



PURSUIT OF GREATNESS

Pursuit of Greatness (POG) is a set of guidelines to optimize the experience of **I M** knowledge sharing and collaborative achievement relationship development (CARD) events such as:

- Classes/Seminars/Workshops (e.g. **I M** Master Mind Classes)
- Collaborative Achievement Relationship Development events
 - E.g. All About the Notes, Walk the Talk, Entrepreneur-Ship Brunch Cruise, etc.
- Brainstorming/Ideation Sessions
- Book Clubs

POG guidelines provide the best practices for effective engagement, conduct, actions, format and structure. These guidelines serve to manage our interaction with one another and to ensure that we create and maintain an atmosphere of trust, respect and encouragement that leads to a productive, progressive, engaging, and a valuable, learning experience.

Knowledge is an asset that one can give to another and still retain. When multiple people share their knowledge with each other everyone's knowledge grows exponentially making this an excellent and financially feasible means for personal and professional growth. **I M** adds a dimension of fun and socialization to the knowledge sharing experience.

Why we make the effort

During our knowledge sharing and CARD events participants will share their dreams, aspirations, and fears which represent an intimate aspect of who they are as a person. It is an honor when one shares that aspect with another as it symbolizes a level of trust. Therefore we owe it to them to protect and nurture their dreams, aspirations, and desires; to provide encouragement; and to offer our knowledge and experiences to assist them.

I M knowledge sharing and CARD events serve to generate positive, progressive conversations and collaboration to empower those in attendance to achieve their personal and professional goals. For this to happen we must create and maintain a "judge free" positive environment. We do that by following these Rules of Engagement.

Rules of Engagement

- Have an open mind
- Keep a positive attitude
- Share your knowledge and experience
 - Educate, do not denigrate
- Only have discussions that pertain to people in the room or related to the purpose of the engagement (meeting, class, workshop, etc.)
 - Stay in the moment
- Raise your IQ not your voice
 - Be willing to listen and learn
- Respect others opinions and thoughts
 - Remember opinions are not facts (Do not argue opinions)
- Elate, don't debate
- Be respectful to others in tone, words, verbal and body language



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- Talk about solutions, not problems
- Ask one another questions to gain an understanding
- Be a source of motivation and encouragement
- Remain fully present at each session
- Be patient allowing others to finish speaking before sharing your thoughts
- Make recommendations not demands
- Inspire others to fulfill their potential
- Phrase your guidance in the form of a question not a demand
- Be cooperative with instructor/moderator and participants
- Exhibit positive leadership skills
- Commit to helping others learn and accomplish their goals
- Do not disclose any information that someone shares in confidence
- Place mobile devices on silent or turn them off
- Avoid side bar discussions when facilitator and others are speaking

Group Agreement

As a group we agree to the following to ensure that everyone in our presence has a valuable and enjoyable experience.

- Maintain a professional, positive environment that fosters progressive dialogue
- All ideas have value and should be respected
 - Do not belittle the idea or the person
 - The goal of our events is to share ideas and knowledge to assist one another to grow
- Commit to ensuring a “safe space”
 - Attendees should feel comfortable speaking, sharing their ideas, and thoughts
- Humor is welcome but not at someone else’s expense

Before You Come In

- Leave your ego at the door
- Brush any chips off your shoulders
- Open your mind and heart
- Prepare to laugh; especially at yourself;
- Prepare to have fun



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Remember to Always Remain Open to Learning

The physicist, James Clerk Maxwell stated that *thoroughly conscious ignorance* is the prelude to every real advance in science. When we are aware (conscious) of own limited knowledge (ignorance) of how things work, then we will become open to what is still possible. We recommend that regardless of your level of knowledge and expertise on any subject matter that you approach all knowledge sharing engagements with an open-mind and willingness to learn.

Remain curious. It is okay not to know. This is the inspiration for being a continuous lifelong learner.

These guidelines are continuously updated and revised to make our collective experience purposeful, valuable, and enjoyable.