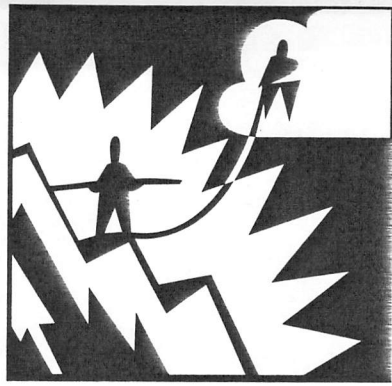


# THE 10 PERCENT STRETCH

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## OBJECTIVE

To impress upon team members that no matter how well they are performing now, they are probably capable of doing better.



## MATERIALS REQUIRED

None.

## PROCEDURE

Ask a volunteer to step to the side of the room. Request that the person extend an arm and reach as high on the wall as she or he can. Be prepared to have some way to assess approximately how high the person's outstretched fingertips reached.

Now ask them to extend an arm again and, by *really stretching*, reach as high on the wall as possible. Note how far the fingertips extended this time (it will invariably be farther).

Stress a few major points from this exercise (or, preferably, ask the team to derive its own conclusions from the demonstration). Ask them to note the effects of a 10 percent improvement by a baseball player, for example—more hits, more total bases, fewer errors.

## DISCUSSION QUESTIONS

1. What apprehensions do we have about doing something new or different?
2. Could our team improve performance in some area by 10 percent or more? In what areas?