



*Golf is the perfect backdrop for teaching life lessons. Our book *Plugged* is a business*

fable set in the golf world. It teaches you how to dig out of difficult situations and get the right things done using the PAR model: *Prioritize, Adapt, and be Responsible.*

Only hours after his boss leaves for a weeklong vacation, Chet McGill, the dedicated VP of Sales at AlphaMax Manufacturing, is under fire. Trident, his biggest client, is being pursued by a new competitor. At the same time, Chet is feeling more than a little off as he preps for a golf tournament in which he's partnered with Trident's VP of Operations. Faced with big problems and with all eyes on him, Chet learns to get back to what's most important to his company, his clients and himself.

PLUGGED teaches you to shoot for PAR—a proven method to achieve success based on three basic elements: *Prioritize*—focus on what matters most. *Adapt*—see change as an opportunity. Be *Responsible*—take ownership of the outcome. It's all about getting the right things done—and winning!

—*Krissi Barr and Dan Barr*

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