





### Agenda







#### Meet The Team



**David Jacobson** 



Jill Melton



Karin Quinones



Maribeth Kuenzi

Arjan Singh



#### Before moving forward, acknowledge the present

- Acknowledgement of current losses:
  - Routine
  - Social connections
  - Security and Trust
- Recognize your anticipatory grief
- Move forward



# A goal without

Larry Elater

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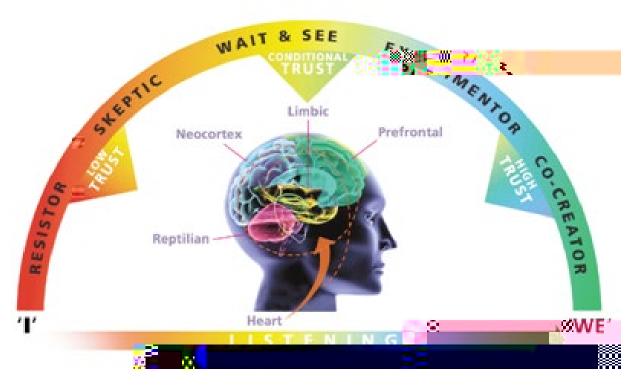
What we want What it feels like What success looks like





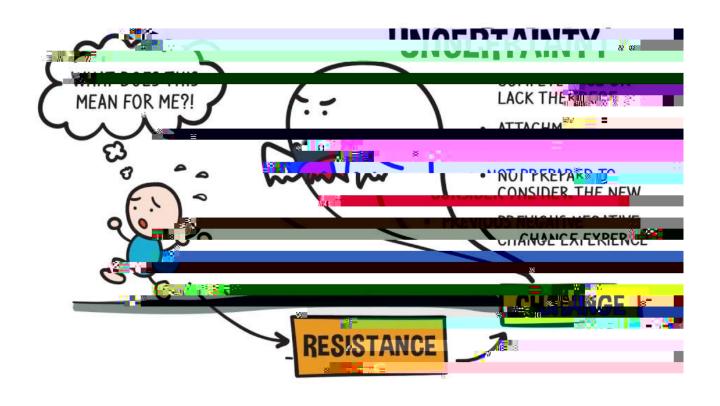
#### A Matter of Mindset







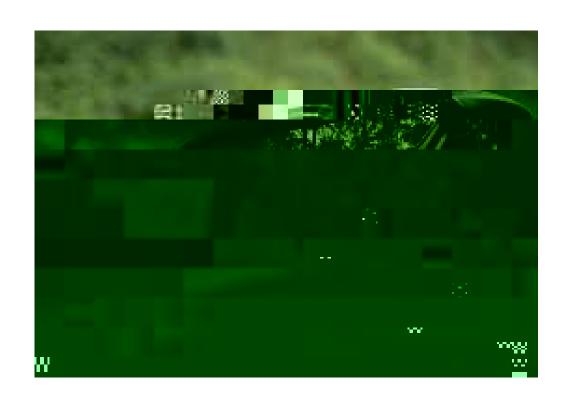
## Why are you afraid to change?





