

Great Game Huddle Notes

November 21, 2017

Angie Crews presented The Great Game of Business, Chapter 11 “The Highest Level of Thinking”.

She applied the principals of chapter 11 to the Greene County Government.

- Environmental Compliance Costs
- Insurance Rates
- Liability Claims
- Increased taxes due to poverty and crime
- Jail over population
- Operating Costs
- Delayed Reimbursements from the state

We have to become self-reliant and take responsibility for ourselves. We need to get back to benchmarking, meeting standards, watching costs, being held accountable, establishing goals. We want to become known for our wisdom and efficiency.

We have two ways of responding:

1. Take responsibility and make a plan
2. Ignore it

A new way of thinking is required.

Cindy Stein told a story about Jack Stack, author of The Great Game of Business. Jack was experiencing a lot of stress. He started fishing to relieve the stress but he couldn't catch any so that stressed him out even more. One day he saw an old man who fished there a lot. He asked the old man “what am I doing wrong”? The old man answered “Everyone gets the same number of bites. Success is in the preparation and response”.

Angie mentioned Rule # 10 which is “Change Begins at the Top”. She also gave a win/win, lose/lose scenario. She showed a needs assessment tool.

- What are your needs?
- What is realistic?
- What is important to the county as a whole?
- What do you have to give (negotiation)?
- What is the course of action?

Department Heads will be attending a Round Table meeting to help balance the 2018 county budget. We are all a team!

Remember: This is not being done to us. We are all owners. We all have a financial responsibility.