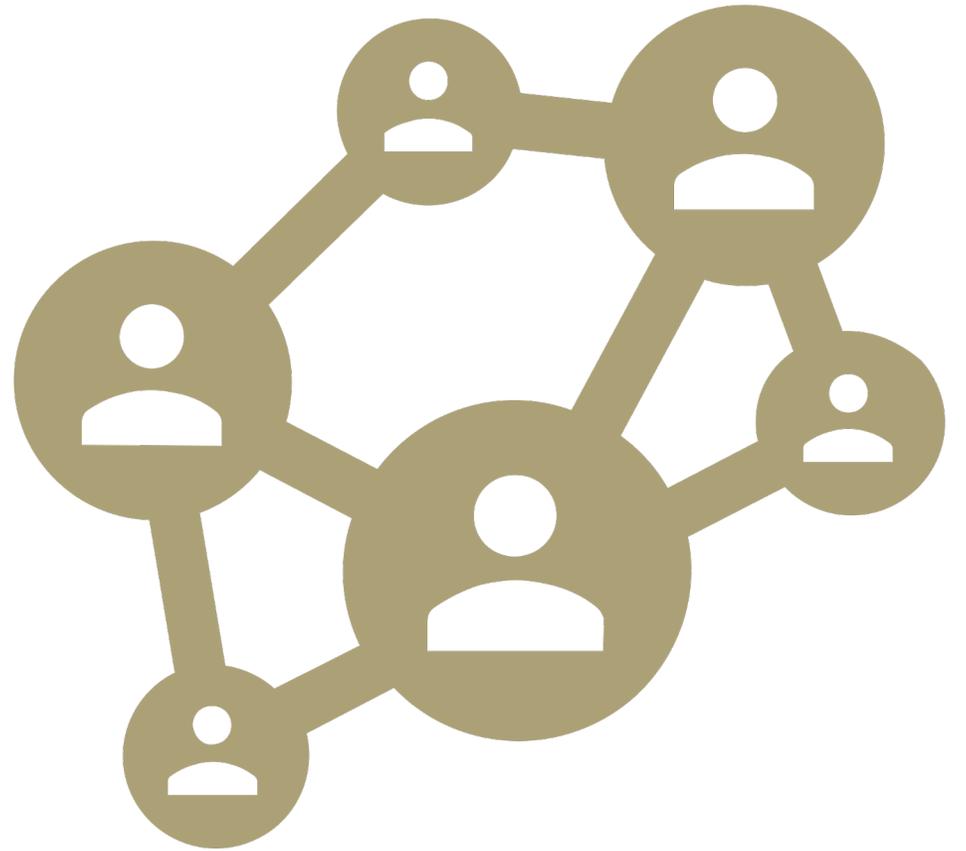
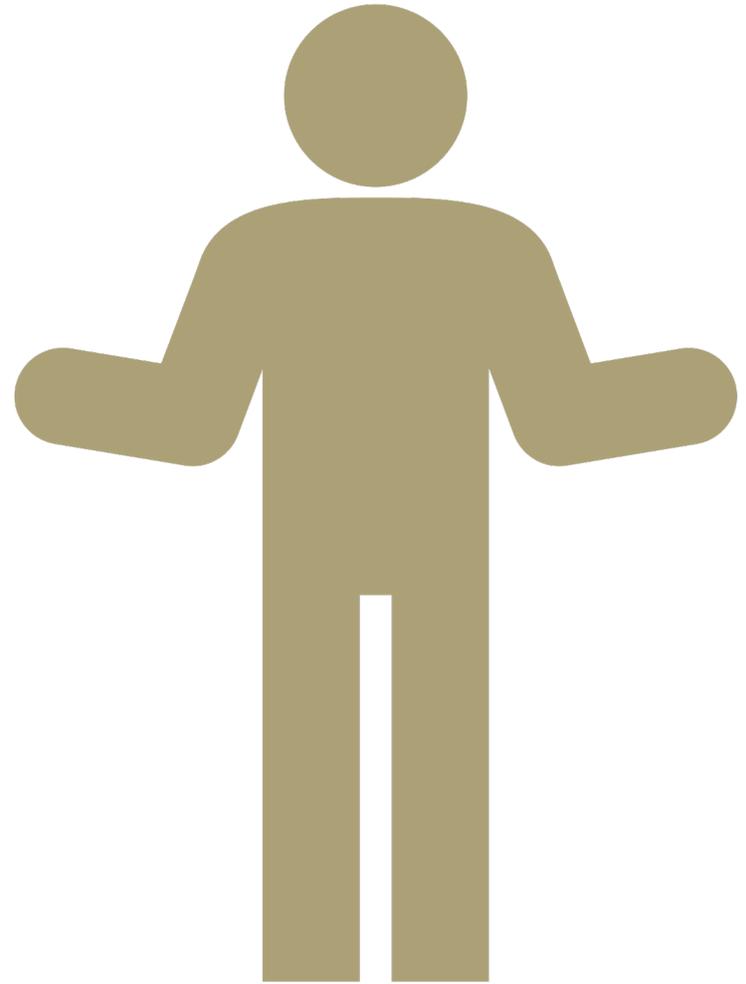




