



# The 17 Indisputable Laws of Teamwork

**Start Date: 10/19/2016 7:30 AM**

**End Date: 10/19/2016 9:30 AM**

Wednesday, October 19th 7:30am - 8:00am - Registration & Networking 8:00am - 9:30am - Program  
Location: NYSUT Conference Center, 30 North Union Street, Rochester, NY 14607 This program has been pre-approved for 1.5 Professional Development Credits from the Society for Human Resource Management and 1.5 recertification credits from the HR Certification Institute. Presented by Ann Wallace, Director of Organizational Development & Training, Arthur J. Gallagher & Co. Sponsored by Focused 401(k) partners Effective teamwork has become increasingly more important both in the workplace and particularly in the business environment in which companies compete today. Customers have become more discriminating, competition more fierce, and industries more complex. There is a need for teams to not only perform, but to perform at a very high level while constantly striving to reach their potential. This program outlines the simple, yet profound 17 Indisputable Laws of Teamwork, as described by John C. Maxwell, International Leadership Expert and Best Selling Business Author, which when embraced help teams function at a high level to achieve sustainable results. The 17 Laws are as follows: 1. The Law of Significance: One is too small a number to achieve greatness. 2. The Law of the Big Picture: The goal is more important than the role. 3. The Law of the Niche: Each player has a place where they add the most value. 4. The Law of Mt. Everest: As the challenge escalates, the need for teamwork elevates. 5. The Law of the Chain: The strength of the team is impacted by its weakest link. 6. The Law of the Catalyst: Winning teams have players who make things happen. 7. The Law of the Compass: Vision gives team members direction and confidence. 8. The Law of the Bad Apple: Rotten attitudes spoil a team. 9. The Law of Countability: Teammates must be able to count on one another. 10. The Law of the Price Tag: The team fails to reach its potential when it fails to pay the price. 11. The Law of the Scoreboard: The team can make adjustments when it knows where it stands. 12. The Law of the Bench: Great teams have great depth. 13. The Law of Identity: Shared values define the team. 14. The Law of Communication: Interaction fuels action. 15. The Law of the Edge: The difference between two equally talented teams is leadership. 16. The Law of High Morale: When you're winning, nothing hurts. 17. The Law of Dividends: Investing in the team compounds over time. About our Speaker: As Director of Organizational Development and Training, Ann is focused on delivering education and training solutions for businesses and organizations. In this role, she is responsible for developing, marketing and facilitating training and coaching programs designed to enhance individual performance and contribute to the strategic goals of the company. Ann brings over 20 years of experience and a combined background in education, business, training, sales and marketing, coaching and executive level career development. She has broad industry and diverse clientele experience, nationally and internationally, and has worked with Fortune 500 Companies as well as small to mid-sized organizations. Prior to joining Gallagher Benefit Services, Inc., Ann was focused on developing and marketing business, leadership and communications training for the healthcare industry. She has worked with major medical centers including Yale New Haven Health System and NY Presbyterian Hospital. In addition, Ann has extensive experience with Career Development Services where she was involved with corporate career development, performance improvement coaching, international career issues and client relationship management. She is certified in numerous assessment tools such as DISC, Myers-Briggs Type Indicator, Caliper Profile and 360° Leadership Assessments. Ann holds a BS from Cornell University and an MS from State University of NY. She is also a Licensed NY State Counselor, a John C. Maxwell Certified Coach and Trainer, a Licensed NY State Life, Accident and Health Agent, a member of the American Society for