

Kent Taylor Civic Hall 200 NE Second Street McMinnville, OR 97128

Special Called City Council Meeting Agenda Monday, September 18, 2017 6:00 p.m.

- 1. CALL TO ORDER
- 2. DISCUSSION REGARDING CITY MANAGER'S 6 MONTH EVALUATION.
- 3. ADJOURNMENT



MEMORANDUM

TO: Mayor and Council DATE: September 14, 2017

City of McMinnville, Oregon

FROM: Sean O'Day

Executive Director

Mid-Willamette Valley Council of Governments

SUBJECT: City Manager Evaluation

Background

Under the terms of the contract with the City Manager, Jeff Towery, the City Council is to conduct an evaluation following the initial six months of employment. One of the services the Mid-Willamette Valley Council of Governments (MWVCOG) provides its members without additional cost to facilitate the evaluation of chief executives.

In August, the City Manager and the Mayor sought and obtained MWVCOG's assistance in facilitating the evaluation of the City Manager.

Evaluation Method

The evaluation used a multi-source approach (commonly referred to as a 360 degree evaluation). The evaluation solicited information from the City Council, the City Manager's subordinates, external stakeholders, as well as a self-evaluation by the City Manager. Specifically, the evaluation consisted of three parts.

Part 1: An evaluation of the City Manager of by the City Council on the following areas: professional skills, individual characteristics, relations with Council, policy execution, reporting, citizen relations, staffing, supervision, financial management, and community relations.

Part 2: Feedback from the City Manager's direct reports as well as leaders in community stakeholders on the City Manager's leadership style. To solicit accurate and honest feedback, survey respondents were not required to identify themselves.

¹ Representatives from the following entities received a survey: Chamber of Commerce, McMinnville Economic Development Partnership, McMinnville Downtown Association, Visit McMinnville, Hagan Hamilton Insurance, McMinnville Community Media.

Part 3: A self-evaluation by the City Manager using the same form of evaluation as the council.

Results

The survey method generated two reports, both of which are attached.

The first is the results of the Council evaluation, along with the City Manager's self-evaluation (Titled City Manager Evaluation). Five members of Council completed the evaluation. Each page of the report addresses one of the evaluation criteria and contains a chart, table, and comments. The charts show the average of all scores given by the council for each question. The start on the chart indicates where the City Manager placed himself. The tables include the question and raw scores for each question.

The second is the results of the feedback from subordinates and external stakeholders (Titled 360 Evaluation). 23 out of 27 people responded, which is an excellent response rate. Like the first report, the report consists of a chart that shows the average score of all participants for each question, and a table that shows the questions and the raw scores for each question.

On the whole, the City Manager received a very positive evaluation. Most respondents (council, community members and subordinates) gave him above average to excellent marks in each category evaluated. An at or below average rating was rare, and where it appears, only it was only one respondent. With an evaluation population of this size, it's to be expected that some people may be more critical than others. The number of people who gave the City Manager at or below average marks was very small (one to two). Although their viewpoint can offer the City Manager some insight for improvement, it is clear that their viewpoint not widely held by the vast majority of respondents.

The City Manager's self-evaluation was consistent with the average of the Council, showing that he has a high degree of self-awareness. The evaluation results show that the City Manager is highly respected and appears to have the trust and respect of the City Council, his subordinates, and community members. There are no immediate areas needing improvement, as it seems to be the consensus of those who participated in the evaluation that the City Manager is meeting or exceeding the expectations for his first six months.

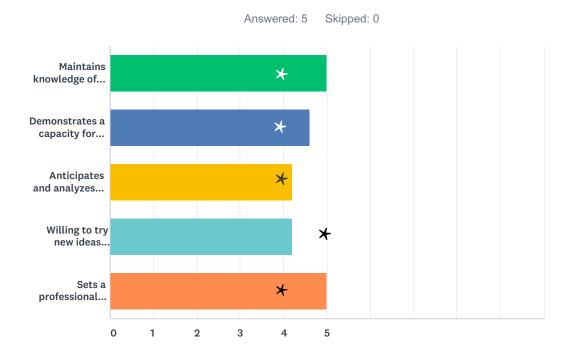
Goals that he noted in his self-evaluation that he wants to focus on during the next rating period are:

- Maintain and improve efforts to communicate directly to members of the Council in the manner and frequency that best fits each member's style and schedule.
- Continue being visible and engaged in community events and activities.
- Provide training, support and other resources to build a high functioning team.
- Look for opportunities to work with a broader range and number of employees and to address key needs in the organization, particularly those related to equity.

- Look for chances to work with other local governments, institutions of higher learning, business and community partners to leverage resources to address challenges.
- There are areas of unmet needs for services and facilities that require additional time and focus to set out and implement plans for improvement.
- Continue to build relationships with individual members of the Council
- Do a better job of practicing work/life balance.
- Consider innovative approaches to problem solving, organizational training opportunities, building leadership capacity and team-building.

Those goals are consistent with the narrative feedback in the City Council evaluation.

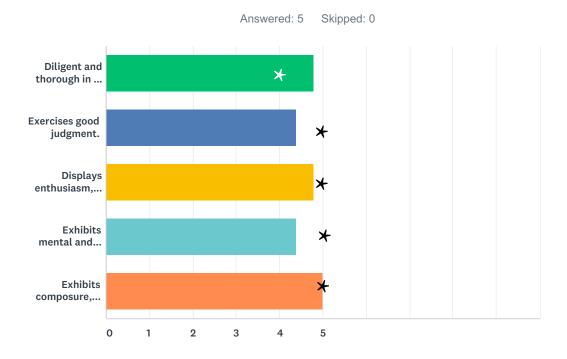
Q2 Professional Skills and Status



	POOR	BELOW AVERAGE	AVERAGE	ABOVE AVERAGE	EXCELLENT	TOTAL	WEIGHTED AVERAGE
Maintains knowledge of current developments affecting the practice of local government management.	0	0	0	0	5	5	5.00
Demonstrates a capacity for innovation and creativity.	0	0	0	2	3	5	4.60
Anticipates and analyzes problems to develop effective approaches for solving them.	0	0	1	2	2	5	4.20
Willing to try new ideas proposed by elected body members and/or staff.	0	0	1	2	2	5	4.20
Sets a professional example by handling affairs of the public office in a fair and impartial manner.	0	0	0	0	5	5	5.00

#	COMMENTS:
1	Overall I have been very impressed with Jeffs professional skill set and his open minded nature for developing effective approaches to mitigate problems/issues.
2	I have been impressed with how Jeff has brought with him a vast knowledge of city government best practices. He clearly has a commitment to constantly learning and staying informed about what works best from the experience of others working in city government and what other municipalities have done. He is innovative in his approach to issues that we face as a city that enables us to find a path to creative solutions effectively. His professional skills are exemplary.
3	Has sent a good message for listening to council and staff and being open to collaboration. Greatly appreciate his openness.

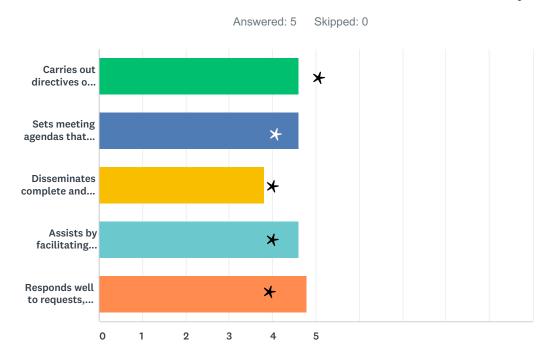
Q3 Individual Characteristics



	POOR	BELOW AVERAGE	AVERAGE	ABOVE AVERAGE	EXCELLENT	TOTAL	WEIGHTED AVERAGE
Diligent and thorough in the discharge of duties, "self-starter".	0	0	0	1	4	5	4.80
Exercises good judgment.	0	0	0	3	2	5	4.40
Displays enthusiasm, cooperation, and willingness to adapt.	0	0	0	1	4	5	4.80
Exhibits mental and physical stamina appropriate for the position.	0	0	0	3	2	5	4.40
Exhibits composure, appearance, and attitude appropriate for executive position.	0	0	0	0	5	5	5.00

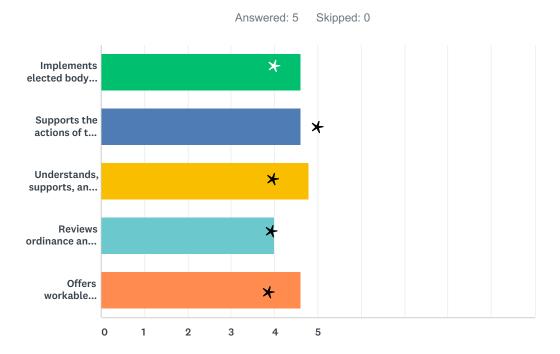
#	COMMENTS:	
1	The characteristics that I have found most impressive and effective in his position here are his collable attitude that he brings, the innovation in his thinking and that he encourages in those of others around demeanor that reduces reactivity and increases the opportunities to think through and solve problem holders.	nd him and his calm

