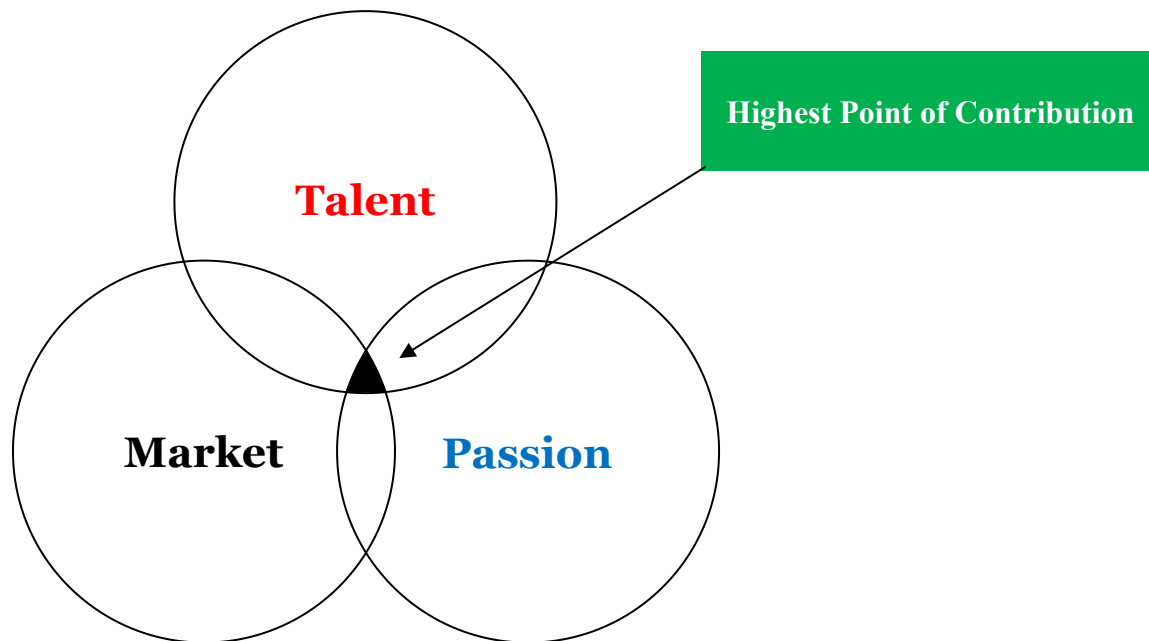


'The Highest Point of Contribution'

Diagram



Excerpt from:
Avoiding Distributor Quicksand, Unit 2
'The Practicum of Ideal Team Development

During my studying of people and events that focus on the leading edge of **human and economic innovation**, I ran across another great example from a Global Leader at the World Economic Forum Greg McKeown, where he introduced his concept titled "**The Highest Point of Contribution**" (though I slightly tweak the concept). Here he talks about a person's core resource which occurs when that individual applies their **talent, market** (their work experience) and their **passion** towards the resolution of a challenge or an opportunity. When these three human attributes are applied simultaneously they overlap by design, and it's the overlap that becomes their **highest point of contribution**.

This is exactly the benefit that occurs within a team focused effort; each offers their **highest point of contribution** to solve for the current equation for the betterment of the team. This provides an incredible amount of torque to your operating practices and creates traction however its applied. Team prospecting provides a tremendous value to everyone that participates to a degree much higher than could be achieved individually.