*“Connection is crucial...and it’s easier when you speak the same language”*



*Do you feel  
uncertain?*



*Do you feel  
distracted?*





# *Language of Finance*



“FUNDERS THESE DAYS HAVE  
TIGHT REQUIREMENTS AND  
SHORT CYCLES

# *Language of Finance*

“WE NEED TO COMMIT TO A LOW-DEBT STRATEGY”





# Language of Finance

- “Even more than revenue, costs, and budgets, we need to propel a culture of security”

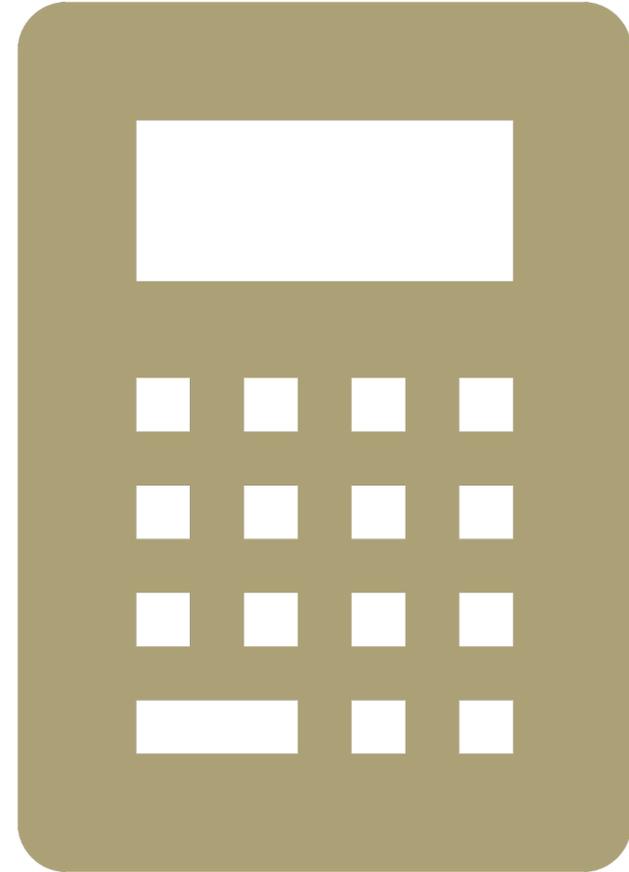


# *Language of Finance*

“WE NEED TO UBER  
OURSELVES BEFORE WE GET  
KODAK'D”