Q4 Relations with Members of the Elected Body



		POOR	BELOW AVERAGE	AVERAGE	ABOVE AVERAGE	EXCELLENT	TOTAL	WEIGHTED AVERAGE	
	directives of the body as a whole to those of any one member or up.	0	0	0	2	3	5	4.60	
guidance of t	g agendas that reflect the the elected body and avoids y involvement in administrative	0	0	0	2	3	5	4.60	
	es complete and accurate equally to all members in a timely	0	1	0	3	1	5	3.80	
Assists by fa usurping aut	acilitating decision making without thority.	0	0	0	2	3	5	4.60	
Responds we constructive	vell to requests, advice, and criticism.	0	0	0	1	4	5	4.80	
#	COMMENTS:								
1	I have no concerns, i just feel the vs 5's. Overall i am pleased with evaluation.								
2	He provides wonderful direction for us as a Council. He creates structure, guidance and data for us to be able to do our job effectively. He is always very positive and, together with Mayor Hill, creates a fun, cohesive working environment that is respectful of all members.								
3	It would be beneficial to share m citizens or citizen groups, counc would ensure complete and acco	il members	s and other par	rties before me					

Q5 Policy Execution



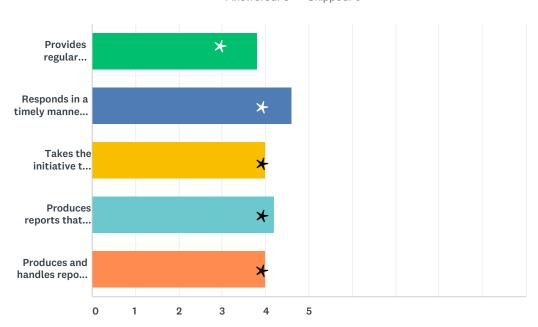
	POOR	BELOW AVERAGE	AVERAGE	ABOVE AVERAGE	EXCELLENT	TOTAL	WEIGHTED AVERAGE
Implements elected body actions in accordance with the intent of council.	0	0	0	2	3	5	4.60
Supports the actions of the elected body, both inside and outside the organization, after a decision has been reached.	0	0	0	2	3	5	4.60
Understands, supports, and enforces local government's laws, policies, and ordinances.	0	0	0	1	4	5	4.80
Reviews ordinance and policy procedures periodically to suggest improvements to their effectiveness.	0	0	1	3	1	5	4.00
Offers workable alternatives to the elected body for changes in law or policy when an existing policy or ordinance is no longer practical.	0	0	0	2	3	5	4.60

COMMENTS:

- I know at the leadership team level they have been in review of a great amount of policy, this could be from Jeff's direction. If so, i'd certainly move this (3.5 i rounded to 4) to a 5 with the amount i have seen out of various department. As for direct policy procedures and review from him directly we got to see some around the budgeting process. I am encouraged to see what is on the horizon. I know he is just getting settled, i'm excited for what the future can hold with his leadership moving forward.
- I feel that Jeff represents us well in the administration of the policy and strategic decisions of the council. We have not really had a lot of occasions, yet, that we worked together on reviewing policies and ordinances, but Jeff always seems very knowledgeable about the laws and is always thoughtful about his recommendations to the council.
- Jeff supports and educates Council. His example of the boy with the orange in advance of a labor negotiation really got the entire Council operating on the same playing field and made the discussions much more productive.
- He works well with staff to keep the Council informed of current practices, revenue assessment and other important alternatives.

Q6 Reporting

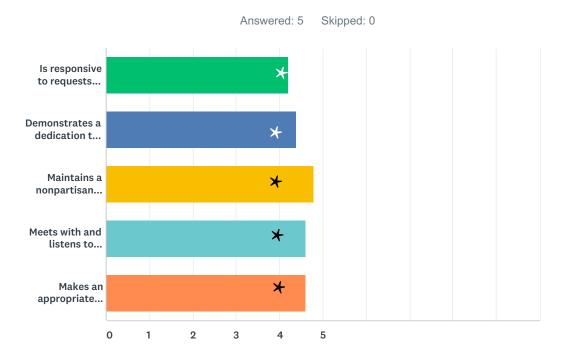




	POOR	BELOW AVERAGE	AVERAGE	ABOVE AVERAGE	EXCELLENT	TOTAL	WEIGHTED AVERAGE
Provides regular information and reports to the elected body concerning matters of importance to the local government, using the charter as guide.	0	1	0	3	1	5	3.80
Responds in a timely manner to requests from the elected body for special reports.	0	0	0	2	3	5	4.60
Takes the initiative to provide information, advice, and recommendations to the elected body on matters that are non-routine and not administrative in nature.	0	0	1	3	1	5	4.00
Produces reports that are accurate, comprehensive, concise, and written to their intended audience.	0	0	0	4	1	5	4.20
Produces and handles reports so as to convey the message that affairs of the organization are open to public scrutiny.	0	0	0	5	0	5	4.00
# COMMENTS:							

#	COMMENTS:
1	I love the prompt & transparent nature Jeff has in his scheduling. He always makes us aware if he's going to be out of town and or away for whatever reason.
2	His reports are generally very thorough and well presented.
3	Items on the Agenda are well composed, easy to understand and there is more than adequate information provided. Items or

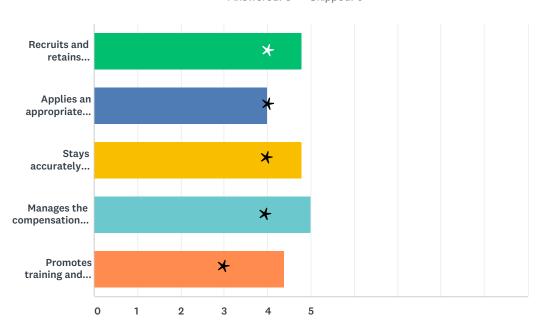
Q7 Citizen Relations



		POOR	BELOW AVERAGE	AVERAGE	ABOVE AVERAGE	EXCELLENT	TOTAL	WEIGHTED AVERAGE			
Is responsive	e to requests from citizens.	0	0	0	4	1	5	4.20			
Demonstrates a dedication to service to the community and its citizens.		0	0	0	3	2	5	4.40			
Maintains a r	nonpartisan approach in dealing s media.	0	0	0	1	4	5	4.80			
Meets with and listens to members of the community to discuss their concerns, and strives to understand their interests.		0	0	0	2	3	5	4.60			
	propriate effort to maintain action with services.	0	0	0	2	3	5	4.60			
#	COMMENTS:										
1	What i hear from citizens is positive, i think we as a city could do a better job telling our story to try and close the gap of assumptions vs factual. I find value in this but understand it's not something that happens in your first 6 months of leadership.										
2	I have not had the opportunity to calm approach are an asset in the			with the citizer	ns very often, b	out his open, colla	aborative a	pproach and			
3	Everybody loves Jeff.										

Q8 Staffing

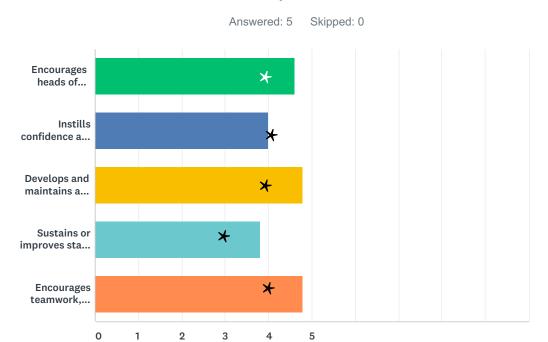




	POOR	BELOW AVERAGE	AVERAGE	ABOVE AVERAGE	EXCELLENT	TOTAL	WEIGHTED AVERAGE
Recruits and retains competent personnel for staff positions.	0	0	0	1	4	5	4.80
Applies an appropriate level of supervision to improve any areas of substandard performance.	0	0	1	3	1	5	4.00
Stays accurately informed and appropriately concerned about employee relations.	0	0	0	1	4	5	4.80
Manages the compensation and benefits plan professionally.	0	0	0	0	5	5	5.00
Promotes training and development opportunities for employees at all levels of the organization.	0	0	0	3	2	5	4.40

#	COMMENTS:
1	The leadership team has a renewed outlook on their roles, the concerns for me on staffing is for Jeff and the leadership team to effectively and efficiently build our bench. We as a city have a vast amount of upper level employees that are at or near retirement. If we see a mass exit due to years of service, i worry a culture shift and customer service value is at risk of being lost.
2	He did an excellent job implementing the replacement of the head of the Parks Department, Jay Pearson. He did an exceptional job of involving stakeholders in the process and designed a system of evaluation that was both thorough and efficient. I think he attracted a great field of candidates and I think his new hire will be an excellent addition to the team.
3	Jeff has a great rapport with Staff.

Q9 Supervision



	POOR	BELOW AVERAGE	AVERAGE	ABOVE AVERAGE	EXCELLENT	TOTAL	WEIGHTED AVERAGE
Encourages heads of departments to make decisions within their jurisdictions with minimal manager involvement, yet maintains general control of operations by providing the right amount of communication to the staff.	0	0	0	2	3	5	4.60
Instills confidence and promotes initiative in subordinates through supportive rather than restrictive controls for their programs while still monitoring operations at the department level.	0	0	0	5	0	5	4.00
Develops and maintains a friendly and informal relationship with the staff and workforce in general, yet maintains the professional dignity of the manager's office.	0	0	0	1	4	5	4.80
Sustains or improves staff performance by evaluating the performance of staff members at least annually, setting goals and objectives for them, periodically assessing their progress, and providing appropriate feedback.	0	0	1	4	0	5	3.80
Encourages teamwork, innovation, and effective problem solving among the staff members.	0	0	0	1	4	5	4.80

McMinnville City Manager Evaluation

#	COMMENTS:
1	Since I don't work directly with Jeff on his oversight of employees, I am not able to directly observe how he handles this aspect of his work. I have observed excellent rapport with his Heads of Department and the feedback that I have gotten from conversations with Department Heads has been very positive. He is also focused on collaboration and empowerment of employees in the language that he uses in his updates with us. I am looking forward to hearing feedback from the Department Heads who have worked directly with him to see what their experience has been in working with him.
2	More information regarding the inner workings of the City would be beneficial for Council.
3	Staff comments indicate that they like his style and feel he is a good City Manager. There is a strong feeling of respect and cooperation.

