

The Power of Building an
OWN IT CULTURE

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How much does

**DISENGAGEMENT
COST?**

The
ANSWER?

**OWNERSHIP
MINDSET**





Taught me how to
THINK & ACT
LIKE AN OWNER



RESULTS of the Ownership Mindset

1. CUSTOMER LOYALTY
2. PREFERENCE FROM SUPPLIERS
3. INCREASED BOTTOM LINE

All from **Engaged & Happy** employees

How to turn build an
OWN IT CULTURE



Role Model the

OWNERSHIP MINDSET

DO AS I SAY,
NOT AS I DO

1. SET CLEAR EXPECTATIONS
2. PAINT WHAT SUCCESS LOOKS LIKE
3. GIVE THEM AUTONOMY
4. TRUST THEM TO MAKE DECISIONS

EMPOWER



Offer clear, helpful,
regular **FEEDBACK**



**DO MORE
OF THAT!**

Offer **HELP** when needed



CELEBRATE SUCCESS

Relentlessly



SUMMARY

1. ROLE MODEL THE OWNERSHIP MINDSET
2. EMPOWER YOUR TEAM; TRUST THEM TO MAKE DECISIONS
3. GIVE CLEAR, HELPFUL FEEDBACK
4. OFFER HELP WHEN NEEDED
5. CELEBRATE SUCCESS RELENTLESSLY

Lead & Be Worth
FOLLOWING



Thank YOU