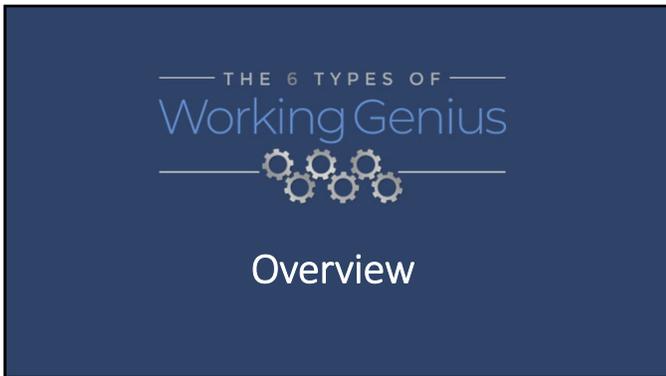




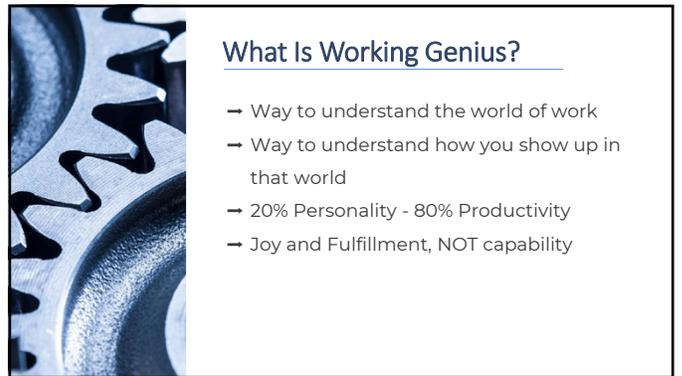
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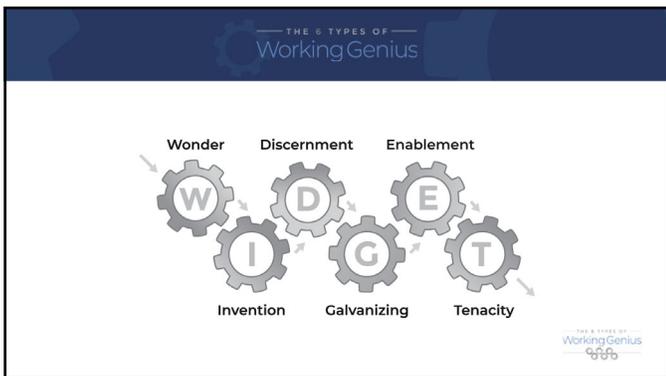
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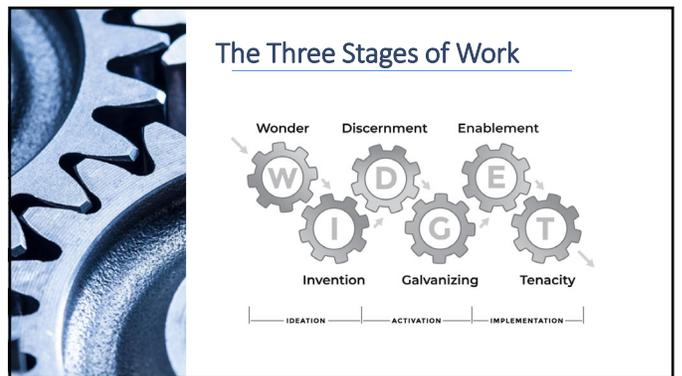
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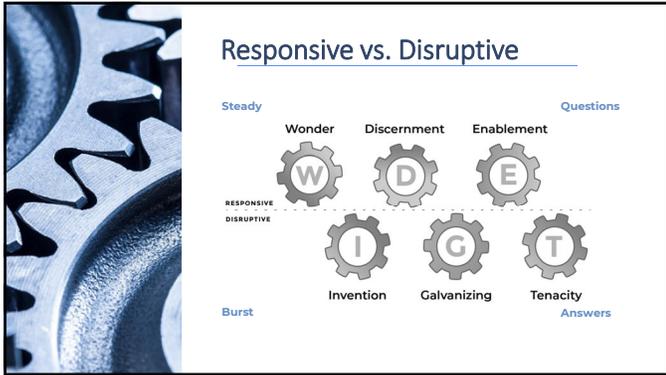
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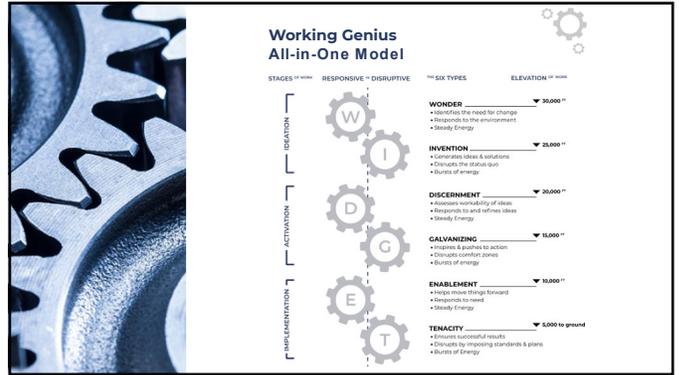
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8

