

Rules of Play

e x p e c t a t i o n s



Our Rules of Play



how we work together

*"If you establish rules and play by them,
the audience will buy in." – Richard Linklater*

Your EcoMastery Success Program in essence, is just that. It is YOURS! For those who get the most out of this Program, it always reflects how much they put into it and have applied it. Life is exactly the same - you get out of life directly in proportion to what you invest in it and apply from the wisdom embraced along the journey.

Quintessentially, your success with the EcoForce Global Opportunity, comes down to how well you connect with people, and how well you can empower and support your Team to duplicate what you do. It really is that simple, however it is not easy as people soon discover.

◆ This is where Your EcoMastery Success Program steps in

Things happen in life. People let you down, people move away, they get distracted, they lie, they die - life happens. Sometimes we let ourselves down and sabotage our success, then wake up one day with regret for not taking the required action when we had the opportunity to do so. Your success will come down to what mindsets or belief systems you have that influence you - consciously and subconsciously. We will unpack this during your Program.

Nothing is guaranteed in life; however, we do know this - if no action is taken, then we can expect nothing as a result. If action is taken, then we want to make sure you take the **right actions** to get the desired results.

Wrong actions lead to the wrong destination. If we are learning golf and we keep practicing the wrong swing, we would get very good at repeating the wrong swing and it would show in our results. Be wise with how you use the time you have. Like spending time on a treadmill, our actions can lead to exhaustion, yet get us nowhere. Time is more valuable than money - you can always make money from what was lost, yet you can never make up lost time. Too many people are 'busy', yet few use their time wisely to create the life they often only dream about, wasting the finite time they have on the planet. Build your own dreams or be employed by someone else to build theirs.

We need coaching in anything to do anything right and get the desired results in the time we have available. Even an Olympian who has secured gold continues to tap into the advice of a coach to improve - unless they retire. If we are going to do this properly, we need to be humble enough to get the right advice, and courageous enough to take what action is required to achieve the results we desire. It is then that we can live the lifestyle this powerful Opportunity affords. **It all starts with you.**

It is time to really think about your life, and how you use the time that you have available to build a successful Team and organisation. You may be working fulltime in a job while you work part time on your fortune. **Building by its very nature requires action.** Every day reflect and ask yourself; *How much business would my Team create today, if they did what I did?*



◆ Our Rules of Play

1. People Will Do What You Do
2. Your Past Does Not Equal Your Future
3. Be Honest with Yourself
4. If You Need Help, then Ask
5. Challenges Go Up, Praise Goes Down
6. If You Throw Dirt, You Lose Ground
7. Always Praise in Public and Critique in Private
8. Punctuality for All Meetings and Events

Our non-negotiable Rules of Play support the unique culture of EcoForce Global. As with our Core Values, we encourage, promote, and have an expectation that all Advocates embrace these as behaviours in all interactions with each other at all times.

Imagine engaging in any game and not knowing the rules? This only leads to confusion, misunderstanding and conflict. However, this is not a game we are playing, this is life. Your key Advocates will, in many cases, become some of your closest friends. Often you will do life with each other as you progress forward on this journey together. How important therefore, we be upfront with each other now, by setting boundaries with how we interact to promote healthy professional relationships for long term growth and stability. Build on such, live by such, and this will inevitably be your stronghold against any challenges ahead. **Challenges will arise ... that is life. How we respond to such is where our true character is revealed.**

The EcoForce Global Rules of Play are the behaviours we adopt and live by. These work hand in hand with our **Core Values** to support, create, and promote a culture which promotes unity and identifies us. They are not exhaustive, rather foundations for a healthy community to be built upon. Encourage these to be duplicated within your immediate Team and in all levels within your organisation. **Again, it all starts with you.**

◆ Our Rules of Play - unpacked

1. People Will Do What You Do

Your Team will duplicate what you do; right as well as wrong. So be accountable for who you are as a person, a leader, and as a mentor, as you grow your organisation, and support your Team. *'Integrity is doing the right thing, even when no one is watching.'* Everyone is watching you all the time and your actions always speaks louder than your words ... so keep that in mind.

Your immediate Team, your organisation, and who you attract on this journey to join you with this Opportunity, reflect you and who you are. How a team behaves says a lot about their leader. When you meet a leader, you will know a lot about their team, even before meeting their team. It is all about awareness and becoming aware of your potential, and others, and proactively working to become the best you that you can be.

