T.R.U.E. T.E.A.M. Figure Illustrations

Follow along with your audiobook using this accompanying visual guide.

Fig. 1: Team Chart

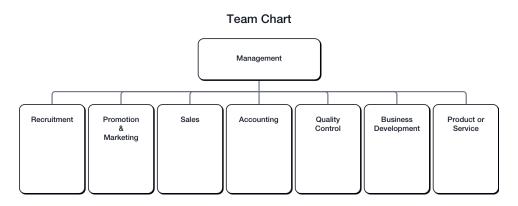


Fig. 2: True Team Blueprint

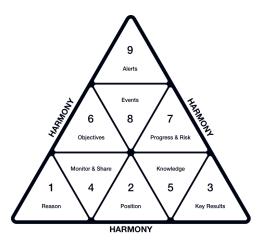


Fig. 3: True Team Blueprint Base

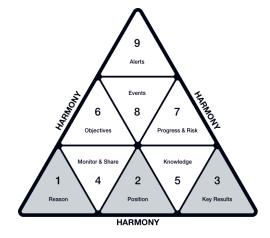


Fig. 4: Janitor Report & Key Result Graph

Fig. 5: Income Graph

Janitor Report & Key Results Graph





Fig. 4: Janitor Report & Key Result Graph

Janitor Report & Key Results Graph





Fig. 5: Simple Key Results

Janitor Report & Key Results Graph





Fig. 6: Inverted Graph

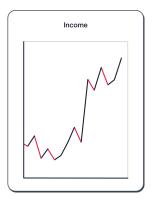


Fig. 7: Simple Graphs

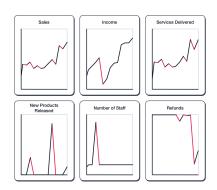
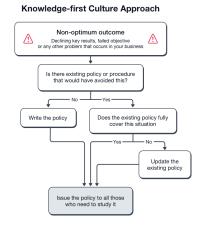


Fig. 8: Monthly, Weekly, Daily Graphs



Fig. 9: Knowledge-first Culture Approach

Fig. 10: Objectives and Key Results (OKRs)



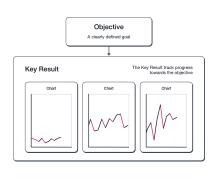


Fig. 11: Team OKRs



Fig. 12: Progress and Risk

Objective CEO Objective Progress & Risk Achieve \$10M Sales this Quarter Duration - 3 Months 25% Recruitment Develop & launch new Promotion Campaign Hire & train 10 more sales people Hit Monthly targets **Actual Progress Expected Progress** Halfway through the quarter the Expected Progress is 50% The Promotion & Sales Teams are causing the overall company to fall behind. This provides management with the insights they need to remedy this situation.

Fig. 13: Team Progress and Risk