

# LEAD 'EM UP

# LANGUAGE GUIDE

A QUICK OVERVIEW GUIDE OF THE LEAD 'EM UP LANGUAGE USED IN YOUR ALL-ACCESS SUBSCRIPTION

## 9-CLAP

9-Clap: an energetic, enthusiastic and elevated clapping; on a level of 9 out of 10



## THE SIX

My 6 - an individual who has your back and is working to help push you to a higher level



## 5 & 2

5&2 - a firm, yet friendly handshake with your full hand (5 fingers) with direct eye contact (2 eyes).



## SUGAR & SALT



Sugar - communicating with respect, kindness and love

Salt - communicating in a very direct manner, straight-forward & frank

## IOS



IOS - Individual Operating System

Bugs - an error, flaw or fault in ones IOS that produces an unexpected result and/or causes one to behave in unintended ways

Software - the inner-workings of who you are that drives what you do

Hardware - the physical exterior one presents or portrays to others

## SOFTWARE UPDATE



Software Update - a removal of bugs with the addition of updates designed to enhance the current IOS

Software Upgrade - a complete change and transformation of the current IOS to a new and improved IOS

Notifications - a prompting or reminder from yourself or others encouraging an update

## GOING FOR THE GOLD

Goldmine - a valuable connection between two people

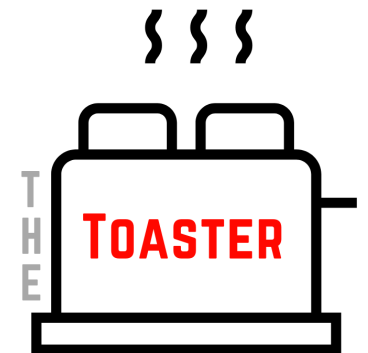
Investing - putting time and attention towards a goldmine with the intent of growing it and making the relationships richer

Banker - an individual familiar with other peoples gold and works to connect their golds to one another



## THE TOASTER

Toast - when you lose or eliminated with no opportunity for a do-over or to “run it back”



## THE GREEN TEAM

Green - an individual who actively demonstrate the traits of selflessness, enthusiasm, hardworking, humility and positivity

Gray - an individual who is lukewarm with varying levels of inconsistency that is performing at a moderate levels in areas of leadership & character

Red - an individual demonstrating traits of selfishness, laziness, arrogance, frequent complaining and low levels of enthusiasm, creating challenges for the team and teammates





## TOUCHPOINTS

Touchpoints - a quick, oftentimes physical in the form of a handshake, hi-five or fist tap, acknowledgement of a teammate with the goal of creating connection and energy



## READ RECEIPTS

Read Receipts - the act of engaging, acknowledging and responding to the sender of communication to assure them that their communication has been delivered and received.



## LIFEGUARD

Lifeguards - individuals who raise the performance of others and help keep them above the standards, i.e. "above the water" to prevent them from drowning

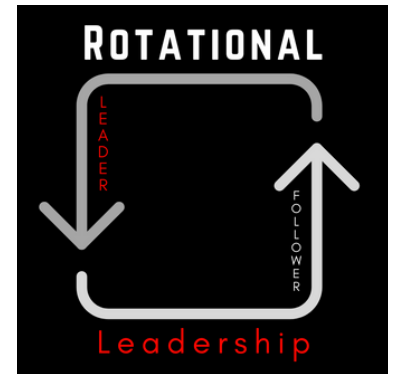


## FOLLOWERSHIP

Followership - one's performance in following and responding to the leader

## ROTATIONAL LEADERSHIP

Rotational Leadership - a rotational relationship between leader and follower that takes place day-by-day, hour-by-hour, minute-by-minute.



## THANK THE PASSER

Passer - someone who passes leadership from one person to another, or to a group



## FIRST LIKE

First Like - an intentional effort to immediately support the positive acts of leadership demonstrated by others



## DETECTIVE

Detective - an individuals processing of information to determine its positive or negative intent.



NEW EXERCISES RELEASING EVERY MONTH

"MY ONLY REGRET IS NOT USING LEAD 'EM UP SOONER" - MICHAEL NEISMITH - VARSITY BOYS FOOTBALL COACH



## MIXING BOARD

Bass - energy, hyped, fired-up

Treble - focus, sharpness, clarity

Mixing Board - finding the perfect balance between Bass & Treble



## TOILETRY BAG

Toiletry Bag - the concept of grooming oneself every day into the leader one wishes to become.



## DETAIL GRAB BAG

Detail Grab Bag - building the habit of becoming more detailed-oriented people which will help us become more detail-oriented student-athletes.

## GRAY CHECK



Gray Check - how one is performing in relation to the Green Standards.

## 40 RED DASH

UnContagious - one doesn't look to spread it to others

Convicted - recognition it is not one's normal behavior

40 Red Dash - ability to run from "red moments" and return to Green



## GREEN AWARDS

Green Verified - showing up consistently as the Green teammate your team needs

MVG - Most Valuable Green - individual who's performed in green ways exceeding others

Green 13 - Award reserved for 13 individuals throughout the country who represent being Green at the highest level



## GREEN FLAGS

Green Flag - a social post that moves you closer to being special & winning often causing others to smile, feel inspired or be encouraged.

Gray Flag - a neutral social post that doesn't add value nor creates concerns.

Reg Flag - a social post that hurts your value; causing others to be concerned as a result of unattractive behavior



## GREEN STANDARDS

Green Standards - help your team clearly define and communicate the standards of the Green (Money) traits so everyone is on the same page and to help each other effectively hold the standard.



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## SPOTSEAT



Coming Soon

## THOUGHT TRAIN



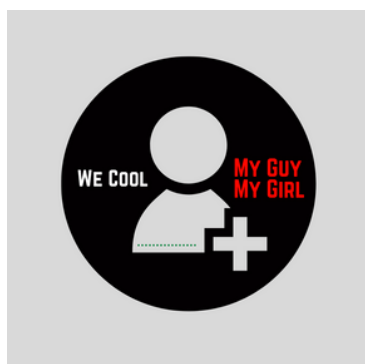
Coming Soon

## SAME PAGE



Same Page - making decisions that move others towards the team's goals

## WE COOL - MY GUY, MY GIRL



We Cool - used to describe a relationship with a peer that a person doesn't know majorly well.

My Guy/Girl - instances it's clear there was a relational foundation that exists, a love for one another and a positive history between the two.