


# CHALLENGE ROCK

Challenge Title: \_\_\_\_\_

 <b>Measurable</b>	 <b>Benefits</b>	 <b>Who</b>
<p>Select the measurable you're gamifying, and the Challenge Rock goal.</p> <p>Examples:</p> <ul style="list-style-type: none"> <li>- Improve close rate from X to Y</li> <li>- Improve utilization from C to D</li> </ul>	<p>List the benefits of hitting the goal, and how it contributes to the incentive pool.</p> <p>Examples:</p> <ul style="list-style-type: none"> <li>- Reduce cost</li> <li>- Reduce touchpoints leading to increased customer satisfaction</li> <li>- Improved ABC Process</li> </ul>	<p>Who is leading the Challenge Rock?</p> <p>Who else needs to be involved?</p> <p>Is there an executive sponsor?</p>
<div style="display: flex; justify-content: space-around; align-items: center;">  <h2 style="margin: 0;">What</h2> </div>		<div style="display: flex; justify-content: space-around; align-items: center;">  <h2 style="margin: 0;">Future Date</h2> </div>
<p>Identify what needs to happen and what actions you will take to hit your Challenge Rock goal.</p> <p>This may involve deeper discussion and brainstorming as a team, and you may not know all the steps when you begin – just start making progress!</p>		<p>Establish the due date – typically 90 days.</p>
		<div style="display: flex; justify-content: space-around; align-items: center;">  <h2 style="margin: 0;">If We Win...</h2> </div> <p>Create a company-wide celebration if you hit the Challenge Rock goal.</p> <p>At the top of this worksheet – add a fun title!</p>

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 What		 Future Date
		 If We Win...