None of Us is as Smart as All of Us...

Griff Salmon
Executive Vice President &
Chief Operating Officer
TEAMWORK
Ensuring that your hard work can always be ruined by someone else’s incompetence.
“Sometimes the best solution to morale problems is to simply fire all the unhappy people.”

Larry Kersten
Three commandments...

Practice
- Have a plan, execute the plan

Singular Focus
- Make the main thing the main thing

Team
- Don’t just use the brains you have but those you can borrow as well
We are all on a first name basis here...

Vision

Trust

Celebrate
TEAM BUILDING

Sometimes, the most important lesson you can learn is that you’re not a very good team.
What am I doing on this slide?

12 -25, 153, 1, 0
Economic Development is a Team Sport

Identify your resources

Give them the ball
- Make sure they know the play

Everyone doesn’t need to suit up
- We aren’t all Jerry Rice

Watch the game tapes
- Who’s doing what right?
Even hiring should be a team effort...
Smart people hire smart people...
• Attorney
• Government Employee
• Insurance Salesmen
• Marketing Coordinator
• Minor League Baseball
• Pharmaceutical Sales Rep
• Polymer Scientist
• Congressional Liaison
Know who you are running with!
Most Recognized Brand in America

Coca-Cola

CLASSIC

12-12 OZ CANS (144 FL OZ) 12-355 mL CANS (4.26 L)
Who doesn’t belong?
Nice landscaping...
Can I come out and play?

- Don’t shut out those that share similar interests
- Understand what you don’t know
- We are all in this together