

**“What do you do when a
Member of the Team is
FAILING?**

Do you COACH or REMOVE?”

From: “Connecting the Dots”, John Chambers, 2018

- . This is a mistake almost all leaders will make.
They will stay too long with someone
who’s trying really hard...
may have been with them from the beginning...
or somebody they really like...
before they eventually remove them.**

- . Staying too long with a person who needs to be changed
is a mistake we all make.
It’s not a reflection on THEM.
it becomes a reflection on YOUR LEADERSHIP.**

- . I’ve learned that even good people don’t always
fit the needs for the next generation of your
leadership team.**