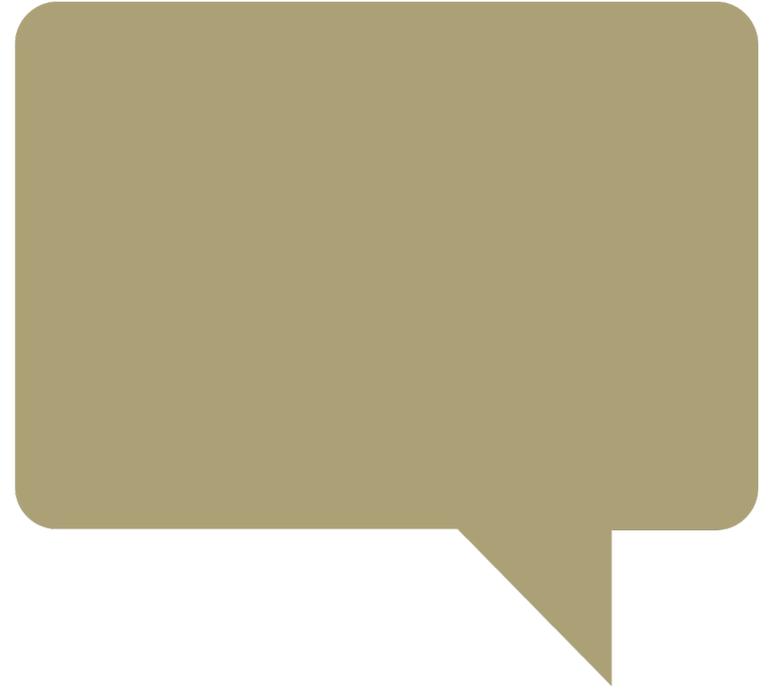
# *Language of Finance*

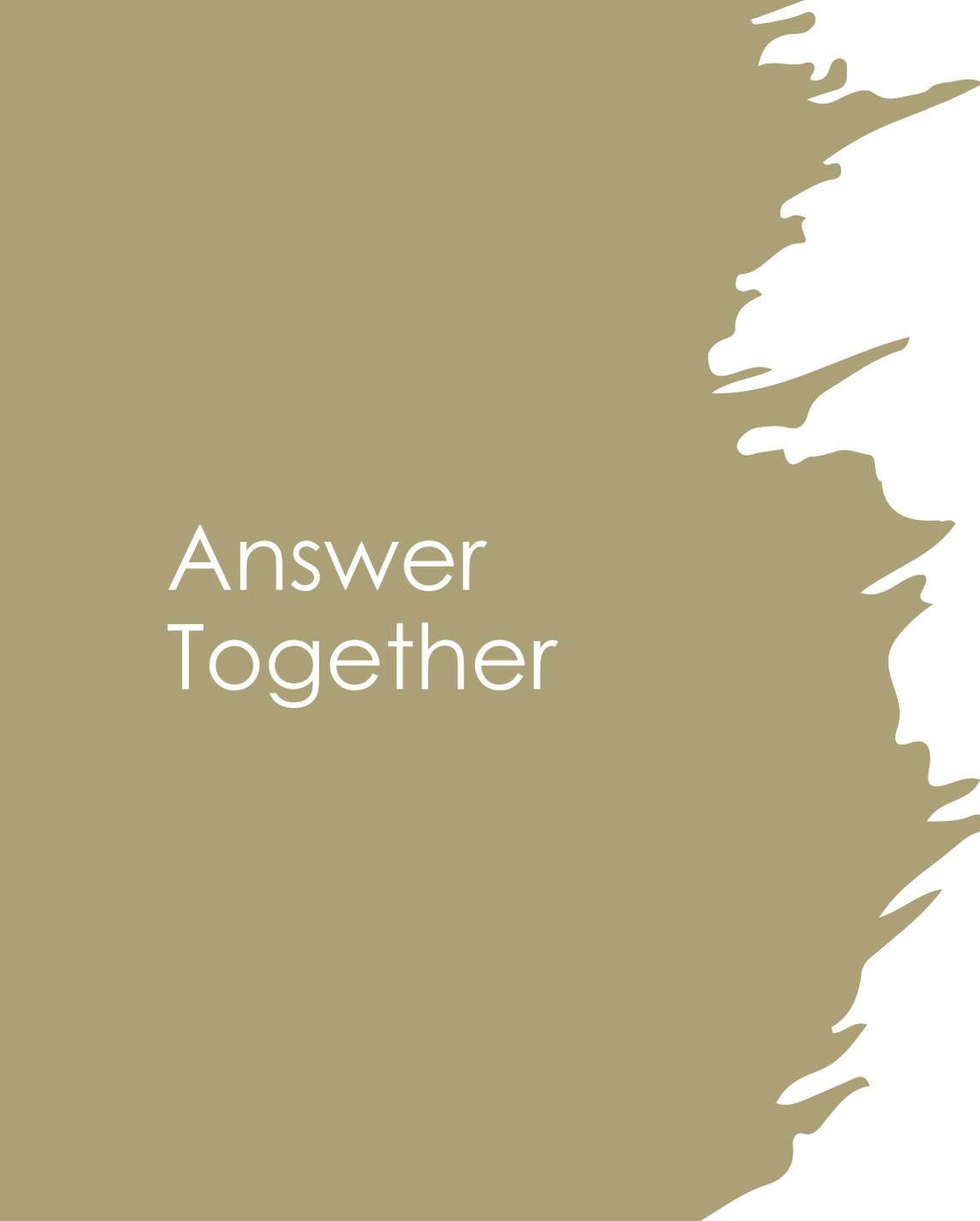
“DATA, DATA, DATA, THAT’S  
HOW WE FUNCTION”





