

9. The Law of Countability – *“teammates must be able to count on each other when it counts”*

- Similar to Everest Law
- As a leader take responsibility. Trust your workmate/teammate.  
*“the greatest compliment you can receive is being counted on”*
- Ask yourself if your integrity is unquestionable, if you perform your work with excellence, if you are dedicated to the team’s success, if you can be depended on every time, and if your actions bring the team together.
  - William Cohen’s suggestions for team leaders include:
    1. Develop pride in group membership
    2. Convince your group that they are the best
    3. Give recognition whenever possible
    4. Encourage organizational mottos, names, symbols, and slogans
    5. Establish your group’s worth by promoting its history and values
    6. Focus on the common purpose
    7. Encourage people to participate in activities together outside of work.

10. The Law of the Price Tag – *“the team fails to reach its potential when it fails to pay the price”*

- The best thing in the world is free; you must be willing to pay the price; you have to sacrifice some things
- The team fails to reach its potential when it fails to pay the price. Sacrifice, time commitment, personal development, and unselfishness are part of the price we pay for team success.
  - The 4 truths and the law of the Price Tag
    1. The price must be paid by everyone
    2. The price must be paid all the time
    3. The price increases if the team wants to improve, change, or keep winning.
    4. The price never decreases
- When it comes to the law of the price tag, there are only two kinds of teams who violate it: Those who don’t realize the price of success, and those who know the price, but are not willing to pay it.

11. The Law of the Scoreboard – *“the team can make adjustments when it knows where it stands”*