



Earn Your Seat

Blending inspiration with activation for results

Worksheet

www.bcrqs.com

1. Write down what is **Required** and expected of you in your role.
2. Then, write down what your company or team would **Desire** that you could fulfill and add additional value through your role.
3. Lastly, jot down ideas on the value you could add that would be extraordinary or **Courageous** through your role that would surprise and delight your team and organization. (Note: While respecting healthy role boundaries.)

<p>WHAT IS REQUIRED?</p> <p>In your role, what is required of you? What is the baseline that ticks the boxes to hear, “You’re doing what’s expected of you, great job.”</p>	<p>YOUR ANSWER HERE</p>
<p>WHAT IS DESIRED?</p> <p>In your role, where could you add more value or create even better conditions for your team and organization that is not required of you but you’ve heard, “It would be great if _____,” or, “It would be nice if we could also _____.”</p>	<p>YOUR ANSWER HERE</p>
<p>WHAT IS COURAGEOUS?</p> <p>In your role, where is the courage needed for yourself, your team, and your company? What is one big thing you can do that would add massive value and a joyful surprise to your team and company that is above and beyond current expectations of you? When you do this, you may hear, “<i>Oh, wow, that’s so awesome! You didn’t have to do that. We’re so grateful you did.</i>”</p>	<p>YOUR ANSWER HERE</p>

