**What It Means to Own Your Number**

Owning your number means you don’t just report it — you take full responsibility for driving it. Every week, your role is to:

* **Track it** proactively and accurately
* **Understand** what's moving it (or not)
* **Course-correct** when it falls off
* **Raise the flag** early when help is needed

**Weekly Ownership Rhythm**

**1. Update Before the Meeting**

* Enter your number by [Insert Day/Time] each week
* Mark it green if on target, red if off target

**2. Be Ready to Answer:**

* Is your number **on or off track**?
* If off: What’s the **root cause**?
* What’s your **next move** to fix it?

**3. Red is a Signal, Not a Sin**

* Red = a flag to investigate, not a failure to hide
* Focus on solutions, not stories or excuses

**Coaching Prompts for Team Leaders**

**When a number is consistently red:**

* “What small shift could move this forward this week?”
* “What part of this is truly within your control?”

**When updates are vague:**

* “Let’s get specific. What activity is driving this?”
* “Where’s the bottleneck?”

**When someone is passive:**

* “What would help you feel more confident leading this?”
* “Do you feel clear on what ‘winning’ looks like?”

**Culture Habits That Reinforce Ownership**

* Celebrate **consistent green** numbers and heroic saves
* Keep the Scorecard **visible and top of mind** all week
* Expect **accountability and support**, not perfection

Great scorecard owners don’t wait for the meeting to react. They actively manage their numbers all week long.