

B	I	N	G	O
we are where we are	PIP	I'm just gonna put it out there	deliverable	put it in the parking lot
low-hanging fruit	clear expectations	thrown under the bus	old 80-20 rule	are right a lot
paradigm shift	team player	FREE	were customer focused	best practice
not rocket science	frugality	tear down the silos	have backbone; disagree and commit	scalability
insist on the highest standards	ownership	invent & simplify	synergy	documentation

B	I	N	G	O
tear down the silos	frugality	dive deep	manager's job is the toughest one out there	have backbone; disagree and commit
dev plan	best practice	burn the candle at both ends	not rocket science	manage expectations
invent & simplify	at the end of the day	FREE	bias for action	right-size it
earn trust of others	thrown under the bus	are right a lot	were customer focused	think big
ROI	put it in the parking lot	next steps	hire and develop the best	close the loop

B	I	N	G	O
dev list	tear down the silos	out of the box	where the rubber meets the road	right-size it
paradigm shift	open door policy	scalability	best practice	call-out
manage expectations	close the loop	FREE	ownership	manager's job is the toughest one out there
next steps	PIP	earn trust of others	I'm just gonna put it out there	low-hanging fruit
clear expectations	vocally self critical	bias for action	wrap our heads around this	win-win situation