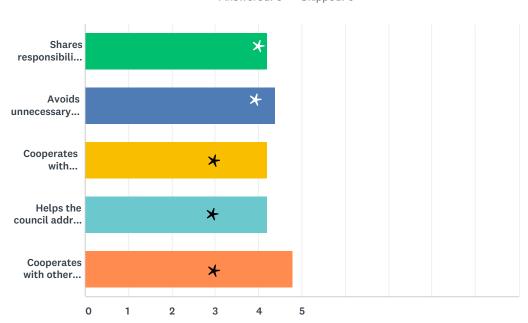
Q10 Fiscal Management



		POOR	BELOW AVERAGE	AVERAGE	ABOVE AVERAGE	EXCELLENT	TOTAL	WEIGHTED AVERAGE
	palanced budget to provide level directed by council.	0	0	0	1	4	5	4.80
funds, consc	est possible use of available sious of the need to operate the ment efficiently and effectively.	0	0	0	3	2	5	4.40
Prepares a budget and budgetary recommendations in an intelligent and accessible format.		0	0	0	2	3	5	4.60
appropriate l	actions and decisions reflect an evel of responsibility for financial daccountability.	0	0	0	3	2	5	4.40
	d manages fiscal activities of the appropriately.	0	0	0	2	3	5	4.60
#	COMMENTS:							
1	I was very impressed by his bu policy on the bottom line. I have						/ effect of	a decision or
2	I was impressed with his budget also focuses on areas where we process efficiency work that they they find in this process.	can save	through greate	er efficiencies.	I am looking fo	rward to hearing	about the i	results of the
3	I feel a great deal of confidence concern about additional source negotiations.							

Q11 Community





	POOR	BELOW AVERAGE	AVERAGE	ABOVE AVERAGE	EXCELLENT	TOTAL	WEIGHTED AVERAGE
Shares responsibility for addressing the difficult issues facing the community.	0	0	1	2	2	5	4.20
Avoids unnecessary controversy.	0	0	1	1	3	5	4.40
Cooperates with neighboring communities and the county.	0	0	0	4	1	5	4.20
Helps the council address future needs and develop adequate plans to address long-term trends.	0	0	1	2	2	5	4.20
Cooperates with other regional, state, and federal government agencies.	0	0	0	1	4	5	4.80

COMMENTS: 1 For the body of work currently presented i am happy with where we're at. I think moving forward, continuing to foster the county relationship, communication with our citizens, and innovation for services like our Amity/Lafayette fire service pilot programs will be key to keeping the momentum from becoming stagnate. 2 He performs exceptionally well in this realm. He is very connected with the network of communities in Oregon and brings

approach to issues and is strategic in his recommendations for current actions to address long term trends.

lessons learned from these connections to the table to help us to address the issues that we face. He is calming in his

Q12 What would you identify as the manager's strength(s), expressed in terms of the principal results achieved during the rating period?

Answered: 5 Skipped: 0

#	RESPONSES
1	His ablity to bring the leadership team back together and get buy-in / regain broken trust.
2	Jeff's ability to bring a team together and focus on an approach that is collaborative in nature. He has done an excellent job in bring our department heads together and has build a high level of trust among the team again. Jeff's experience in government is shown everyday in his management of staff. He is careful to preserve the approach that is McMinnville, yet is adding his touch slowly, this is good.
3	Collaboration, innovation, calm demeanor, positive attitude, inclusive
4	Creating cohesive teams and team spirit. In depth understanding of the law and it's applications as related to Council objectives. Great interpersonal communication skills. Involvement and familiarity with the community. Increasig efficiency with and for Council.
5	He listens carefully and weighs what he hears against his own experience before making decisions.

Q13 What performance area(s) would you identify as most critical for improvement?

Answered: 5 Skipped: 0

#	RESPONSES
1	Staffing; To continue to build on the first 6 months of rebuilding trust and buy in with the leadership team and empowering
	them to do the same within their departments.
2	We need to complete our strategic plan ASAP.
3	None that I have observed at this time.
4	Communication with Council on non Agenda items.
5	Further development of relationships in town and continuing his pursuit of excellence in his profession.

Q14 What constructive suggestions or assistance can you offer the manager to enhance performance?

Answered: 4 Skipped: 1

#	RESPONSES
1	Communitty outreach, making sure the public understand why we do what we do and when we're doing it. City wide, I feel telling our story is important.
2	Just more time on the job.
3	Give him a clear and effective long term strategic plan that addresses the fiscal concerns of McMinnville.
4	Keep up the good work and thank you for bringing our staff back together. A regularly distributed memorandum would be very useful.

Q15 What other comments do you have for the manager (e.g., priorities, expectations, goals, or objectives for the new rating period)?

Answered: 5 Skipped: 0

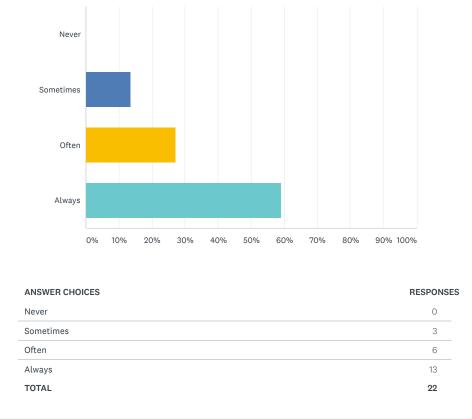
#	RESPONSES
1	Revenue generation & process improvements for increased capacity. The growing PERS causes concern that if we don't innovative, current service levels wont be sustainable.
2	Jeff you have exceeded my 6 month expectations.
3	As we have addressed in Council meetings, our long term strategic plan that provides guidance for responsible fiscal management of the city now and into the future is a huge priority for us. We have started this process and we look forward to continuing to work closely with you to drive this to a productive conclusion so all of our actions can be guided by this shared vision. Also, public safety, affordable housing and homelessness are critical to address. We hope to come up with viable action plans to address these community concerns in a proactive way in this next rating period. Thank you for all that you have offered to us as a Council and to the City of McMinnville! We really do appreciate you and what you offer. Thank you!
4	Let's make McMinnville a City that leads by example!
5	Continue with effective strategic planning and other council goals. Continue to stay on the cutting edge of what is happening in City government for our State and Region.

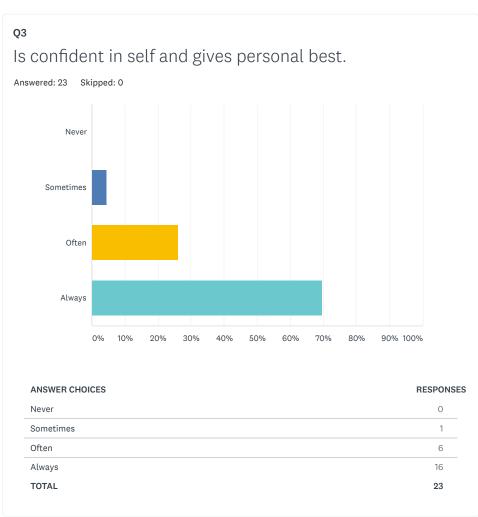
City Manager 360 Evaluation

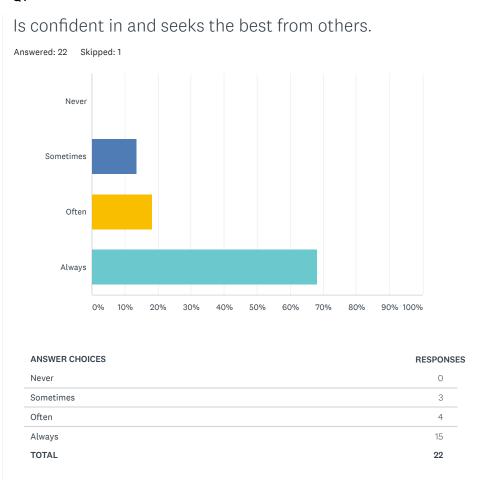
QUESTION SUMMARIES

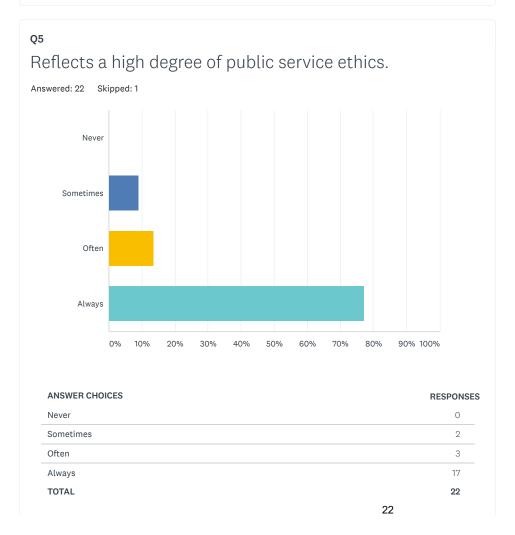


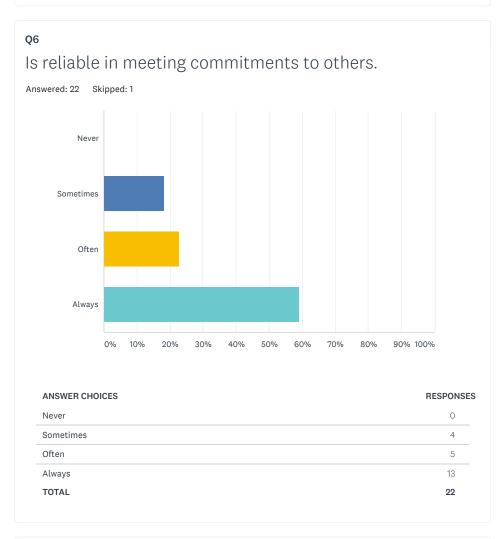
ls direct, honest, respects and acknowledges the contributions of others. Answered: 22 Skipped: 1

