

Question of the Week – July 3, 2022



What is one thing Henry Ford said about money?

Over the years, Henry Ford is quoted saying a number of things about money. One in particular, though, has to do with Greed, Arrogance and being Selfish. He said money does not make people any of these – if people are naturally any or all of these – money simply unmasks them. So, what key lesson can we learn from this? Arturo Corral

Leader Talking Points

Opportunity: Team-Building Activity

- a. Ask team members for examples of someone being influence by money outside of work.
 - 1) Donations: The ability to donate and help those in need even when it is in small amounts.
 - 2) Other.

Discussion Points

- a. Ask your team for examples of dealing with money as a motivator at work.
 - 1) Sales Targets: Bonusses and money rewards can be used as motivators to achieve higher levels of achievement while balancing the cohesiveness of the team along with individual achievements.
 - 2) Other.
- b. Ask your team for ideas on how to promote positive ways to manage money incentives at work.
 - 1) Sales Meetings: Celebrate and recognize team and individual achievements.
 - 2) Other?

Team Challenge Activity

- a. Ask the team to offer one or two areas where dealing with money incentives has been an issue.
 - 1) Example: Identify a situation where a team is challenged by having a co-worker marginally contributes to team targets while exceeding expectations on individual targets.
 - 2) Ask for a volunteer to take the lead to work with the manager and team on the selected opportunity and report back to team on next steps.

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