



EP. 115 BRANDON STEINER

WITH HOST DON YAEGER

(6:25) If you want employees to be really happy employees, _____
You will see what it is like to work for you and be honest about it.

(14:25) _____ over time equals credibility. Anybody can be great on any given day. I have seen players have one great season, or a great month, or a great game. But when I hear people say, "Oh I have a big meeting... Oh, there is a big call." I wonder, *What do you say about all the other calls?*

(15:15) What is great about the word extraordinary is _____, which means you have to do _____ consistently over time to be great.

(32:15) (When negotiating...) If you don't know if they are married, their dog's name, or if they had a family member die three weeks ago, you are not in a position to help and get _____.

(34:00) "You can't afford NOT to do one-on-ones with your team members."
Reflection Question: Pick one person on your team. What questions will you intentionally ask them this week to get to know them better?

CORPORATE COMPETITOR CHALLENGE: Write a letter of gratitude to someone who has been impactful to your life or career. Then, tell us about it! Email your story to don@corporatecompetitorpodcast.com, and we will pick one to share in an upcoming episode.