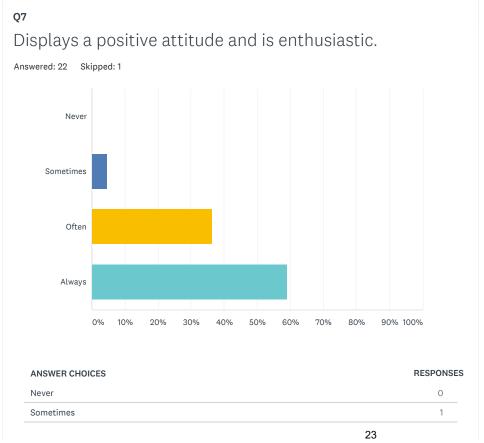




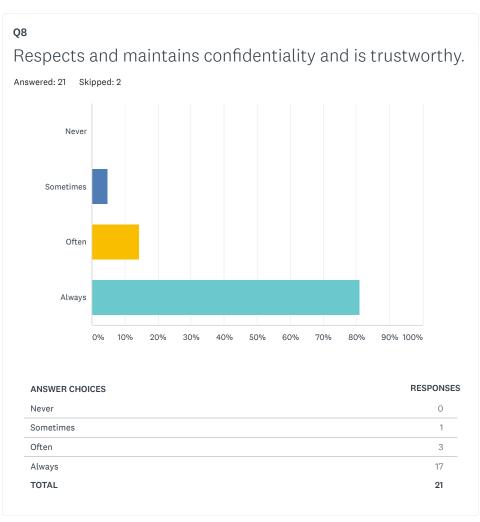


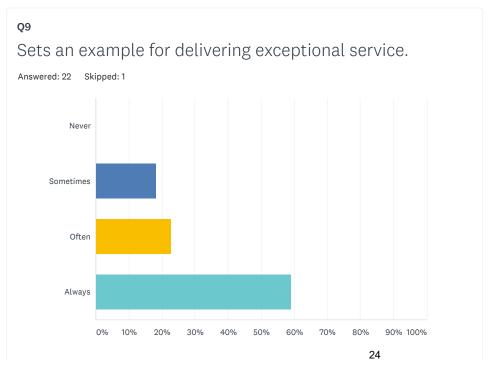




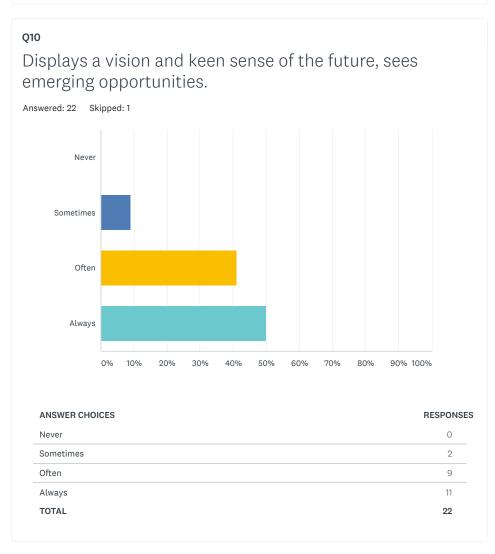


8
13
22

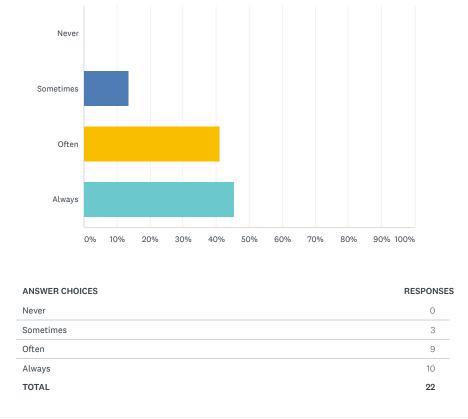




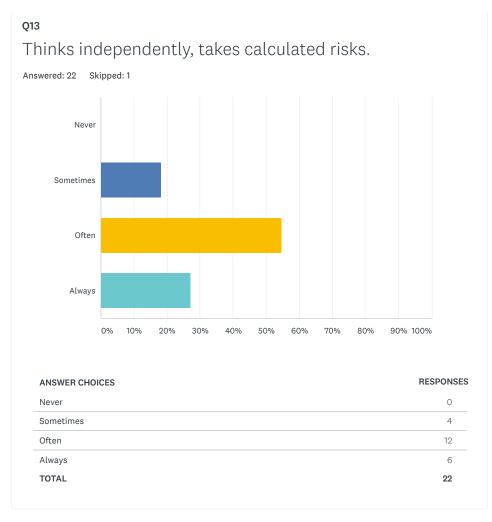
ANSWER CHOICES	RESPONSI
Never	0
Sometimes	4
Often	5
Always	13
TOTAL	22

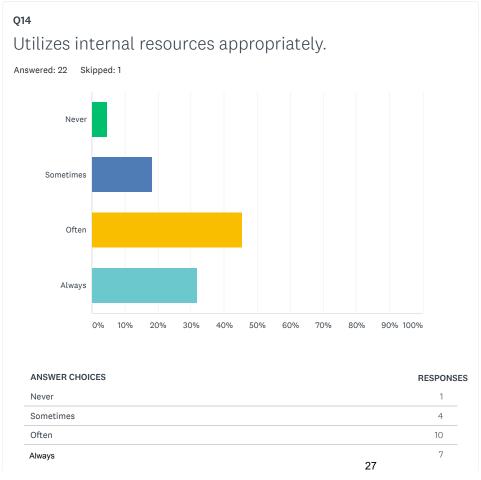


Q11 Generates new ideas and process improvements. Answered: 22 Skipped: 1



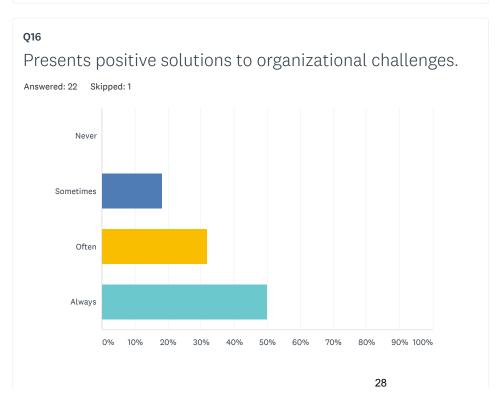




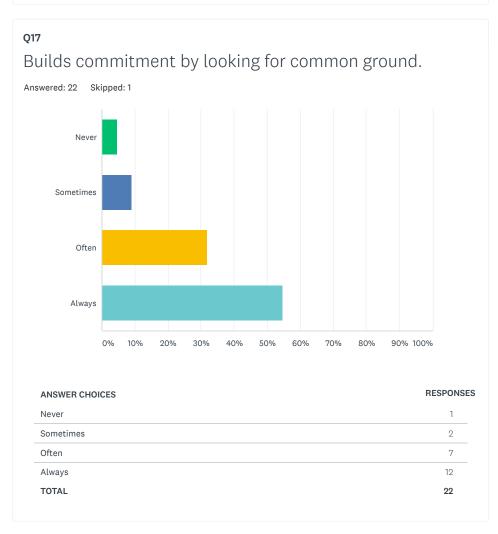


TOTAL 22

Q15 Respectfully questions the way things are done to seek improvements. Answered: 22 Skipped: 1 Never Sometimes Often Always 90% 100% 70% 80% 10% 20% 30% 40% 50% 60% ANSWER CHOICES RESPONSES 0 Never Sometimes 3 Often 7 Always 12 TOTAL 22



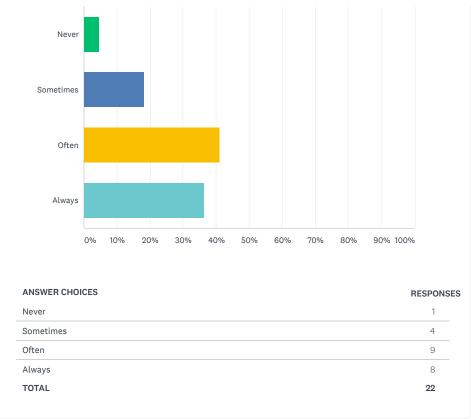
ANSWER CHOICES	RESPONSE
Never	0
Sometimes	4
Often	7
Always	11
TOTAL	22

