

PREVIEW GUIDE

Everest

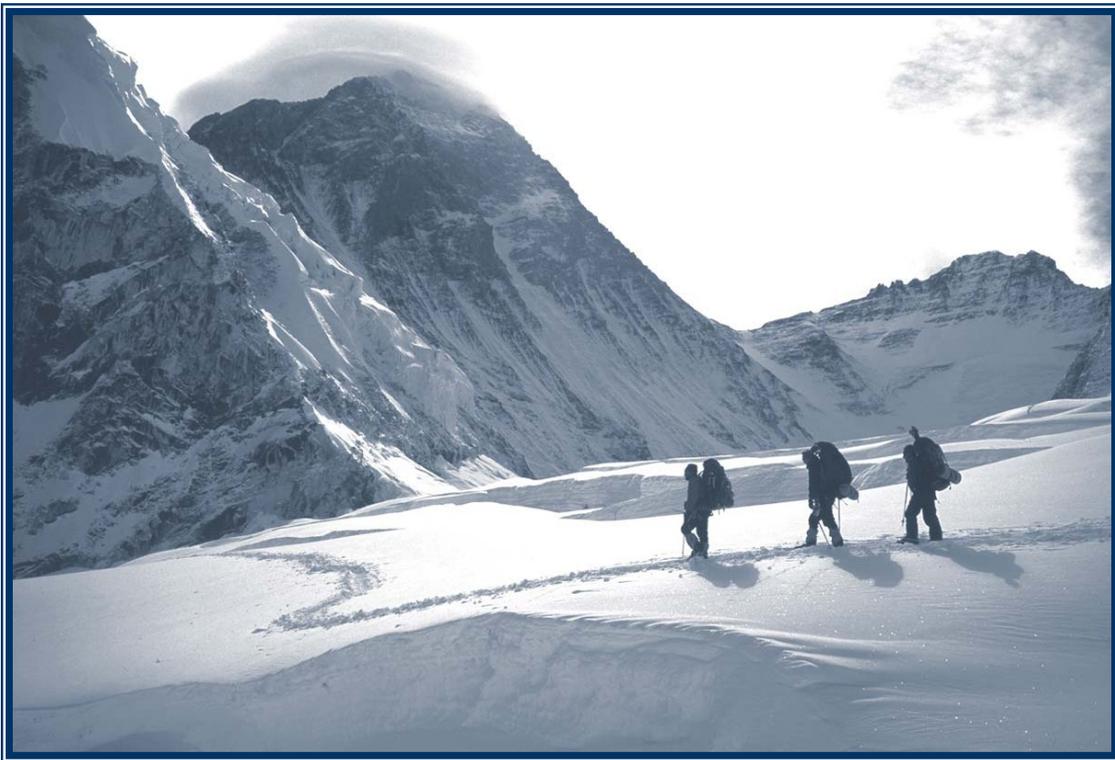


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Everest

SAMPLE PAGES FROM DISCUSSION GUIDE

EVEREST: Take Your Next Meeting To The Top Of The World

Everest is a story about challenge, teamwork, planning, problem solving, goal setting, communication, motivation, and leadership. In other words, it's about the job of managing and working together to meet your goals.

This brief video can be used to:

- open a **project kick-off** meeting
- launch a **company retreat**
- **motivate** your group during a change experience
- demonstrate the value of having a **common goal** or vision to work toward
- **initiate** leadership development

USING EVEREST

Using *Everest* is both simple and effective. This powerful story can be used to kick off discussion on areas of interest to all managers, leaders, and team members.

Introduce Everest

Present *Everest* as an example of a real-life situation where people were challenged to excel in the most difficult of circumstances.

Don't try to describe or explain the video in depth prior to presenting it – just introduce it as an example of “how working together can create opportunities for an entire team to experience success.”

Play the Video

Running time is 14 minutes.

Have a Discussion!

Select a topic area from the following options. Use the questions provided in this Discussion Guide, or make up your own to continue the discussion.

Communication

You've probably never held a team meeting in a tent on the side of a snow-covered mountain, but perhaps there could be some advantages to it. In the case of Erik's team's tent meetings, everyone contributed, it was an open forum for discussing the challenges they faced, and the non-adversarial environment led to problem-solving.

1. What did Erik's team discuss every night? What made their meetings so effective?
2. What are your team meetings like? Are they open forums or just opportunities to quickly pass along information that has been carefully selected and filtered?
3. Recall the humorous discussion about taking a toothbrush? The purpose was to discuss weight issues, because ounces can spell success or failure. Can your team recognize and discuss important details comfortably?
4. Do your team members know the value of their contributions? Do you acknowledge achievement clearly and openly?
5. Is your team's vision clear and compelling? Is it communicated thoroughly and appropriately to all who need to know?

Motivation

What motivates a man to climb a mountain when he can't see the view? What motivated 15 others to help get him there? The goal - to get Erik to the top - was repeated by every individual, over and over and over. It was their vision.

1. After a grueling 17-hour day on the ice fall crevices, Erik sat quietly and envisioned the summit. Can you explain your own motivation in a manner that can instill motivation in other members of your team?
2. What do you think Erik was thinking when they had to leave their team leader behind? How did the leader's illness affect the team? How did they maintain their motivation to keep going without an appointed leader?

Materials Included With *Everest*

- ◆ The **chaptered DVD** of *Everest* tells the incredible true story of Erik Weihenmayer, who climbed Mount Everest...blind. Erik's quest was not alone. He and his team worked together through the arduous trek to make the journey possible and, ultimately, a success. Through interviews with Erik and his team, viewers learn the skill points of leadership and teamwork that are important for teams who are striving to reach higher performance goals.
- ◆ The **Discussion Guide** provides the facilitator with guidance for introducing the video and leading a discussion around the subject matter. Suggested questions are listed on the topics of Planning, Teamwork, Goal Setting, Communication, Motivation, and Leadership, and it includes a summarization.

Program Information and Pricing

Purchase Price: \$645.00

Rental Price: \$225.00

Preview Price: Free

Running Time: 14 minutes

Materials included with purchase: DVD, Discussion Guide

Quantity Pricing Discounts

(multiple copies)

2 copies	10% off
3-5 copies	15% off
6-10 copies	20% off
11-15 copies	25% off
16+ copies	(call for quote)

Industry discounts may also apply; call your Sales Consultant for more information.

(pricing and discounts subject to change without notice)