



PURSUIT OF GREATNESS

Pursuit of Greatness (POG) is a set of guidelines to optimize and maximize 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 (Achiever's Book Club, bind & bound, etc.)

POG guidelines provide 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 a *gift that keeps on giving* which means it can be given away many times and still retained by the giver. When multiple people share their knowledge with each other in a group discussion everyone's knowledge grows exponentially making an excellent means for rapid personal and professional growth.

Why we make the effort

During our knowledge sharing and CARD events participants 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 this with another as it symbolizes a level of trust. Therefore, we owe it to them to protect and nurture their dreams, aspirations, and desires and to provide encouragement; and to elevate them in any way we can.

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

Rules of Engagement

- Have an open mind.
- Keep a positive attitude.
- Share your knowledge and experience.
 - Educate, elevate but 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).



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- Be respectful to others in tone, words, and body language.
- Talk about solutions, not problems.
- Ask questions to gain an understanding.
- Remain fully present at each session.
- Be patient allowing others to finish speaking before sharing your thoughts.
- Make recommendations not demands so phrase your guidance accordingly.
- Be cooperative with others.
- 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 someone is speaking.
- Inspire others to fulfill their potential
- Be a source of motivation and encouragement

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 exchange 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 off any chips on your shoulder.
- Open your mind.
- 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.