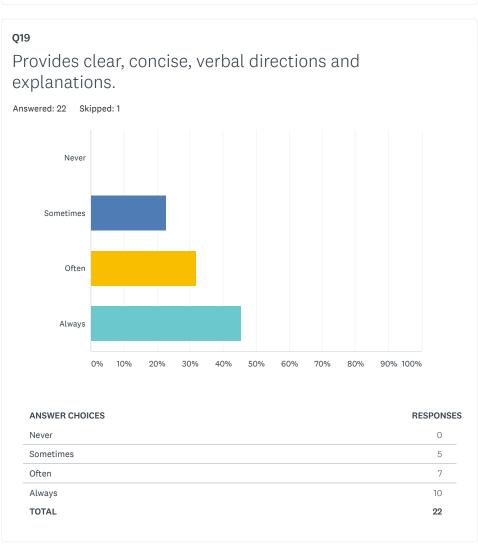


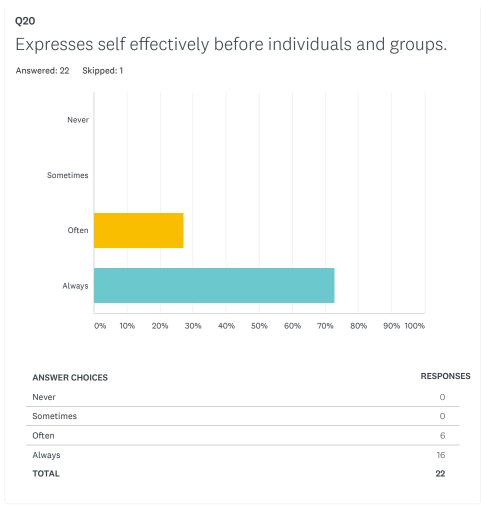
Q18

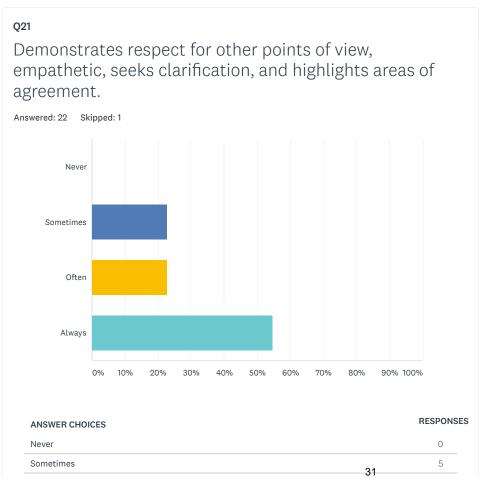
Understands, supports and effectively communicates changes to others.

Answered: 22 Skipped: 1

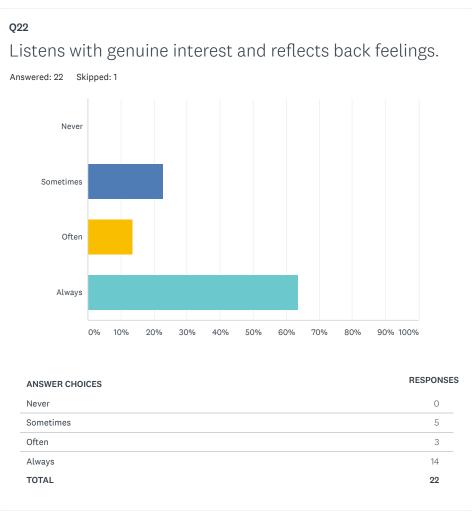


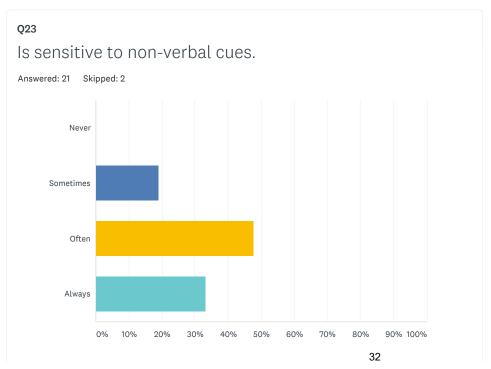




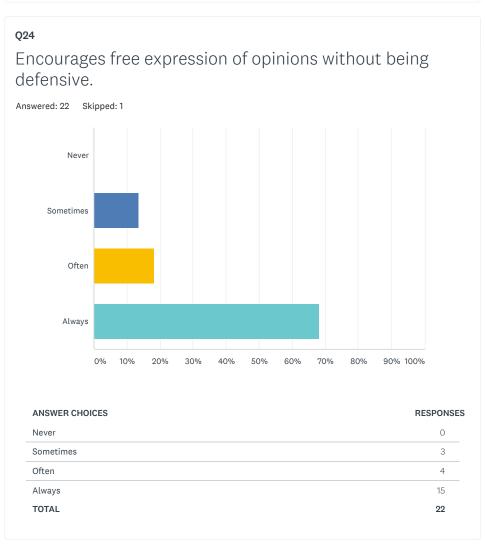


Often	5
Always	12
TOTAL	22





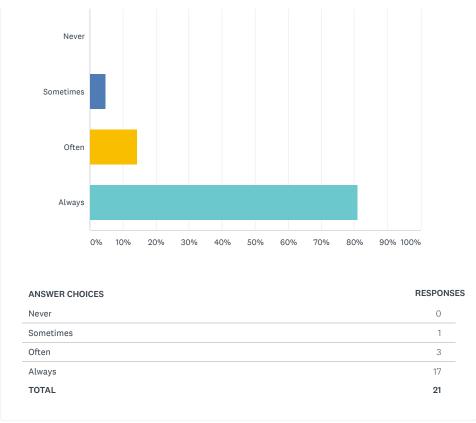
ANSWER CHOICES	RESPONS
Never	0
Sometimes	4
Often	10
Always	7
TOTAL	21

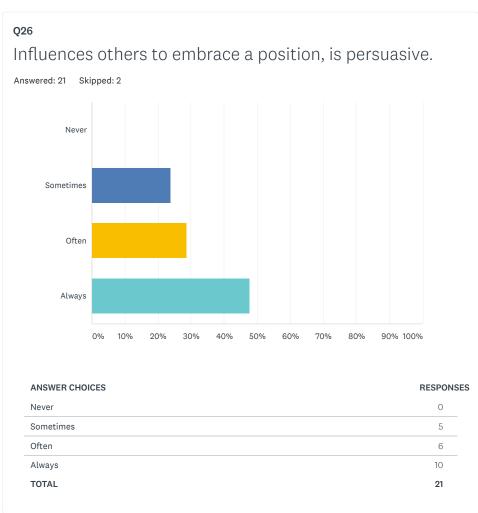


Q25

Clearly expresses ideas in writing and uses correct grammatical form.

Answered: 21 Skipped: 2

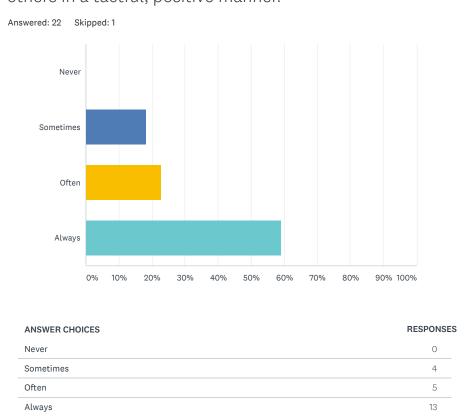




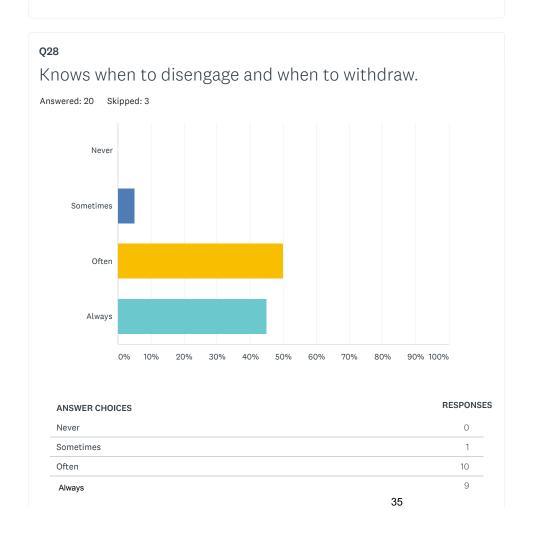
Q27

TOTAL

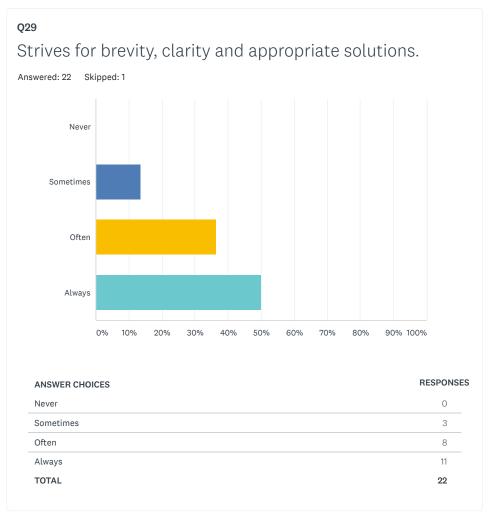
Thinks quickly and responds to challenges raised by others in a tactful, positive manner.

