



H&R BLOCK CEO JEFF JONES

WITH HOST DON YAEGER

Don's favorite quotes from the episode:

- The higher up you go, the less you know about the small details of the business. The only way to be successful is to surround yourself with a great team and ask questions to find patterns to figure out what needs to be done in an organization.
- When you see a basketball player doing layups before the game, it is not because they do not know how to do layups. There are practices and rituals great teams do to get ready to do their business.
- Checking-in to a meeting allows you to let everyone know where you are emotionally and what you are bringing in terms of energy and focus to the meeting.
- Checking-out includes a question like: What are you most inspired about from today's session? What are you worrying about as we leave here today?

Reflection Questions:

Who is on your team? Was it your first thought to write down your peers or your direct reports?

Jeff encouraged us all to set aside time to work *on*, not *in*, your business. List three ways you can work on your business strategy, goals, or vision this week.

amazon

BARNES
& NOBLE

B Bookshop

BAM!
BOOKS-A-MILLION



An inside look into the most intriguing
story in all of sports!

RESERVE YOUR COPY

“No matter where you are in your career,
get a mentor— somebody that you look
up to and can look out for you.”

-Deion Sanders