



# TAKING POINT

Building High-Performance Teams





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# ALL IN. ALL THE TIME.

I will never quit. I persevere and thrive on adversity.







# BUD/S

*Get comfortable being uncomfortable.*







# OVERCOME

*A common man with uncommon desire to succeed.*





# HOW ELITE TEAMS WIN

*I will not fail.*





# HIGH-PERFORMANCE TEAMS

*We demand discipline. We expect innovation.*





# LEADERSHIP AT ALL LEVELS

*We expect to lead and be led.*





# CULTURE

*We train for war and fight to win.*



Team Member Engagement

Actively  
Disengaged  
*Change  
Anarchists*

13%

Engaged  
*Change  
Evangelist*

34%

53%

Opportunity for Prioritizing Culture  
Alignment & Employee Engagement

Disengaged  
*Fence-Sitters*

Change Success or Failure



# Rituals + Beliefs + Actions = RESULTS





# ACCOUNTABILITY

*In the absence of orders I will take charge.*



**Culture of  
Accountability  
=  
Engagement,  
Performance &  
Profitability**

Vision &  
Mission  
Narrative

Right people,  
right roles

Training and  
development

Meaningful  
work &  
autonomy

Check in  
often

Cultural  
experiences  
for  
accountability

Reward  
accountable  
behavior





# TRUST

*My integrity and honor are steadfast.*





# NEVER OUT OF THE FIGHT

*When knocked down, I will get back up. Every time.*

# TAKINGPOINT

## A NAVY SEAL'S 10 FAIL-SAFE PRINCIPLES FOR LEADING THROUGH CHANGE

*New BESTSELLER Available Now!*

*"These lessons will make us all better business change leaders. Brent is a person you'll want to listen to!"*

General Stanley McChrystal, U.S. Army (Retired)  
Managing Partner, McChrystal Group

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"These lessons can make us all better business leaders. Brent is a person you'll want to listen to!"—STANLEY MCCHRISTAL, General, U.S. Army (Ret.)  
Managing Partner, McChrystal Group

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**A NAVY SEAL'S 10 FAIL-SAFE  
PRINCIPLES FOR LEADING  
THROUGH CHANGE**



**BRENT GLEESON**

**NAVY SEAL COMBAT VETERAN**

FOREWORD BY #1 NEW YORK TIMES BESTSELLING  
AUTHOR MARK OWEN, NO EASY DAY