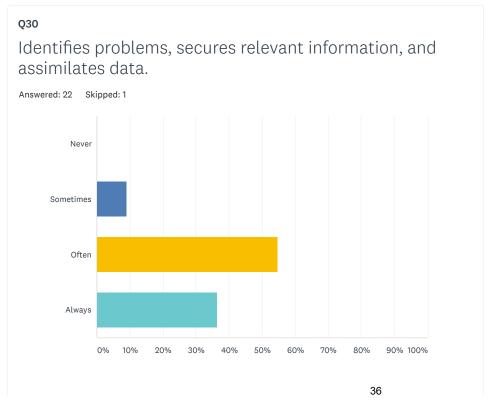


22

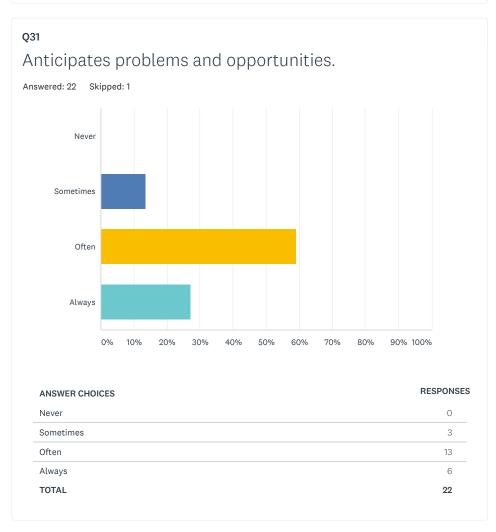


TOTAL 20





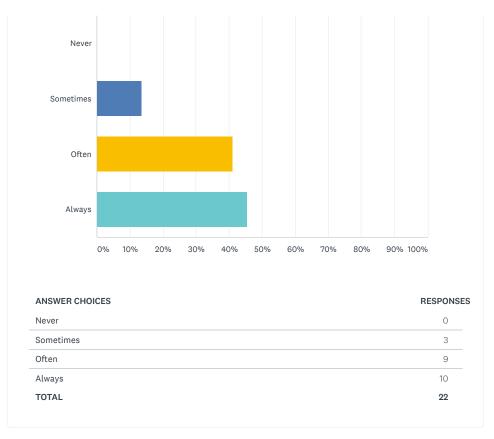
ANSWER CHOICES	RESPONSE
Never	0
Sometimes	2
Often	12
Always	8
TOTAL	22



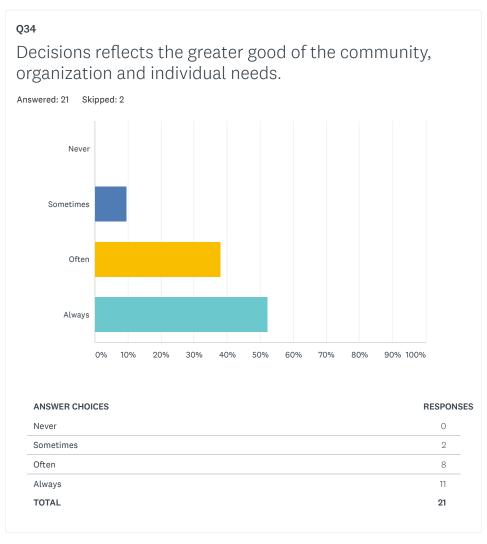
Q32

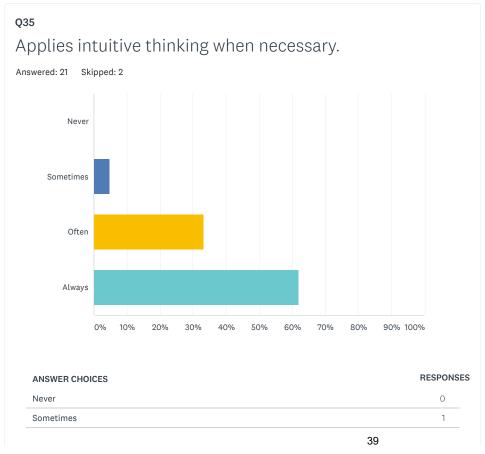
Seeks advice from others when appropriate.

Answered: 22 Skipped: 1

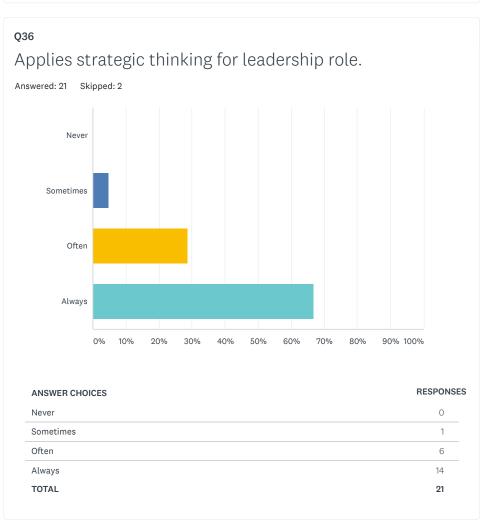


Q33 Make decisions and renders judgments in a timely manner based on the best information and advice available at the time. Answered: 22 Skipped: 1 Never Sometimes Often Always ANSWER CHOICES RESPONSES Never 3 Sometimes Often 8 Always 11 TOTAL 22





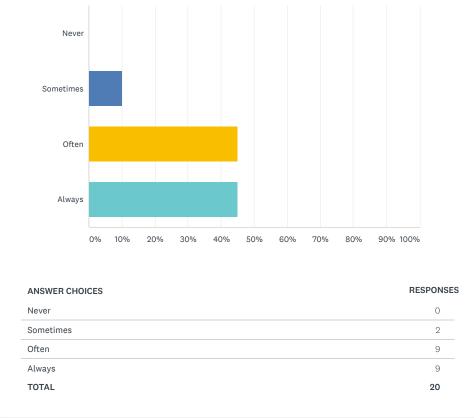
Often	7
Always	13
TOTAL	21

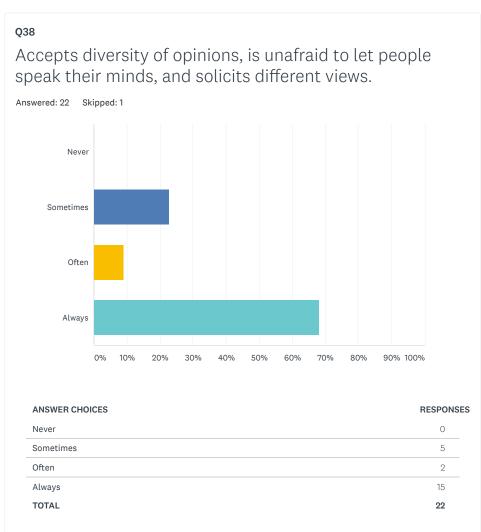


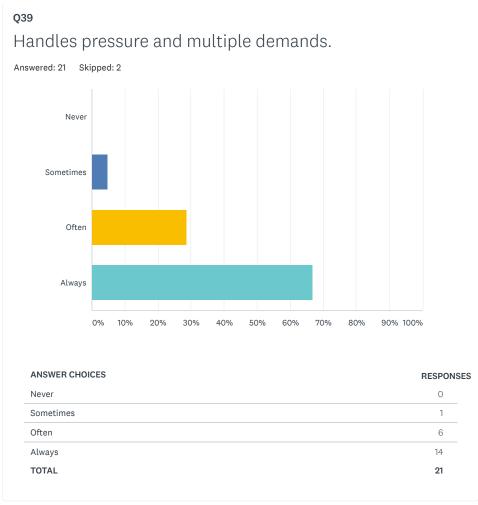
Q37

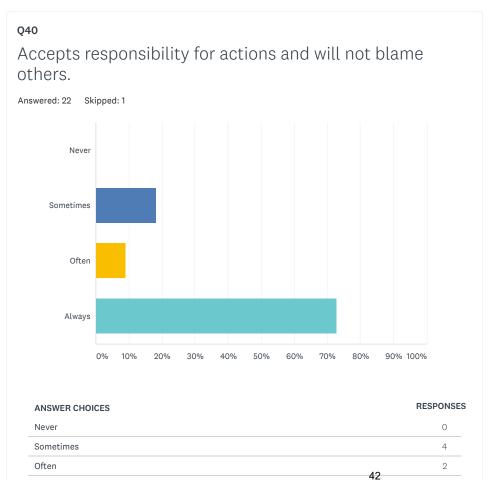
Embraces disappointments, learns from mistakes, and takes measured risks.

Answered: 20 Skipped: 3

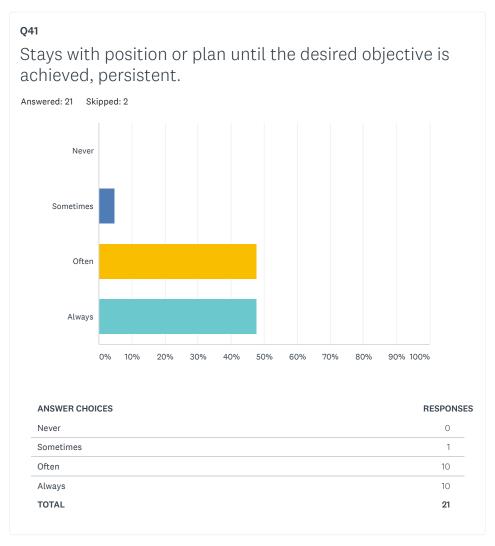


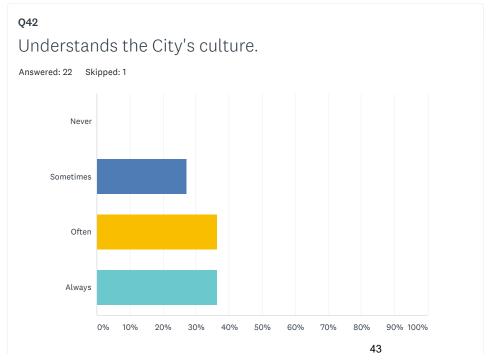






Always 16
TOTAL 22





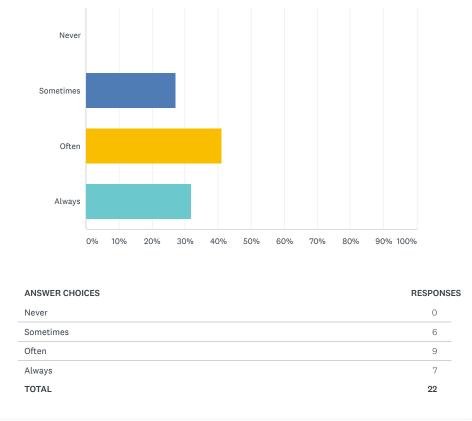
ANSWER CHOICES	RESPONSES
Never	0
Sometimes	6
Often	8
Always	8
TOTAL	22