*What is the  
language of  
your people?*

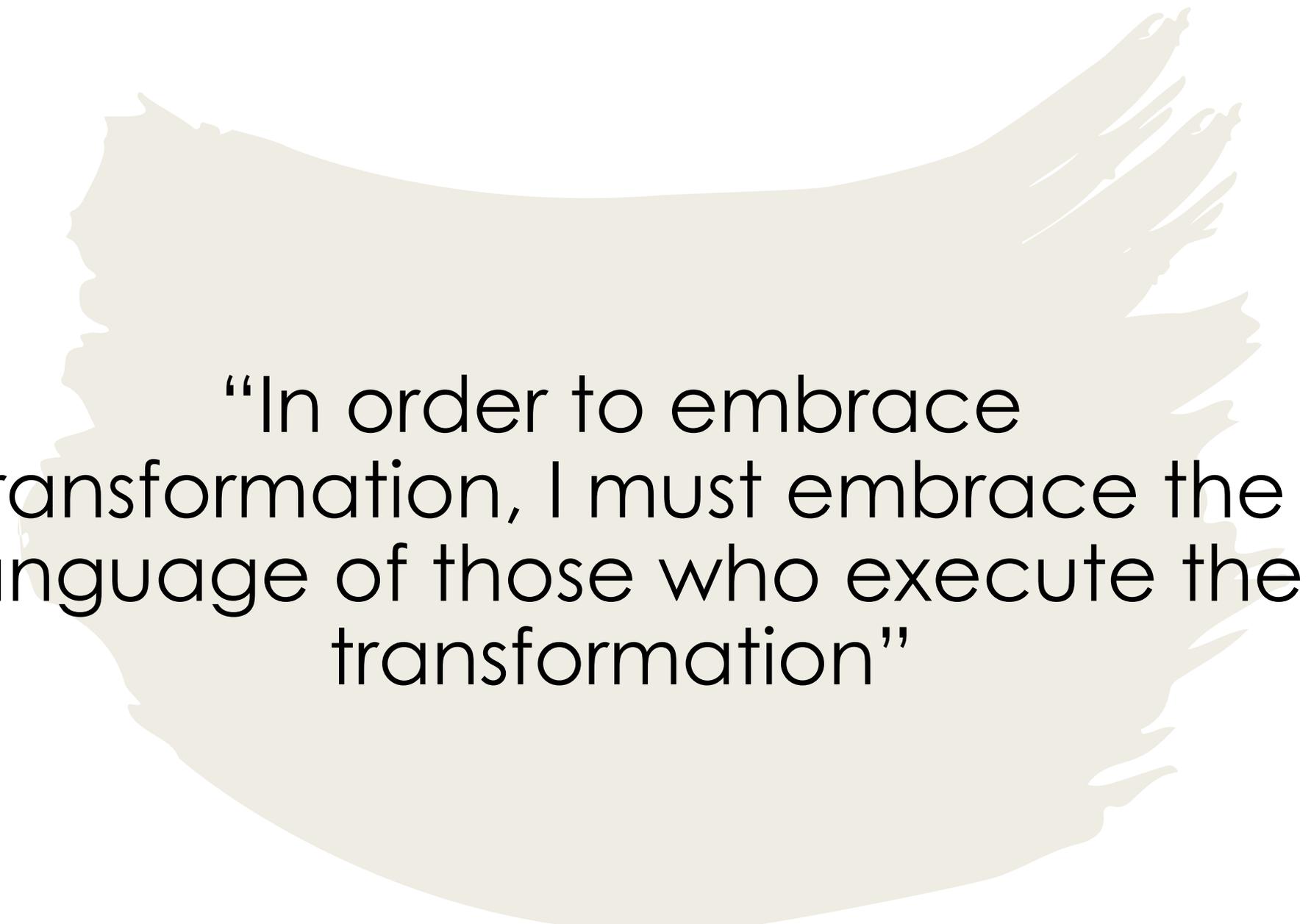




# Answer Together

- What great challenge has come to the surface since COVID?
- What has improved since COVID?
- What has been your greatest adjustment?
- In one word, what LANGUAGE are your people speaking? The language of \_\_\_\_\_.





