**SMARTtools for Leaders™**

**Power Score Calculator**

**Participant Names:** Executive Committee (John Beardsley, Frances Houghton, Tina Roberts, Jon Kweku, Gloria Cerno, Ellie Johnson, Ron Hatu, and Claire Benson).

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| 1. ***Let’s all rate our P (priorities), W (who), and R (relationships) on a scale from 1 (low) to 10 (high).*** | | |
| **P** | 1 2 3 4 5 6 7 8 9 10 |
| **W** | 1 2 3 4 5 6 7 8 9 10 |
| **R** | 1 2 3 4 5 6 7 8 9 10 |

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| 1. ***Now multiply those 3 numbers. Please use your phone’s calculator. That’s our power score.*** |

Our power score is 120 out of 1,000.

Yikes, that’s not very good. The average score across all companies in all industries is a 400.

Top 10% is a 729. We have a lot of work to do to dial up our power score!

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| 1. ***Write down the power score big and bold in the box below.***   ***On the count of three, call out the power score you calculated. One! Two! Three! Show your scores!!!***  ***What’s the average power score we gave ourselves?***  ***Now let’s discuss our scores.***  ***What can we do to improve our power score?*** |

**POWER SCORE**

**120**