Take Me Out to the Ballgame!

GUY ENGINEERING

NAME OF YOUR GAME: Take me out to the ball game

1. What is your goal and purpose?

What weakness do you want to correct or what new habit do you want to form? What benefit will the game provide?

The game will help develop an awareness of billable hours, with employees tracking their number of billable hours each week and striving to increase from their baseline number (whether by working an extra hour or replacing an hour of overhead/red time with a billable hour. The ultimate goal is to increase revenue by increasing billable hours, and thus improving our critical number

2. How long will the game last?

Long enough to accomplish the goal – shoot for 1-3 months

9 weeks - from April 30, 2018 to June 29, 2018

3. Who are the players?

All employees

5. What's your theme?

A theme makes the game fun and memorable!

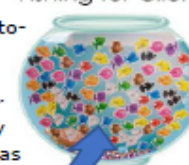A baseball theme, with every week representing an inning of a baseball game.

4. How will you keep score?

Fishing for Clients

Fishing for Clients

Design a simple, easy-to-read scoreboard so everyone can see immediately whether they are winning. Try sketching out your ideas on the back of this paper

6. What can you win?

Who doesn't like prizes? If your game is more than a couple weeks long, sprinkle prizes throughout for different achievements, to keep people motivated to play.

Small baseball-themed prize each week that we as a company exceed our baseline of 825 billable hours/week. If we win the game overall (more weeks that we exceed the baseline than don't), we will have a baseball-themed party one afternoon, with hotdogs and maybe games and a baseball movie. If we reach our stretch goal of an average 850 billable hours during the 9 weeks, the party will include a dunk tank.

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Premise of the game…

If all GUY employees work one more billable hour in a week, our weekly revenue would increase by $3,339.64!

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Purpose of the game…

- Increase billable hours
- Increase revenue
- Increase the critical number
- Get a bonus!

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The stats:

- Every week in the nine-week game was an inning in our ball game.

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GUY ENGINEERING FIELD OF DREAMS

| 18 | I. M. OWNER | .825 |

TEAM	1	2	3	4	5	6	7	8	9	FINAL
HOME	1	1	1	1	1	1	1	1	0	8
GUEST	0	0	0	0	0	0	0	0	1	1

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The stats:

- If all of us together earned 826 or more billable hours each week, we won the inning.

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The stats:

- No one was expected to work an extra hour: the billable hour could replace a red time or overhead hour.

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The stats:

- We also had a stretch goal to average 850 billable hours per week over the nine weeks.

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GUY ENGINEERING FIELD OF DREAMS!

8th Inning Stats	Cumulative Billable Hours	Goal per Inning (825)
Mon	109.25	13%
Tue		0%
Wed		0%
Thu		0%
Win 5 innings - baseball party - WON! Win 7 innings - add snow cone truck! WON! Win all 9 innings - dunk Aaron! Average 850 - GUY baseball jersey!		

Game Stats	
1	871.25
2	831.50
3	937.75
4	928.75
5	753.75
6	961.50
7	947.25
8	955.50
9	817.75
Avg:	889.44

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The rewards:

- Every inning won: small prize (e.g. box of Cracker Jacks, baseball stress ball)

- Five innings won: baseball-themed party

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The rewards:

- Seven innings won: snow cone truck at party
- Reaching stretch goal: GUY baseball jersey

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The rewards:

- ALL NINE innings won:
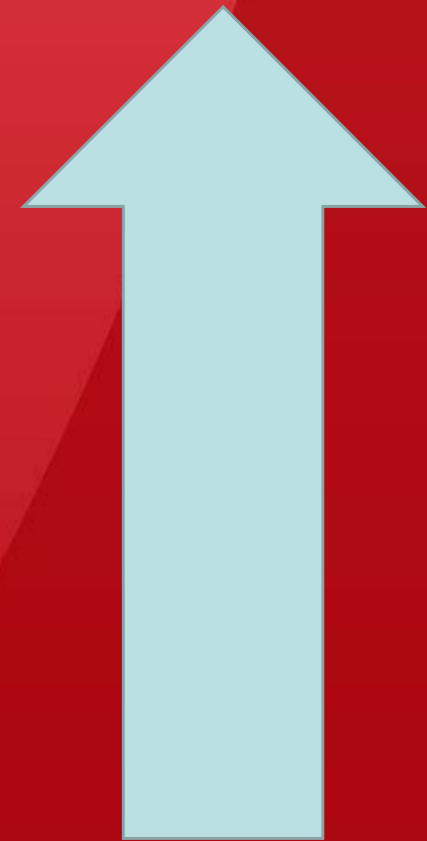
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The results:

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The results:

- Billable hours
- Revenue
- Revenue labor ratio (our critical number)

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The results:

- Energy
- Teamwork
- Camaraderie

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Why the game worked:

- Simple and easy to understand and play
- Motivational prizes, especially the dunk tank

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Celebration lunch

Water fight

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Chillin' with our sno-cones

Time for wiffle ball