Table Discussion

What would you guess are your spouse's Working Geniuses and Working Frustrations?

What evidence do you have for that?

9

THE 6 TYPES OF Working Genius

Part 2: Individual Report Review

10

Genius Categories

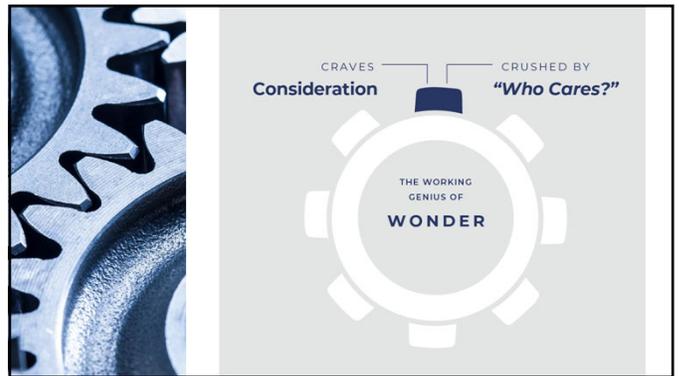
Pat's Quantitative Results

The information below shows the results of your quantitative assessment. Your assessment results indicate the **Working Genius** and **Working Frustrations** for every one of the six types of Working Genius. **Wonder** and **Enablement** are the most common types of Working Genius, and **Discernment** is the least common type of Working Genius. The questions below regarding the next page will provide more information about your results and the six types of Working Genius.

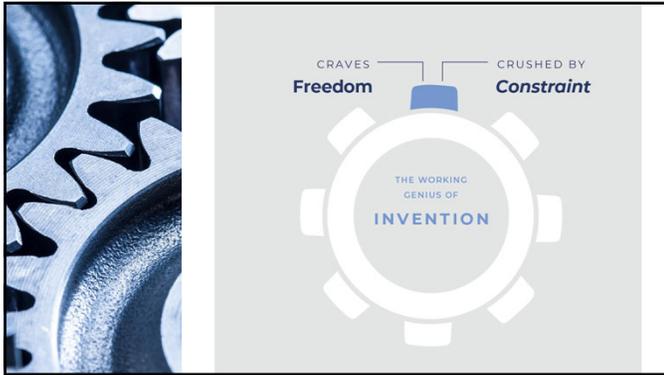
WHAT YOUR QUANTITATIVE RESULTS INDICATE

- 1. WORKING GENIUS**
The six types of Working Genius are **Wonder** and **Enablement**.
The six types of Working Genius are **Wonder** and **Enablement**.
The six types of Working Genius are **Wonder** and **Enablement**.
- 2. WORKING COMPETENCY**
The six types of Working Genius are **Wonder** and **Enablement**.
The six types of Working Genius are **Wonder** and **Enablement**.
The six types of Working Genius are **Wonder** and **Enablement**.
- 3. WORKING FRUSTRATION**
The six types of Working Genius are **Wonder** and **Enablement**.
The six types of Working Genius are **Wonder** and **Enablement**.
The six types of Working Genius are **Wonder** and **Enablement**.