*"Be transformed by the renewing of your mind.
Change your thinking and you will change your life."*

2. Your Past Does Not Equal Your Future

This Opportunity is for anyone, irrespective of their past. This may be the time to let go of the past to embrace the future. If you have not had the success you have wanted in any area of your life up until now, consider it preparation. For some, forgiveness may be required as this is liberating on so many levels. Unforgiveness is like taking a poison yet expecting someone else to get sick. Your first step may be to forgive yourself (and maybe others), and totally let go of anything that you have allowed yourself to hold on to and therefore hold you back. **You cannot change your past; however, you can change your future.**

You can do this. Time for a clean slate and time to get started. Learn from your past and do not allow your luggage to define your travels. Sometimes we need to let go of things that are holding us back, so we are giving you permission to do that should this apply to you. Always remember that your present situation is not your final destination. Your best is yet to come.

*He who spends his time regretting the past,
loses the present and risks the future.*

When a glass is full, it has no room for anything else. By letting go we make room for something new. This allows us to progress and make better decisions and clears the path for success. You will learn during this Program how important this step is. Sometimes by simply going through our room, house, cupboards, drawers, sheds, and throwing out or giving away anything we no longer need or are using, this mentally clears the way for us to make room for the great. A 'Spring clean' is good for the soul. We all need to do this ... and often. If you want to make progress, clear the path of obstacles.

*"Life is like riding a bicycle. To keep your balance, you must keep moving."
– Albert Einstein*

3. Be Honest with Yourself

Your honesty with yourself is paramount. During this Program, you may find some of your mindsets challenged. If your beliefs do not lead to a happier, healthier, more fulfilling and satisfying life, then maybe it is time to let go and replace them with empowering beliefs. This may be required if you are not achieving the results in your life that you know are possible.

Have you ever known someone believe a lie about themselves, or maybe you have believed a lie about yourself? Lies about our self-worth, our abilities, and even others. Lies can lead to limiting belief systems that add fuel to negative energy which feeds fears and impacts results. Some people are trapped in a prison without visible walls by limiting beliefs. (Refer to the Nourish Module 5.1 *Belief* in your EcoMastery Success Program.)

Be honest with yourself about any area that may need some help. This may require accessing someone to help you move forward ... **you do not have to be sick to get better.**

*"Honesty is the fastest way to prevent a mistake turning into a failure."
– James Altucher*

4. If You Need Help, then Ask

You can either learn from your own mistakes or learn from others. Life is too short to learn all the mistakes on your own. We will always give you honest feedback to help you to move forward - we are here for you. Your success is what this Program is all about. A candle loses nothing by lighting another candle - we want to see you ignited to move forward powerfully; however, we cannot read your mind. If you need help along your journey, then be humble yet courageous enough to ask.

*Life is not about winning the race, it's about finishing the race
and how many people we can help finish that race!*

5. Challenges Go Up, Praise Goes Down

We are all human, and sometimes things do not always go to plan. Welcome to life. When building your Team and therefore your organisation, embrace this philosophy of challenges only going up to those who can fix it, and praise always goes down to empower your Team. A challenge shared with someone who is not part of the problem or solution is gossip. Gossip can destroy the closest of friendships, and it can also undermine the unity within your organisation, so encourage a culture where concerns are managed in a professional manner. Negativity fuels such, so where possible, only speak positivity and look for solutions, not wallow in challenges. Live this boundary as a leader and expect it from your Team.

On the flip side, ensure praise marinates through your Team and organisation – get into the habit of catching people out doing the right thing, and recognise and reward them for it. Celebrate the behaviours you want to see in your Team and organisation as this encourages others to do the same, rather than just focusing on what is wrong as this brings people down. Laugh when you can, apologise when you should, and let go of what you cannot change.

*“Begin with praise and honest appreciation.”
– Dale Carnegie*

6. If You Throw Dirt, You Lose Ground

Never criticise someone or any other opportunity or business in public. If there is a lack of integrity identified in another person or business, history has shown that the truth always comes out in the end. Do not be known as someone who is always judging others, as this erodes your own credibility. People will always make their own conclusions, irrespective of any evidence before them. Whatever their opinion is, whether ‘right’ or ‘wrong’, is none of your business anyway. To criticise in public is a speedy way to erode trust and cause unity to evaporate. Your role is to lift others up and lead the way to show what is possible, not drop to levels of complaints and error finding that cause you to lose sight of the goal. Live in such a way that if someone should speak badly of you, no one would believe it.