“In order to embrace transformation, I must embrace the language of those who execute the transformation”

# Keep or Throw Away?



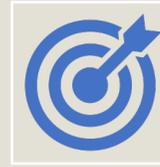
What am I noticing?



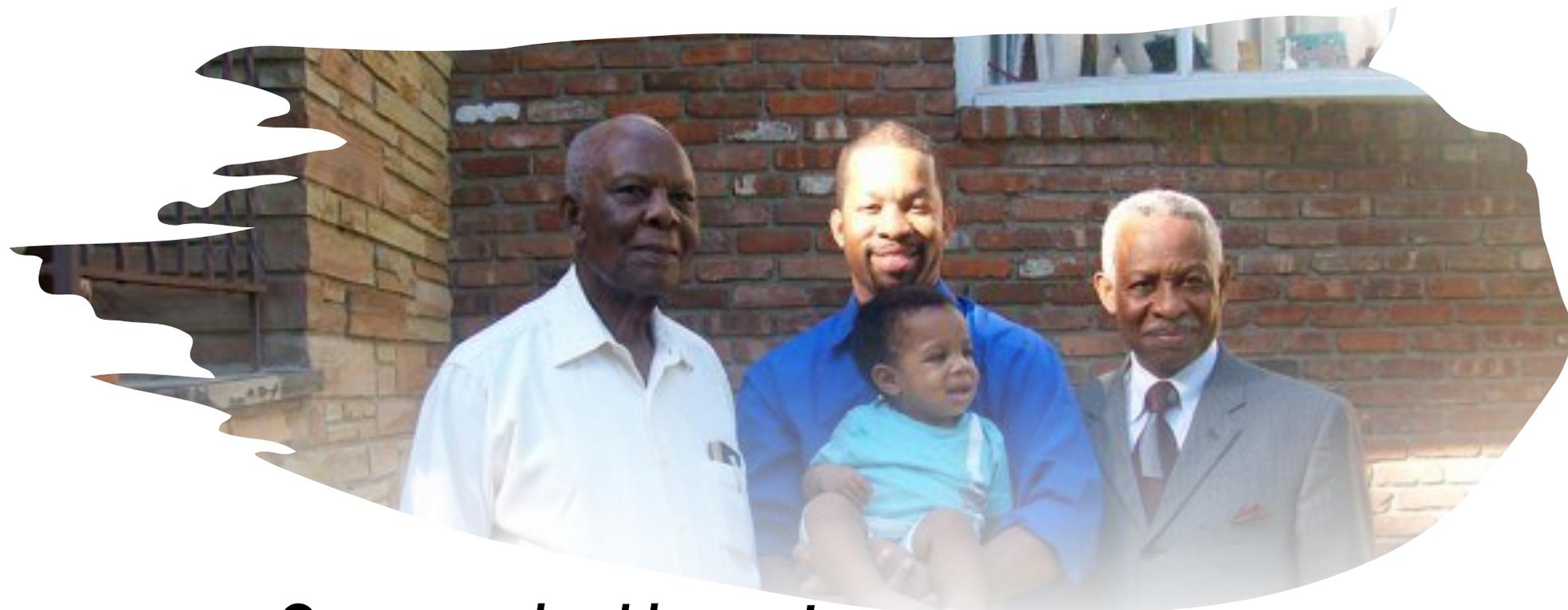
What do I need to keep?