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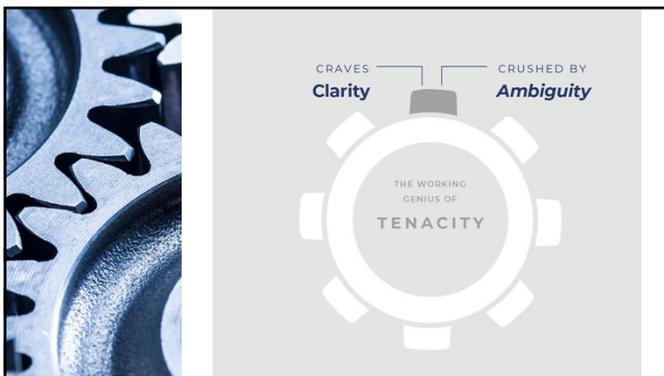
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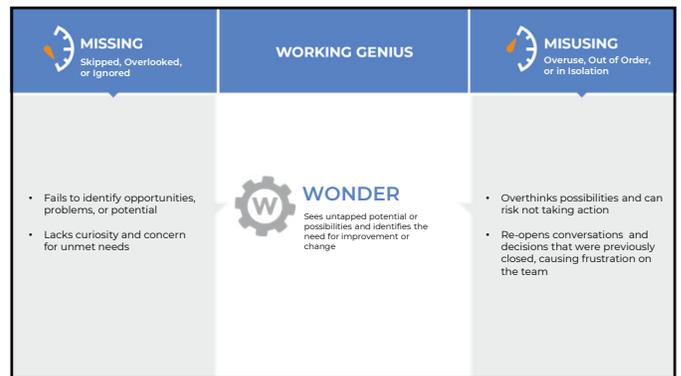
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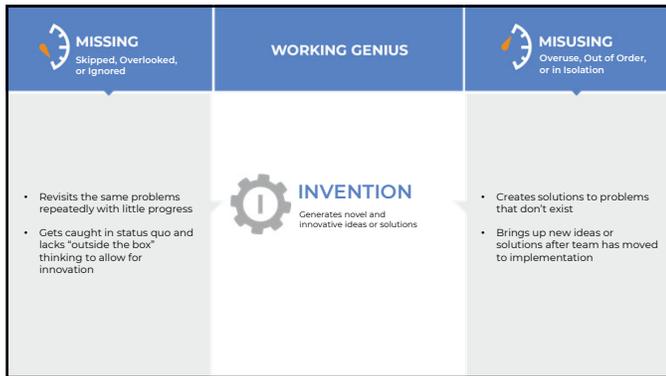
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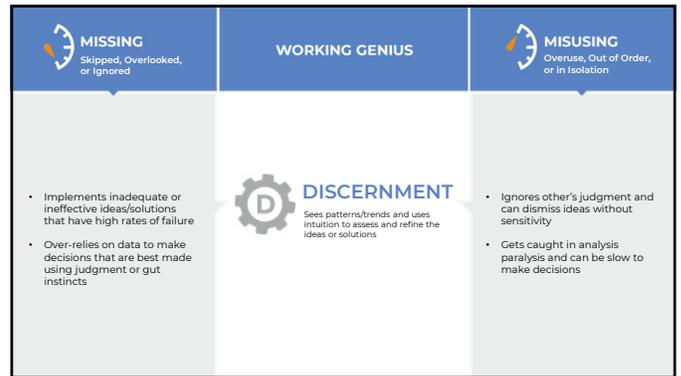
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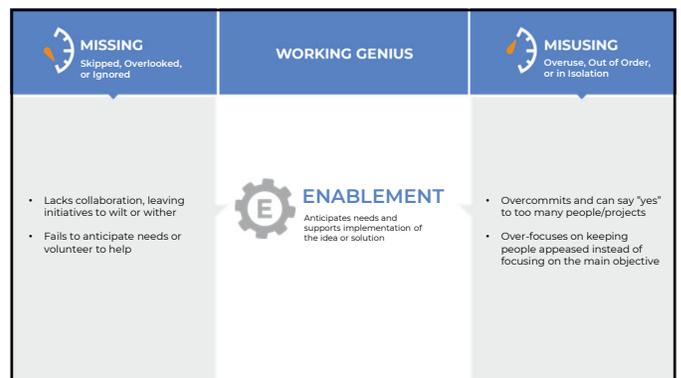
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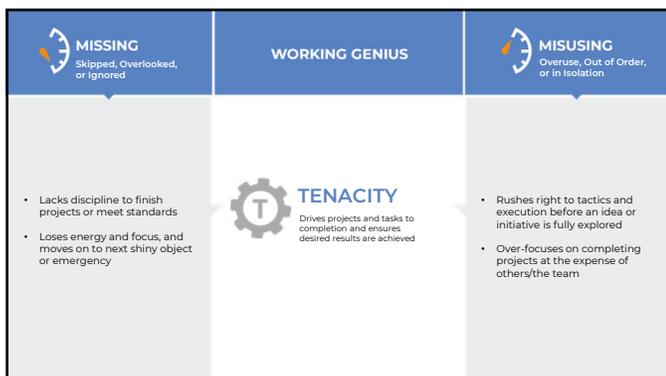
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23