*“If you would lift me up, you must first be on higher ground.”
– Ralph Waldo Emerson*

7. Always Praise in Public and Critique in Private

Encouragement is oxygen for the soul. When we praise in public, we celebrate the person and recognise the achievement, and everyone benefits in so many ways. However, should we berate someone in public, nothing positive ever comes out of this, and should be avoided at all costs. Be proactive to build a culture within your Team and organisation where people are supported and encouraged in a safe environment. Extend support during breakthrough for them to occur, through the great and the not so great, and love them enough to give honest feedback where necessary.

*“Praise is a powerful people-builder.
Catch individuals doing something right.”
– Brian Tracy*

Should an Advocate in your Team or organisation exhibit behaviour which is contrary to our Core Values and Rules of Play, then be sensitive to the individual as you may not know what is going on for them. Be respectful by having a conversation in private with that person to learn what is going on, and how best you can support them. This may include raising their awareness to a behaviour that they may not be aware of, and the impact this is having on others. When done respectfully, this contributes to a healthy supportive culture. A wise person heeds discipline and correction, however, earn the right to correct another. If not handled well, this can be divisive.

‘It is usually best to be generous with praise, yet cautious with criticism.’

Should you ever encounter a challenge with any part of your journey with EcoForce Global, then all we ask is that you contact the corporate Team direct, not discuss such with others. We are all about righting wrongs, listening, and always open to suggestions. We expect accountability, so we also give such. Our heart is to empower and support each Advocate to achieve the success they are aiming for, and we stand by what we do. We are all in this together, so let’s protect our unity, operate with integrity, and press forward as one to help heal our planet.

*“Unity is strength. When there is teamwork and collaboration,
wonderful things can be achieved.” – Mattie Stepanek*

8. Punctuality for All Meetings and Events

Events form an important role in connecting, training, empowering, and encouraging. We encourage you to create a culture from day one of starting and finishing on time. This is paramount as a professional Advocate, and as a leader. To wait for latecomers often is disrespectful to those who have made the effort to be on time, especially in large forums. However, in small groups, you may have little choice, so exercise wisdom here. This is why we advertise events to begin 15 minutes prior to the actual start time, so ideally Guests are seated prior to an event commencing.

One of our Core Values is respect. When people arrive late for an event, often they miss the introduction which sets the context for the content, which can result in them losing the impact of the meeting. Late arrivals have the potential to be disruptive and can rob the

person of valuable time who is leading the event. Life happens, and even the best intentions to be on time can be undone by things outside of our control, so if someone is late, keep this in mind. Should an Advocate be consistently late, then a conversation in private may be required to learn how they can be better prepared to arrive early.

Therefore, it is a non-negotiable standard for all Advocates to ensure they are on time for each event. This means a minimum of 10 minutes prior to an event commencing. This allows you time to visit the bathroom if needed, get settled, and enable you to be prepared both mentally and physically to receive. You ideally want to arrive before any of your Guests arrive to an event, as this helps them to be at ease. Keep in mind, you are part of a life-changing planet-changing event. We respect each other and each event, by being on time, every time.

*“Preparedness and punctuality are two of the most important qualities of a leader.”
– John Andreas Widtsoe*

Note: EcoForce Global reserves the right to remove any person from events who do not abide by the Core Values and Rules of Play which are the non-negotiable boundaries of how we operate. This is also out of respect to and for the safety of others.

◆ **Expectations for EcoForce Global Advocates**

We have an expectation that all Advocates will abide by and uphold the **Rules of Play** and **Core Values** as detailed in this Program. That all Advocates operate with the highest integrity, are accountable, embrace diversity and strive for unity. When this is achieved, the magic happens, and anything is possible. Now let’s go change the world!

Think BIG. Trust yourself, and make it happen

We look forward to meeting you personally, if not already, and assisting you in any way we can to live a happier, healthier, more fulfilled, and satisfied life. With every tree sold, planted, and nurtured to maturity the planet breathes better. At EcoForce Global, everyone wins.

*“The key to teamwork is to learn a role, accept a role,
and strive to become excellent playing it.” – Pat Riley*



◆ KEY SUCCESS POINTS

your personal review

1. List the **8 Rules of Play** – ideally without referring back to the Module

2. a) Beside each Rule of Play, **explain in your own words** what they mean to you, and the **benefits** if this was lived by everyone in your entire Team and organisation.
b) How would that make you feel?

3. a) **Highlight** any Rules of Play that you know **you need to work on**.
b) Now think of **proactive ways** you can improve.

4. Make it a habit when you meet with your Advocates for Training, that you cover the Rules of Play with the Core Values so these are always being reminded and not forgotten. **Make a list** of ways you could do this that will work for you and your Team.

5. Consider all that was covered in this Module and **write down at least 5 Key Points** that stood out or resonated with you.