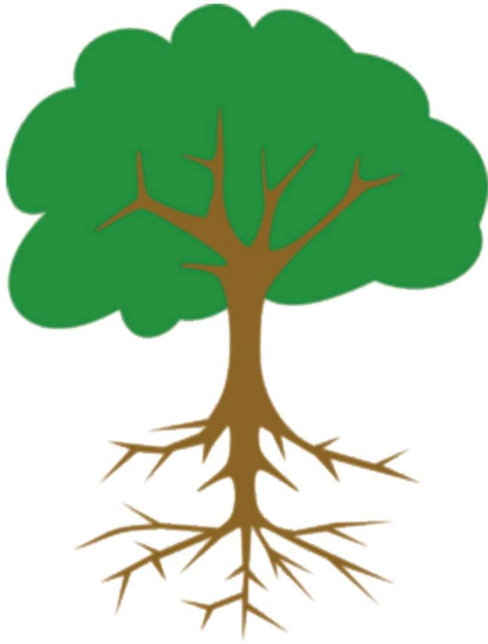


## Taprooting



You recruit wide through personal prospects. You recruit deep through Overlapping Leadership.

### The Rules of Building:

A recruit is not a recruit until they have a recruit.

A leg is not a leg until it is four deep.

A team is not a team until it has four legs.

A team gets a life of its own when a leader emerges.

You are the force that pushes strength and growth through each level of your organization. A tree has a taproot. A tap root is the deepest root. It is responsible for bringing nutrients and water to the tree. It will go as deep as necessary, around rocks and over

obstacles to do its job. It branches out and creates little root systems to help do the job.

Your new people and the people they have recruited represent your taproot. You are the driving force in the system using Overlapping Leadership. You develop each team until you find a leader that can drive the width and depth.

# Taproot