Table Discussion

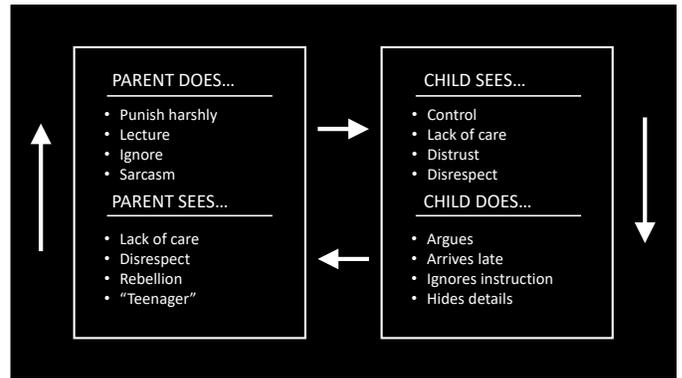
How does your Working Genius shape the way you work and lead your operation?

What work falls within the categories of your Working Frustrations? How do you handle that? How does that effect your operation?

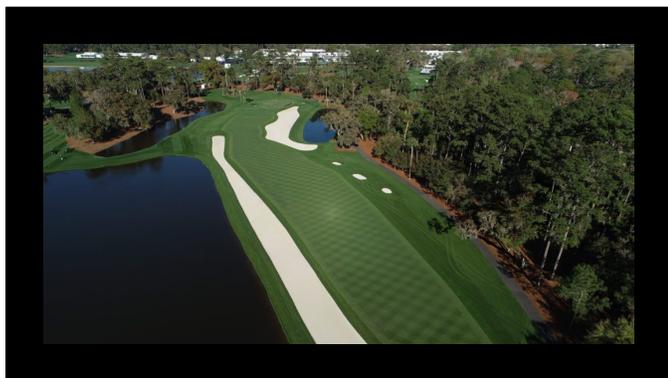
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Thinking Leads to Acting (Part 2)