What do I need to throw away?

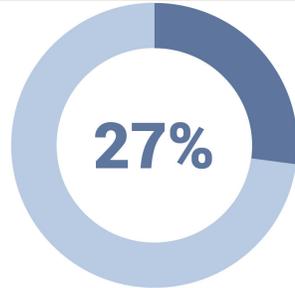


What is most important?

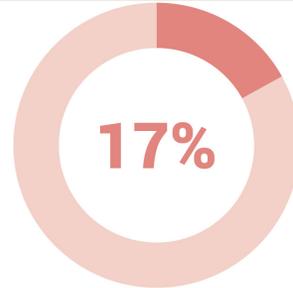


*Speak the Language*

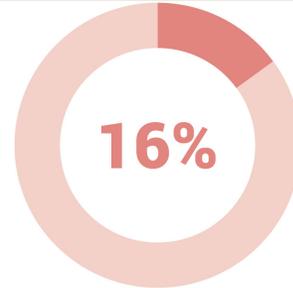
# TOP REASONS FOR ACCEPTING NEW JOB



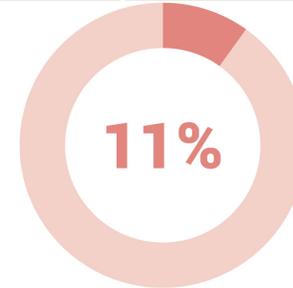
**THE OPPORTUNITY  
TO DO MORE  
MEANINGFUL WORK**



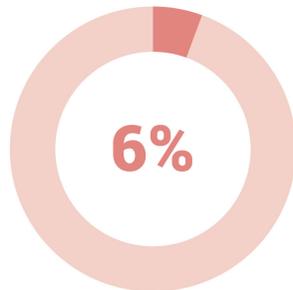
**INCREASED  
RESPONSIBILITIES  
IN THIS ROLE**



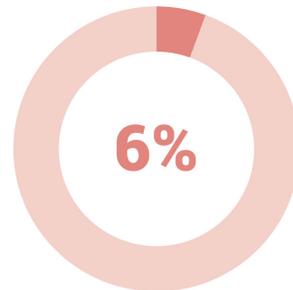
**INCREASED PAY FOR  
THIS POSITION**



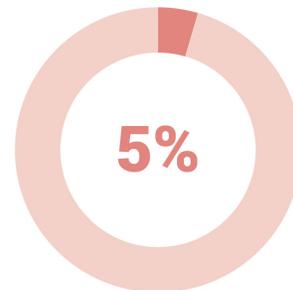
**THE WORKPLACE  
CULTURE**



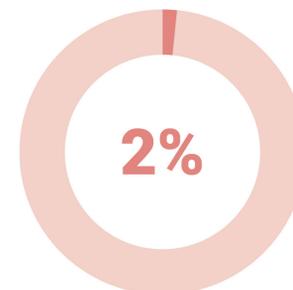
