

# Lead-up Principle #8

Monday, August 20, 2018 8:29 AM

## Become a Go-To Player (Rodney White)

The Law of the Catalyst in "The 17 Indisputable Laws of Teamwork" state that winning teams have players who make things happen.

6 points:

1. Go-To players produce when the pressures' on.
  - a. What they do:
    - i. Never deliver (detrimental)
    - ii. Sometimes deliver (Average)
    - iii. Always deliver when in their comfort zone (Valuable)
    - iv. Always deliver regardless of the situation (invaluable)
2. Go-To players produce when the resources are few.
  - a. Go-To players make it happen.
3. Go-To players produce when the momentum is low.
  - a. Three kinds of people
    - i. Momentum breakers
    - ii. Momentum takers
    - iii. Momentum makers
4. Go-To players produce when the load is heavy.
  - a. Have the willingness and capacity to life the load of your leaders when they need it, you will have influence with them.
5. Go-To players produce when the leader is absent.
  - a. The greatest opportunity for a middle of the organization leader is to lead when their leader is absent.
6. Go-To players produce when the time is limited.
  - a. "The 57 rules of deliver the goods."
    - i. Rule 1: Deliver the goods.
    - ii. Rule 2: The Other 56 rules Don't matter.