

ARTICLES AND *Action!*

In today's world the only contract most of us have is an employment contract – a vertical contract between the individual and the corporation. However the idea of a horizontal contract where a team binds itself to one another is a powerful thought.

So how might you create your own Articles for your team?

FIRST

Get your crew together.

SECOND

Agree on your primary objective as a team.

What's your common 'Prey'?

What will success look like?

And what will be your resulting 'Pay'?

What specific behaviours will be demanded of you all to achieve this success?

THIRD

Brainstorm what those critical shifts in behaviour will need to be. These will be dependent on your circumstances and your objective, but in case you are struggling here are some questions for you to consider:

- What's your attitude towards Risk?
- How will you make Decisions as a group?

- How will you make Investment Decisions?
- What happens if you have Disagreements in the team?
- How will you keep Committed?
- How will you deal with Failure?
- How will you deal with Success?
- How will you be rewarded?

These are not a panacea for every situation but they may help.

FOURTH

Identify the most important half a dozen behaviours and give each one a pithy headline.

FIVE

Fill out your Articles template on the next page

SIX

Sign in blood.

All FOR ONE, ONE FOR All!

This is a horizontal contract between the pirates of:

.....

Individually named as:

.....

Our **MISSION** is to:

.....

.....

Our **PRIZE** shall be:

.....

To achieve this we will need collectively to agree today to behave in the following ways:

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.

Signed in Blood.....