**NOTHING IN  
PARTICULAR - THIS IS  
JUST ANOTHER JOB**



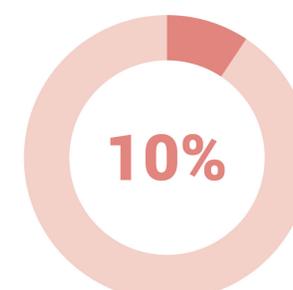
**BETTER  
BENEFITS/PERKS  
(MORE PTO, BETTER  
HEALTHCARE, ETC.)**



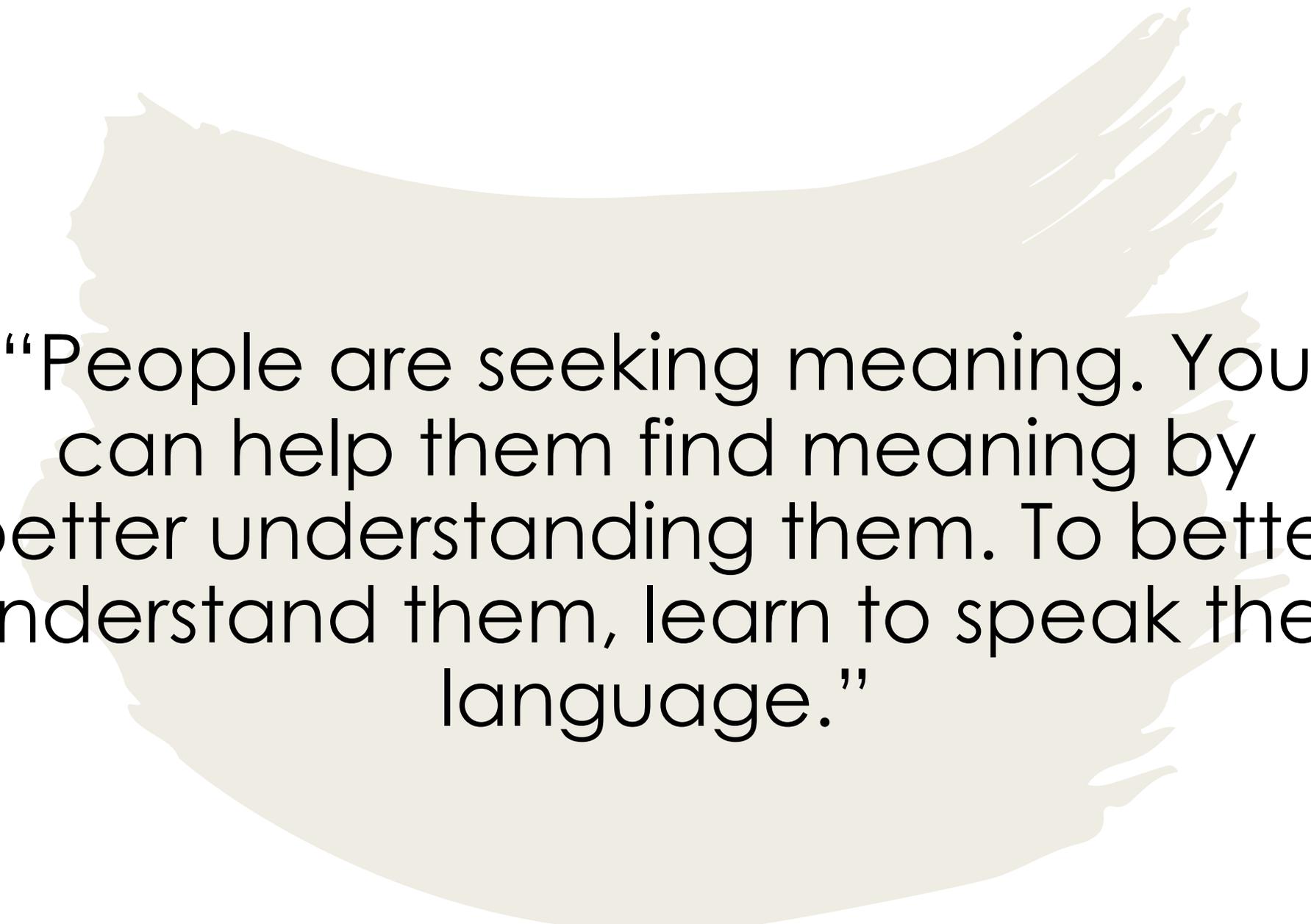
**I WANTED TO WORK  
FOR A LARGER  
ORGANIZATION**



**I WANTED TO WORK  
FOR A SMALLER  
ORGANIZATION**



**OTHER**



“People are seeking meaning. You can help them find meaning by better understanding them. To better understand them, learn to speak their language.”

**SPEAK UP  
SPEAK OUT  
LEAD WELL**

*Robert Kennedy III*  
PROFESSIONAL SPEAKER

[www.robertkennedy3.com](http://www.robertkennedy3.com)