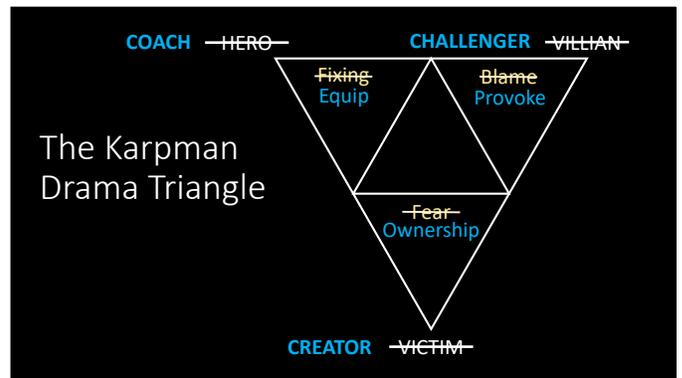
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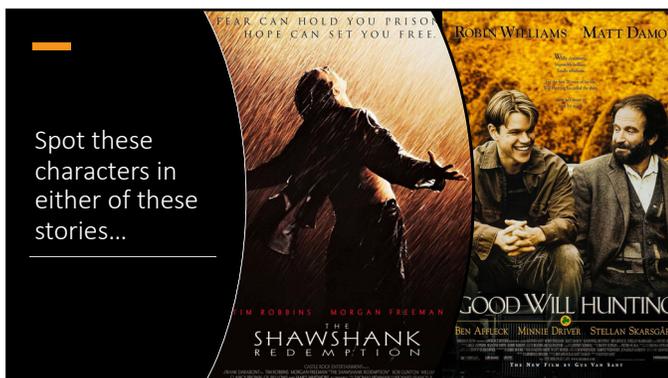
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28



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Table Discussion

What stories do you tend to tell yourself when things aren't going well—about yourself, your team, or your circumstances?

How do those stories influence your actions?

30

How Do We Change Our Thinking?

31

1. Catch Yourself Telling Stories

- Victim:** "It's no use. I don't have a choice. I can't do this. They will never... They always..."
- Hero:** "I have to because no one else will. I can make it better. They can't."
- Villain:** "Life would be better if I wasn't stuck on this ship of fools. Idiots."

32

2. Interrogate Yourself

- What's the real challenge here, for me?
- What am I avoiding?
- Where might I need humility?
- Where might I need courage?

33

3. Choose a Better Story

What will result from my current story?
Does it have a chance to get better?

What would a Creator, Coach, or Challenger believe or do in this situation?

34

Table Discussion

What's one specific challenge on your farm or in your leadership right now where you could apply the mindset of a Creator, Coach, or Challenger?

How do you think the roles of Creator, Coach, and Challenger could improve communication and teamwork on your farm?

35

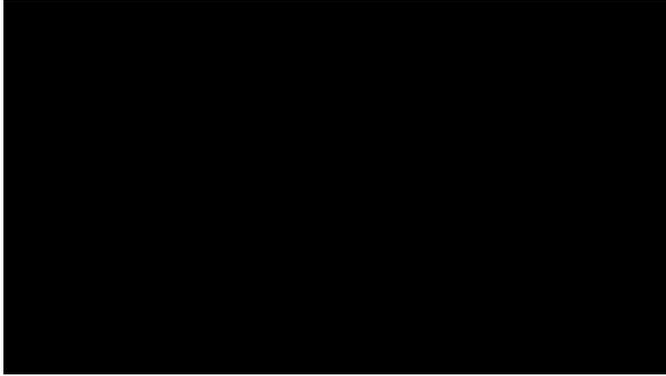
If we observe poor stories in others...

Bring humility and courage.

Questions are more powerful than answers.

- What obstacles do you see?
- What's the real challenge here, for you?
- What opportunities might be hidden by this obstacle?
- What would be a good step forward?
- If you say yes to this, what will you say no to?

36



37

Table Discussion

What simple practices might mitigate our tendency towards the “self-fulfilling prophecies” described by this video?

38

Table Discussion

What’s one insight or “aha moment” you had during this discussion about the connection between mindset and behavior?

39



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QUESTIONS ?

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