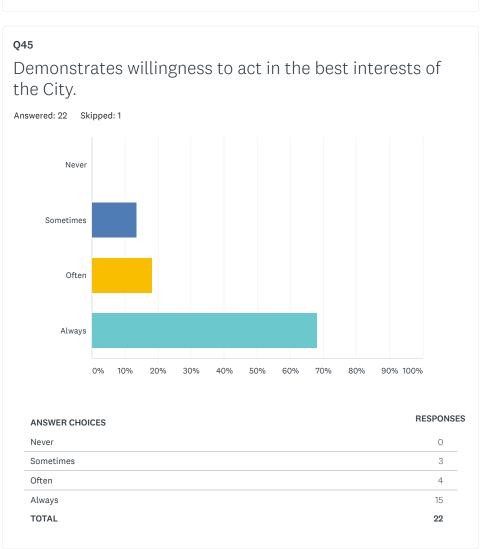
Understands the City's budget and financial management practices. Answered: 22 Skipped: 1 Never Sometimes Often Always 90% 100% RESPONSES ANSWER CHOICES Never Sometimes 3 Often 7 Always 11 TOTAL 22

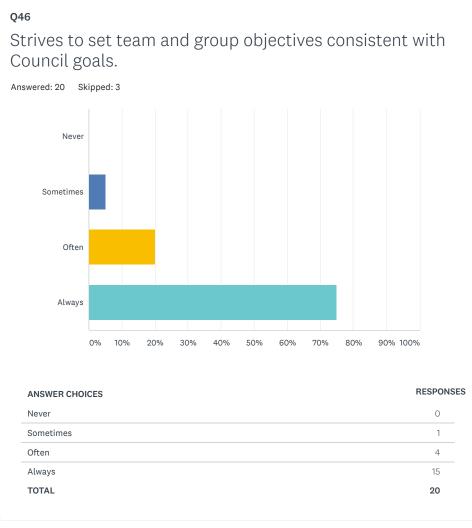
Q44

Understands and meets employee and community expectations.

Answered: 22 Skipped: 1

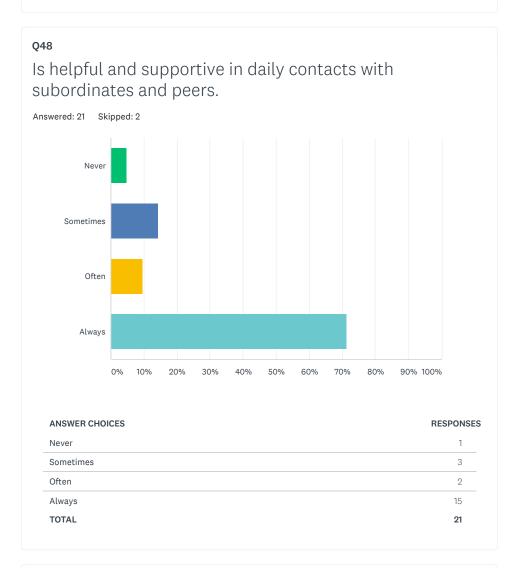








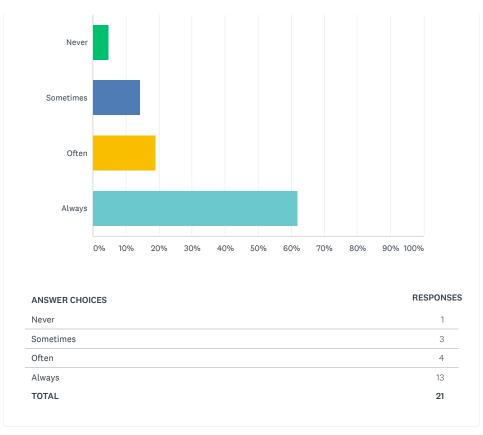
Always 13
TOTAL 21

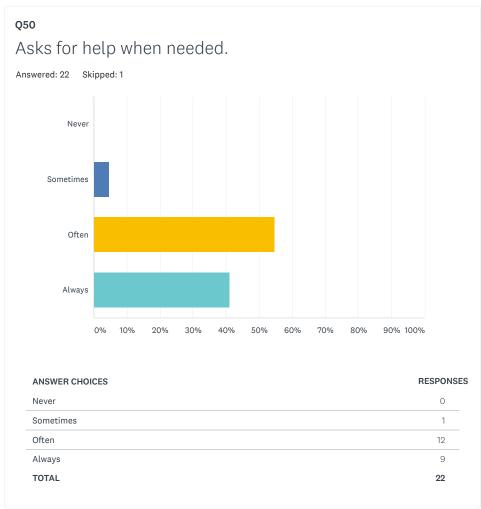


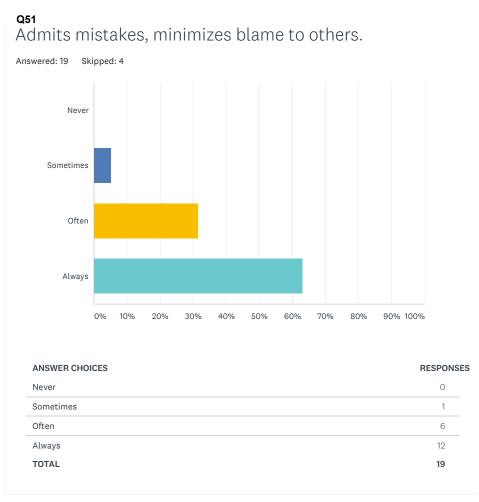
Q49

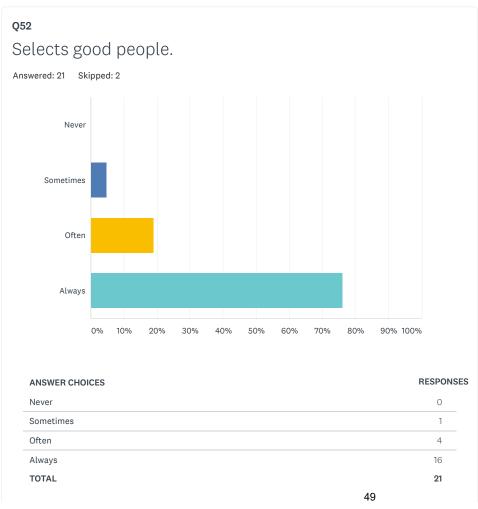
Supports other departmental needs and initiatives and is willing to lend assistance.

Answered: 21 Skipped: 2





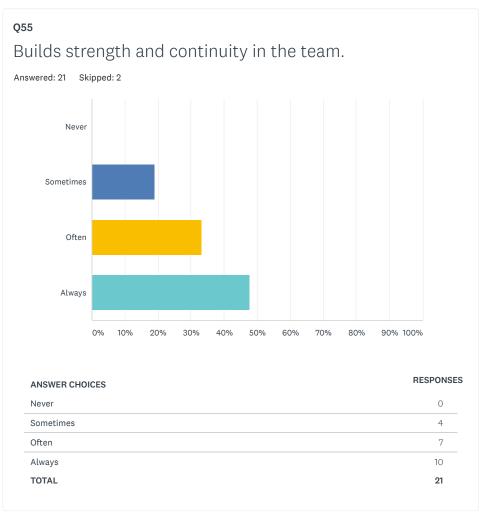




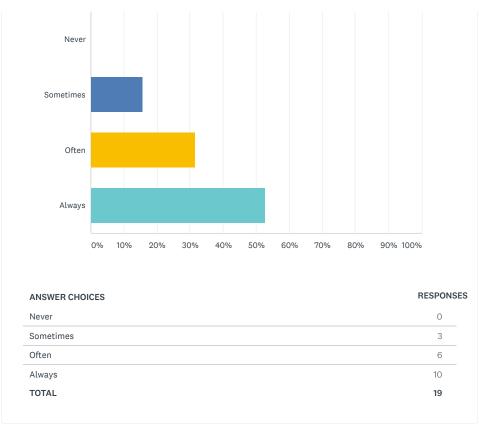


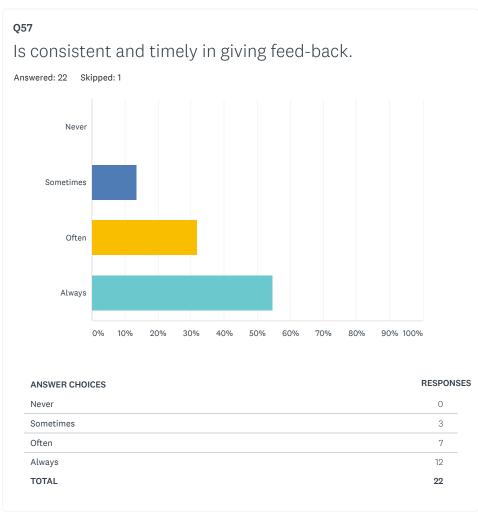


Sometimes	1
Often	9
Always	9
TOTAL	19

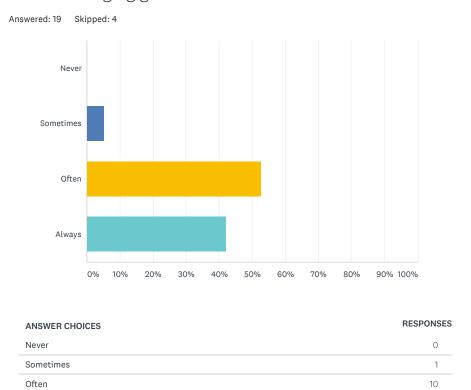


Q56 Handles conflict, resolves performance problems. Answered: 19 Skipped: 4





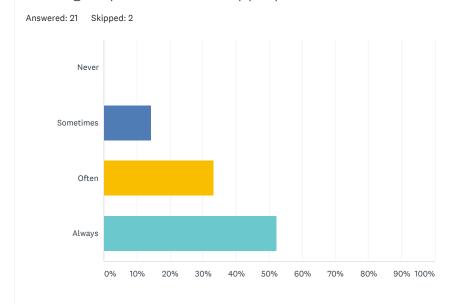
Q58 Sets challenging goals for self and others.



