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PORTFOLIO

Fall Frills

Luxury Must-Haves for the Season

Tools of the Trade

What it Takes to Build Excellence



CHRISTIE'S
INTERNATIONAL REAL ESTATE



TOOLS OF THE TRADE

WHAT IT TAKES TO BUILD EXCELLENCE

By Jerry Meek
President of Desert Star
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Behind every quality custom luxury home there is a first-class team of architects, designers and building professionals that join forces to deliver the highest standard of expertise and performance from the moment a project breaks ground to the homeowners' celebration of moving into the residence.



Implementing a specific set of tools lays the foundation of what a team can create together. With the right set of team building tools, your collective potential becomes limitless.

Throughout the process of building and designing a new home, our own team's greatest successes have been created using a powerful set of tools. What we have found is that these tools apply not only to building homes but to many other aspects of our professional and personal lives. Like the tools inside a toolbox, these important personal development tools can be collected, shared and applied to any industry or profession where effective teamwork is essential to overall success.

What in Your Life Needs a Renovation?

Whether you are planning to build the luxury home of your dreams, inspiring those in your workplace to reach their greatest potential or tackling some other big project in your life, the right set of tools can help you and your team accomplish extraordinary things.

Each tool has a unique purpose from sharpening leadership skills and refining character to invigorating creativity and advancing personal and professional integrity. Using all of the tools together to achieve a specific goal can create an immeasurably positive result, thus becoming a powerful resource for leaders everywhere.

Your Toolbox

Below are some tools to consider adding to your team's toolbox. However you lead or engage any team you encounter, the principles behind each tool's effectiveness will encourage the team to evaluate how to best incorporate each one into the foundation of their professional interactions and personal endeavors.

Tape Measure What gets measured gets done and can be improved upon. The purpose of the tape measure is to determine progress, focus on deliverables, see where you are in the big picture and realize where you can improve.

Thermostat Control your attitude like the thermostat controls the temperature. Ten percent in life is what happens to us, while ninety percent is how we respond to it. Explain things to yourself in a positive way. This is an opportunity to grow as a person.

Mirror Where do you look when things go wrong? Sooner or later, you will have to look at yourself in the mirror. Take personal responsibility for what doesn't go according to plan, because it enables you to take full responsibility for the solution.

Silver Dollar Add value to all that you do – without exception. Create mission, vision and value statements to ensure that all team members are consistently aligning their actions, service and results with the spirit of your organization.

The 20:80 Rule

The first twenty percent of the time you put into planning provides you with eighty percent of the value of the entire process, including your best re-

sults. Most people rush into the process without planning and subsequently fail. Therefore, it is essential that these tools be reviewed regularly, practiced diligently and implemented one at a time.

As with any great toolbox, life will present new tools to add to the collection as new opportunities and skills arise. The types of tools that are added to your team builder toolbox will help each person become more effective in their efforts to accomplish any goal, forge extraordinary experiences and lead remarkable lives. ❖

Jerry Meek, President of Desert Star Construction, proudly presents his new book, TEAM BUILDER TOOLBOX®. Discover more tools from the TEAM BUILDER TOOLBOX® by visiting www.TeamBuilderToolbox.com.



The tools inside the Team Builder Toolbox® offer insight into what you can do to inspire greatness throughout your life and your team.

“Our team’s leadership, integrity, and passion for excellence are the reason why together with you, we will champion your greatest challenges and achieve your most extraordinary aspirations.”

—Jerry Meek, *President*



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Building the Best Better.®

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“Team Builder Toolbox”
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