

WILLINGNESS TO PAY THE PRICE

Time after time, success comes down to sacrifice – a willingness to pay the price. It's true of an individual *and* a winning team.

Each member of the team must be willing to sacrifice time and energy to practice and prepare, and to be held accountable. He or she must be willing to give up part of himself or herself for the team's success.

It all comes down to the desire and dedication of the individuals on the team. It's as true in health care, hospitality, education, government, churches and the military as it is in sports.

In an interview with David Frost, Gen. Norman Schwarzkopf, commander of the Allied Forces in the Gulf War, was asked, "What's the greatest lesson you've learned out of all this?" He replied:

I think that there is one really fundamental military truth. And that's that you can add up the correlation of forces, you can look at the number of tanks, you can look at the number of airplanes, you can look at all these factors of military might and put them together. But unless the soldier on the ground, or the airman in the air, has the will to win, has the strength of character to go into battle, believes that his cause is just, and has the support of his country ... all the rest of that stuff is irrelevant.

The general is right. Without each person's conviction that the cause, the mission, is worth the price, the battle will never be won, and the team will not succeed. There must be commitment.

As a leader in Life Care and Century Park, I know that you see the truth of that foundational principle in teamwork. Our highest-performing facilities demonstrate it in every aspect of their work.

Do you have associates on your team who are committed only when it is comfortable, or are they willing to pay the price to help your team succeed?

There are many parts, yet one body. The eye cannot say to the hand, "I have no need of you," nor again the head to the feet, "I have no need of you." On the contrary, the parts of the body that seem to be weaker are indispensable, and on those parts of the body that we think less honorable we bestow the greater honor, and our unpresentable parts are treated with greater modesty, which our more presentable parts do not require. But God has so composed the body, giving greater honor to the part that lacked it, that there may be no division in the body, but that the members may have the same care for one another (1 Corinthians 12:20-25 ESV).

– Beecher Hunter