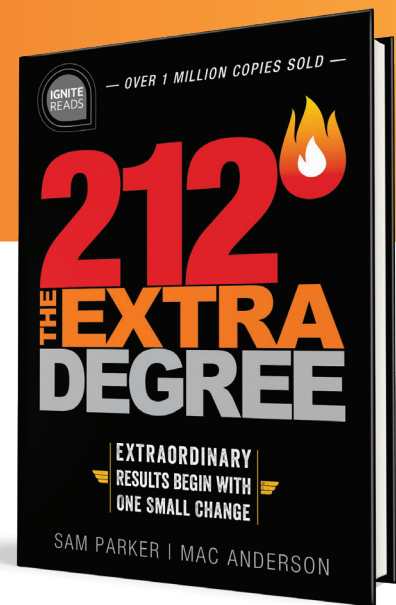




Spark Impact in Just One Hour

Value-Building Experiences by
SimpleTruths.com/Ignite-Reads



Guide for Commitment

212 The Extra Degree

by Sam Parker and Mac Anderson

Includes printable worksheet for meeting participants

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*At 211°, water is hot.
At 212°, it boils. With boiling water, comes steam.
And steam can power a locomotive.
And...it's that ONE extra degree that makes all the difference!*

Prior to your meeting, provide a copy of *212° The Extra Degree* to each meeting participant, and request the participants read the book and come prepared for discussion. The book will also serve as a learning tool and a future resource to reinforce training ideas.

Watch *212° The Extra Degree* movie: play.simpletruths.com/movie/212-the-extra-degree and ask these thought-provoking questions prior to discussing the book:

1. What is the importance of that extra degree—from 211° to 212°?
 - Discuss the outcomes of the extra degree.
2. What is the difference between a desire to achieve and a commitment to achieve?



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Book Discussion Questions

212° Service

Service is the lifeblood of any organization. Customer Service is not a department, it's an attitude.

- What are some of your company's core values?
- How do those values fall in line with great customer service?

212° Attitude

The only thing that stands between a person and what they want in life is the will to try it and the faith to believe it possible.

- How do you demonstrate unwavering passion at work?
- In what ways could you improve?

212° Leadership

They don't care how much you know until they know how much you care.

- What are some little ways you show your employees that you care?
- What more can you do to become a good servant, and then a better leader?

212° Kindness

It is one of the most beautiful compensations in life...we can never help another without helping ourselves.

- What are some ways you have made positive differences in the lives of others?
- Create short-term and long-term goals that you can act upon right now to impact someone else's life in a positive way.



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212° Commitment

You cannot get what you've never had unless you're willing to do what you've never done.

- Write down a present goal that you're committed to and then the steps you need to take to get you there. Remember your "market value" increases by knowing and doing more.

212° Belief

Whether you think you can, or think you can't...you're right. Name a time when you felt like someone underestimated your abilities and how your beliefs powered you through.

- What methods do you use to stay positive, even during great strife?

212° Focus

Having a simple, clearly defined goal can cut through the fog like a beacon in the night.

- If you had to name your company's most critical issue right now, would would it be?
- How can this issue be improved or even eliminated by giving it your complete, undivided attention?
- How can you create laser-like focus in order to bring attention and resolution to this issue?

212° Perseverance

By endurance, we conquer.

- Why is focus on short-term goals sometimes so imperative to long-term success?
- Why is communication among team members so important to the overall success of the team as a whole?



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212° Actions

With awareness comes responsibility...responsibility to act. Name some actions you can take today to become a better friend, parent, and employee.

- How can you go from just being an average friend, parent, or employee to the group of “and then comes” the book describes?

212° Reflections

Discuss the following reflections at the end of the book. Write down the thoughts you have upon reading them and then the 212° commitment you are willing to make for each one.

- Practice Kindness
- Cease to Complain
- Pause and Reflect
- Prune the Diversions
- Risk and Attempt

**LET THE NUMBER 212° SERVE AS YOUR CONSTANT REMINDER:
IT'S A NEW WAY OF THINKING—YOUR NEW WAY OF ACTION.**

**WRITE IT DOWN AND LEAVE IT WHEREVER IT SERVES YOU BEST—WHEREVER YOU
NEED A PROMPT TO EXTRA ACTION (OR JUST ACTION ITSELF).**

IT'S TIME TO TURN UP THE HEAT! GO TO WORK.

Contact us to learn more or tell us about how this Discussion Guide sparked impact for you and your team!

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