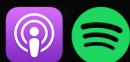
If there's one word that can sum up Tom Brady's keys to success, it's his **unwavering commitment**. He wasn't always the most talented, but he was the most **committed to his craft**. That's why he's the greatest. Many players retire because they can't physically perform any longer. Yet Brady, out of **respect for his teammates and the integrity of the game**, decided to retire when he could no longer full commit. And just because he's transitioning his career, doesn't make him any less committed. He's simply **reallocating** his commitments.

When other's see your commitment, it raises the **standard of excellence**. We see this in Tom Brady's career, where many players had their best seasons under his leadership. Committed leaders don't show up because they feel like it, they show up because it's **TODAY**.

### [CLIP #3 - The World-Class Leadership Culture of the Toronto Blue Jays with Steve Rassel](#)

The Blue Jays are just one example of an organization who develops the most elite of athletes. At this level, they are all the best at what they do. In order to CONTINUE that trajectory, trainers will use **"artificial failure scenarios,"** to create safe places for them to stretch and face adversity. It's failing forward at it's best. For example, a new hot shot pitcher can no longer rely on his fastball, because though it may bring a level of success at one level, it may stunt his growth at another.

The mentality in the Blue Jays organization is **"GET BETTER EVERY DAY."** It's plastered front and center in their training facility. In other words, it's a **YOU vs. YOU mentality**. If the focus is on pursuing



excellence and simply being better than you were yesterday, **results and success will follow**. In fact, that actually gives you freedom and surrendering control of the results, because the goal is your intentions and approach. **How can YOU get better every day?**

#### [CLIP #4 - Titles & Rings: Why Playing For A Winning Team Matters More Than Your Position](#)

You cannot see your title as lid, you see your **title as a starting point**. Your title does not define you or confine you. If you're struggling with your position in an organization, don't complain about it! Go add EXTRA value to the organization. Prove yourself to be [indispensable](#). Do you want the title or would you rather be on a winning team?

When you're on a healthy, **winning team** that is winning it's own version of a "championship," great team players will do whatever it takes to get the job done. This may even include **playing a position** that is **out of their comfort zone** or even immediate skill set because that's what the team needs. Don't make your happiness contingent on whether or not you're playing the role you want to.

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