

## REDEEMERS REAPS THE BENEFITS OF SELF-LEADERSHIP



Redeemers Group specializes in mold prevention, crawl space encapsulation, basement waterproofing, and foundation repair. Since 2008, they have passionately serviced homeowners in Tennessee, Arkansas, and Mississippi with their mission of improving and creating healthier living spaces.

### CHALLENGE

## THE POWER OF EMPOWERING YOUR TEAM

As their business grew, the leaders at Redeemers installed a Management system (EOS) thinking that would keep their success on track. But they still found themselves saying yes to things that derailed that trajectory, such as: low-value tasks, poor performance from team members, unrealistic expectations from customers, workplace distractions and culture-killing chatter.

Plugging in Addictive Leadership's Self Leadership System into their EOS model was the missing link. With that framework in place, their returns started to skyrocket.



### ✓ SAY NO TO THE RIGHT THINGS

No more wasting time on things that aren't directly aligned with achieving your goals.

### ✓ EMPOWER TEAM

Move forward with a self-management system that unites the team.

### ✓ UNLOCK POTENTIAL

Unleash the team's hidden productivity & potential.

"We identified where "Saying Yes" was hurting our business. We created a concrete business case for Saying No by identifying the exact costs professionally, personally, and organizationally. It didn't take long to get to the **\$500,000 lost revenue** mark by quantifying what our team wasn't giving their time to because of the collective yeses to other time suckers. Michael's workshop and follow-up coaching are changing how we work and communicate. I believe this will not only change the way we live and lead, but also unlock a **new level of performance** within our company."



**ROSIE GRAVES**

Chief Operating Officer at Redeemers Group



## **SOLUTION**

# 12 EMPLOYEES SAVED MORE THAN 1,800 HOURS AND \$1.3M

### **1 RIGOROUS AUTHENTICITY**

Employees were aligned with leadership and empowered to decline unnecessary client requests.

### **2 SURRENDER THE OUTCOME**

The team was both ready and capable of handling any pushback toward the new focus on success-only initiatives.

### **3 DO UNCOMFORTABLE WORK**

The team was able to push through tough customer responses, which saved 20 hours and \$2,000 right out of the gate.

## **RESULTS**

**1,815  
HOURS**

reclaimed for team  
in 6 months.

**\$1.3  
MILLION  
SAVED**

in 6 months.

**12  
PEOPLE**

removed from  
unnecessary weekly  
meetings.

Achieved  
**GREATER  
ALIGNMENT**

among all levels of  
leadership using The  
Three Principles.

"Initially, I was afraid to Say No. But the Addictive Leadership system gave me **the framework I needed to find the words and feel empowered.** Now, I'm saving time by Saying No to unreasonable customer requests — and I'm saving my boss time, too. Plus, we're all saving the company money."



**BRITNEY RUSSELL**

Service Manager at Redeemers Group

## ***WHAT COULD YOUR COMPANY DO WITH AN ADDITIONAL \$1M IN PRODUCTIVITY?***

Apply the time-saving principles of Addictive Leadership to energize your team, elevate performance, and save your company hundreds of thousands of dollars.

**GET IN TOUCH TODAY**