Q59 Clearly describes and appropriately delegates decision-making responsibilities to appropriate staff.

Always **TOTAL**

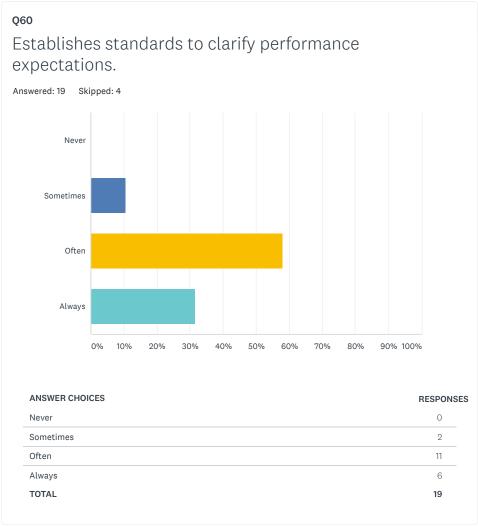
8

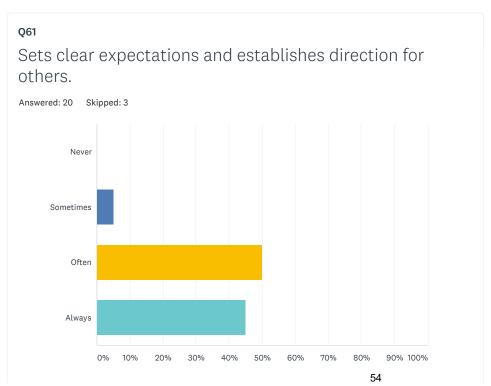


ANSWER CHOICES	RESPONSES
Never	0
Sometimes	3
Often	7
Always	11
	53

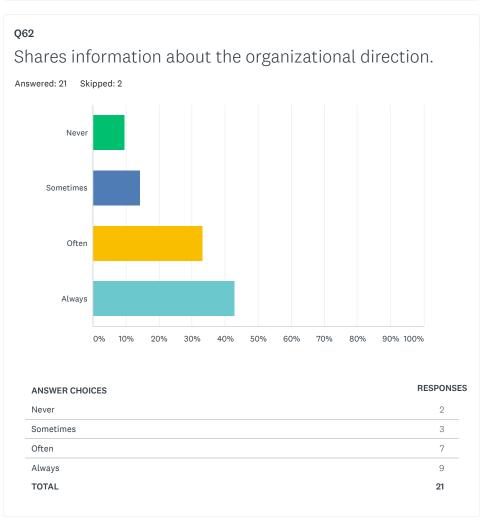
34/41

TOTAL 21





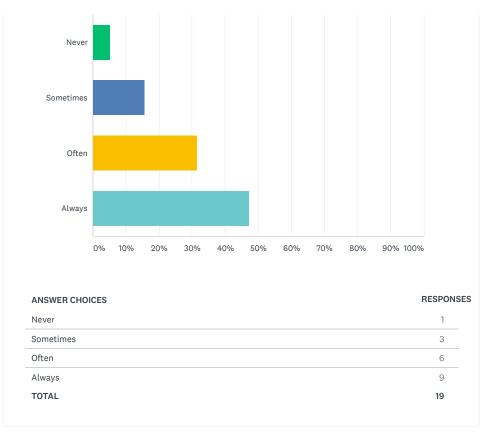
ANSWER CHOICES	RESPONS
Never	0
Sometimes	1
Often	10
Always	9
TOTAL	20

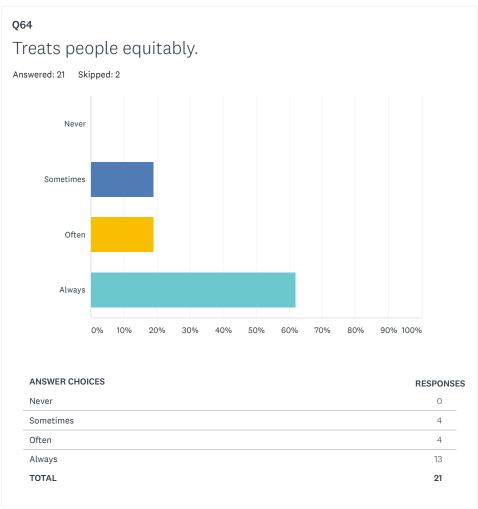


Q63

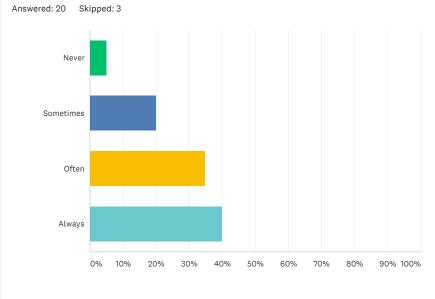
Maximizes the individual talents on the team.

Answered: 19 Skipped: 4

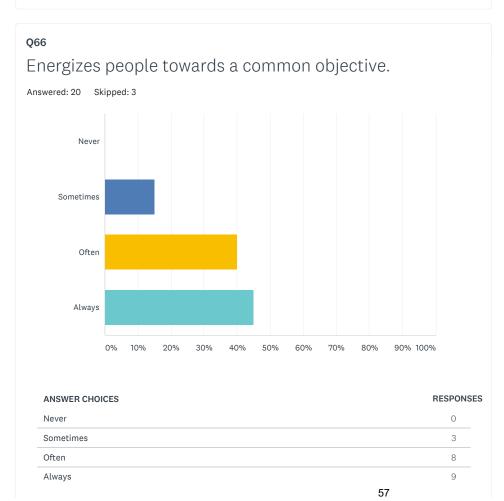




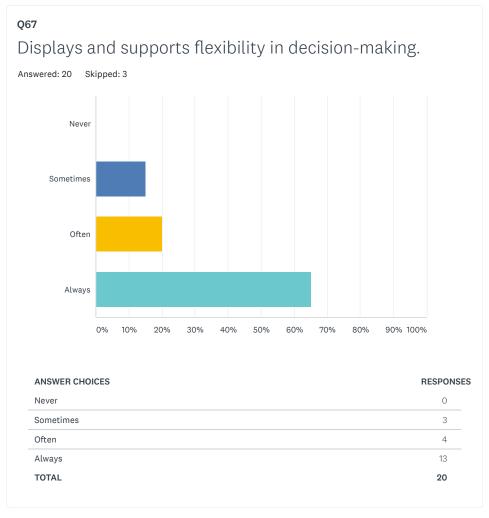
Brings out the best in people, understands and properly provides motivation when needed.

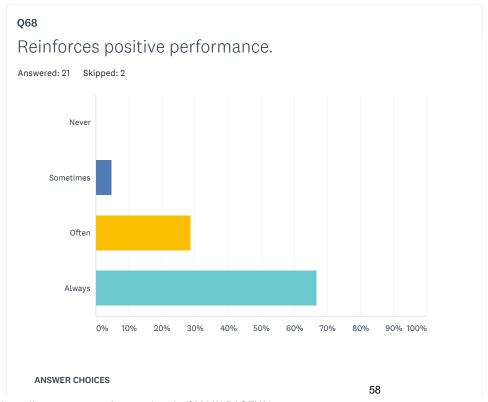


ANSWER CHOICES	RESPONSES
Never	1
Sometimes	4
Often	7
Always	8
TOTAL	20



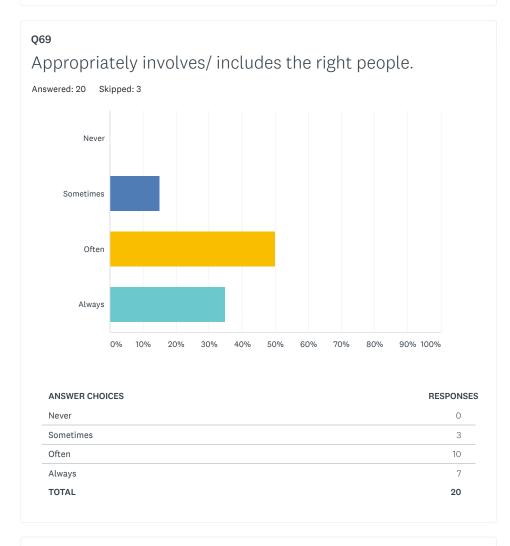
TOTAL 20





RESPONSES

Never	0
Sometimes	1
Often	6
Always	14
TOTAL	21



Q70 Leads by influence and example. Answered: 21 Skipped: 2