## Work Toolkits





### "WHAT GOT YOU HERE WON'T GET YOU THERE"

-MARSHALL GOLDSMITH



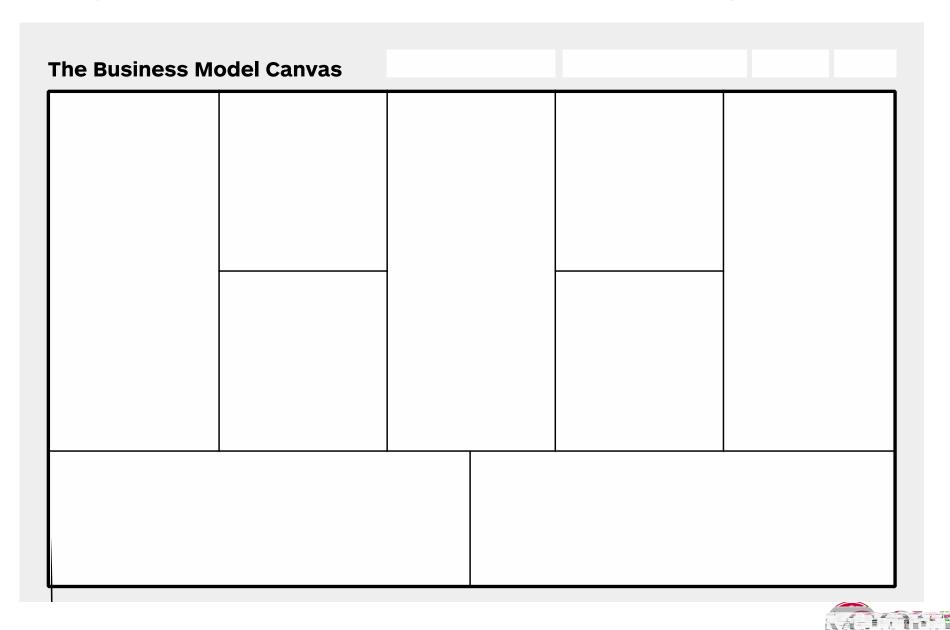
#### **Tool Kit: Choice Matrix**



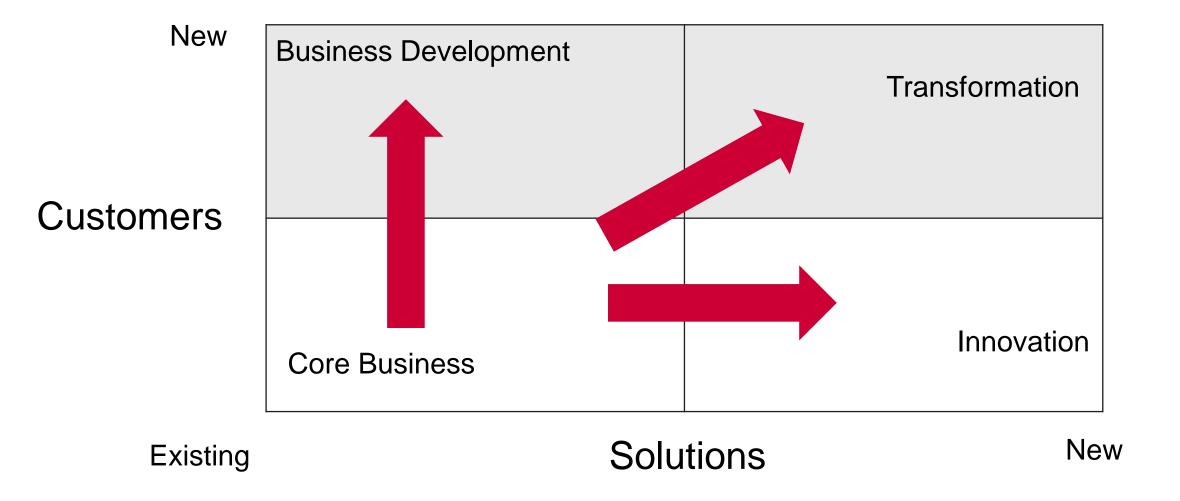
- Potentially Desirable Opportunities
  Hypotheses are potentially desirable,
  but may require more analysis.
  Variables such as cost or effort may
  be used to assist in determination.
- Least Desirable Opportunities
  Hypotheses may not provide sufficient
  benefit to justify the required resource
  investments.



#### Tool Kit for Growth Mindset: Business Model Canvas



#### Tool Kit for Growth Mindset: Customers & Solutions Prioritization





#### Myths About Leadership

- Leaders have all the answers
- "As a leader, you can't possibly know enough, or be in enough places, to understand everything happening insideand more importantly outside—your organization."





