

Greenies

10-World Class Leader/Performer-this is like a Gary Keller or Dianna Kokoszka. People who make us scratch our heads at what they are able to accomplish.

9-Game Changing Leader-these leaders change the course of an organization and are focused on bringing up other leaders behind them. They have a strong track record of results yet have a humble servant leader attitude.

8-Emerging Leader-these leaders are consistently above the performance standard and have the respect of their peers. They are currently developing a strong track record of results.

7-Standard Leader-a true team player who gets the vision and is consistently hitting the performance standard.

Reddies

6-Future Leader-they are below the standard yet they are doing everything you ask. They are lead generating, coachable, attend training etc. Two words to describe them; learning based.

5-Apathetic-they don't seem to really care whether or not they reach their goals. They are ok with being good, not great. Lack of passion. Goals are stated and negotiable. Tough to make a decision about because they do produce yet consistently fall below standard.

4-Negative Nelly-Poor attitude and has to share it. Can be passive aggressive. Will tell you one thing and do another. Constantly caught up in excuses and lacks follow through. Fights new initiatives and for their limitations. This person maybe hitting their performance standard and yet their attitude of arrogance makes them challenging to work with.

Brownies

3-Victim-Negatively affecting others on the team. Blames the world for their problems. Actively works to avoid being a team player. Runs from accountability. The grass is always greener.

2-Poison-On their way out. We know it, they know it. We just need to have the exit interview. Muster up the courage and set them free

1-Already Gone-Has been fired and are cleaning out their desk. The team let out a sigh of relief when they heard this person was gone.