#### Leadership is relationship

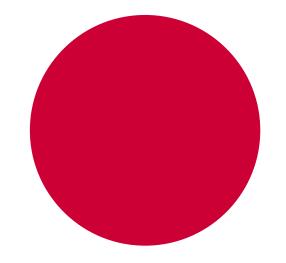


Leadership is everyone's business





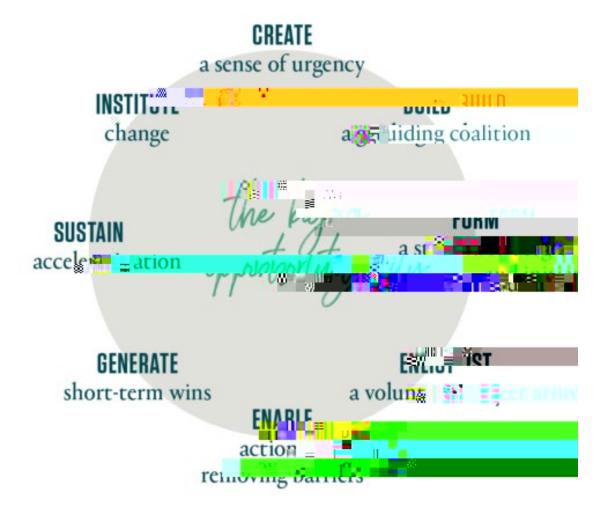




ASK "WHAT'S POSSIBLE?" INSTEAD OF "WHAT'S WRONG?"



#### Work Build-Managing Change

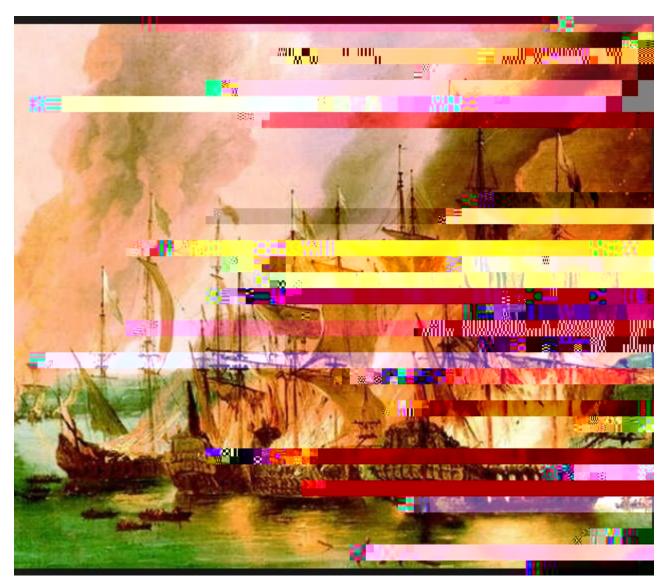




"Step into a new day
We can rise up from the dust and walk away
We can dance upon our heartache, yeah
So light a match, leave the past and burn the ships"

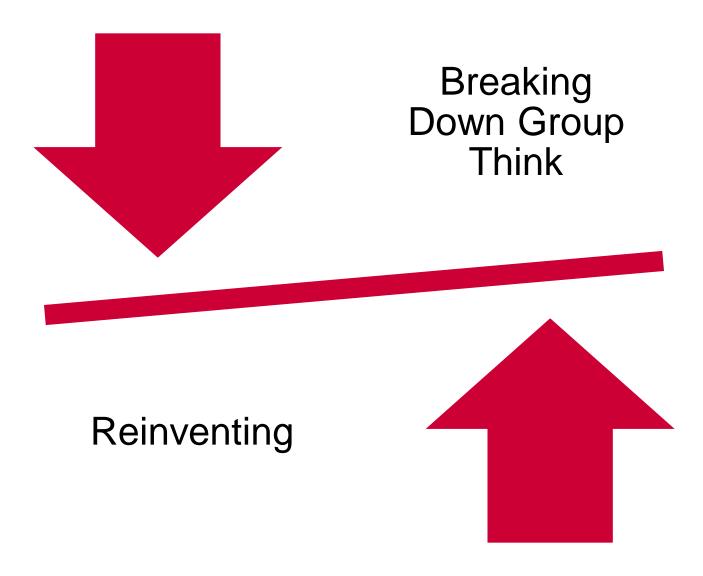


## Burn The Ships





## Red teaming is about





#### Work Build-Stress testing your strategies with Red Teaming



## Q&A



