



TAKING POINT

Prioritizing People & Culture for Winning Results



ALL IN. ALL THE TIME.



BUD/S

“Get Comfortable Being Uncomfortable” - Navy SEAL Philosophy





HOW ELITE TEAMS WIN

"I will not fail." - Navy SEAL Ethos



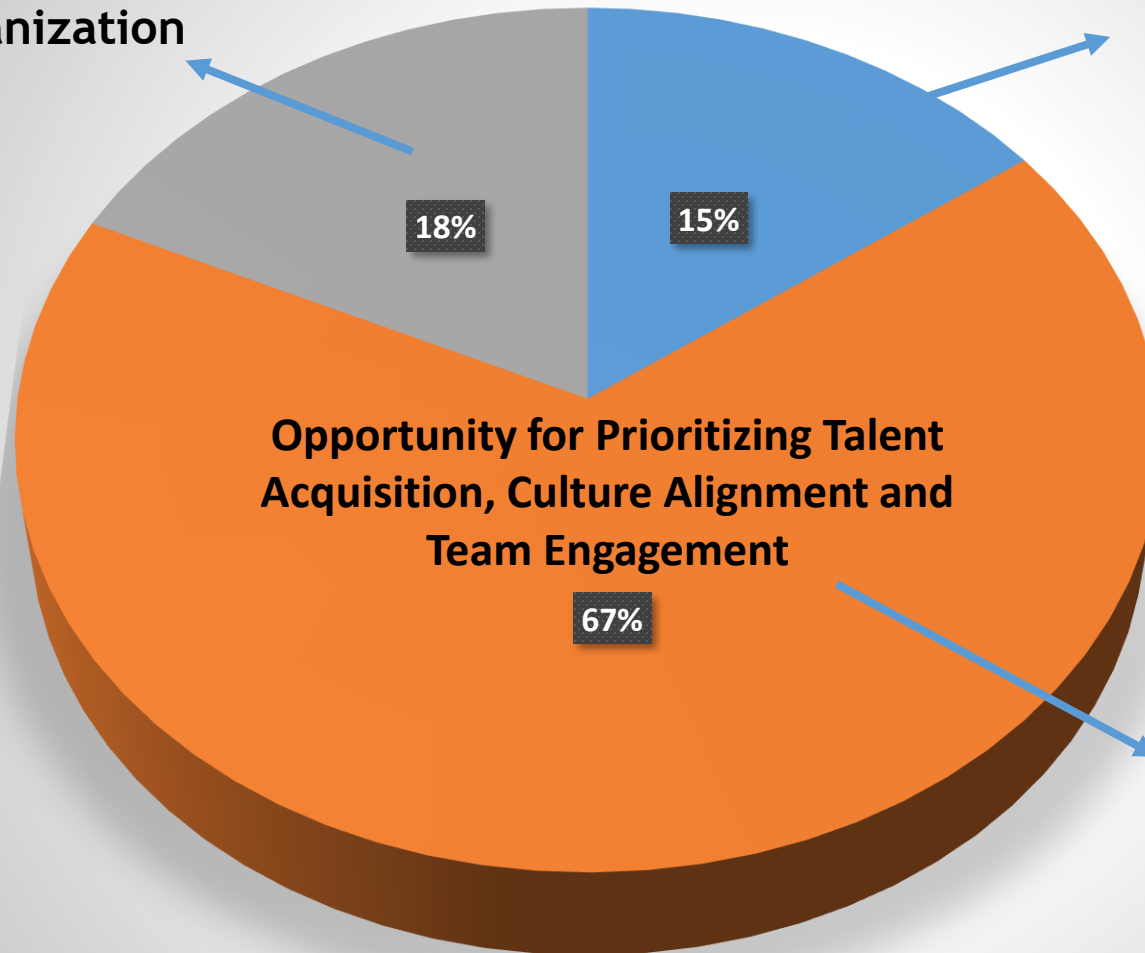
BUILDING A WINNING CULTURE

“We train for war and fight to win.” - Navy SEAL Ethos

TALENT ENGAGEMENT

Working Against
Organization

Connected,
Shared Values &
Purpose, Above
& Beyond

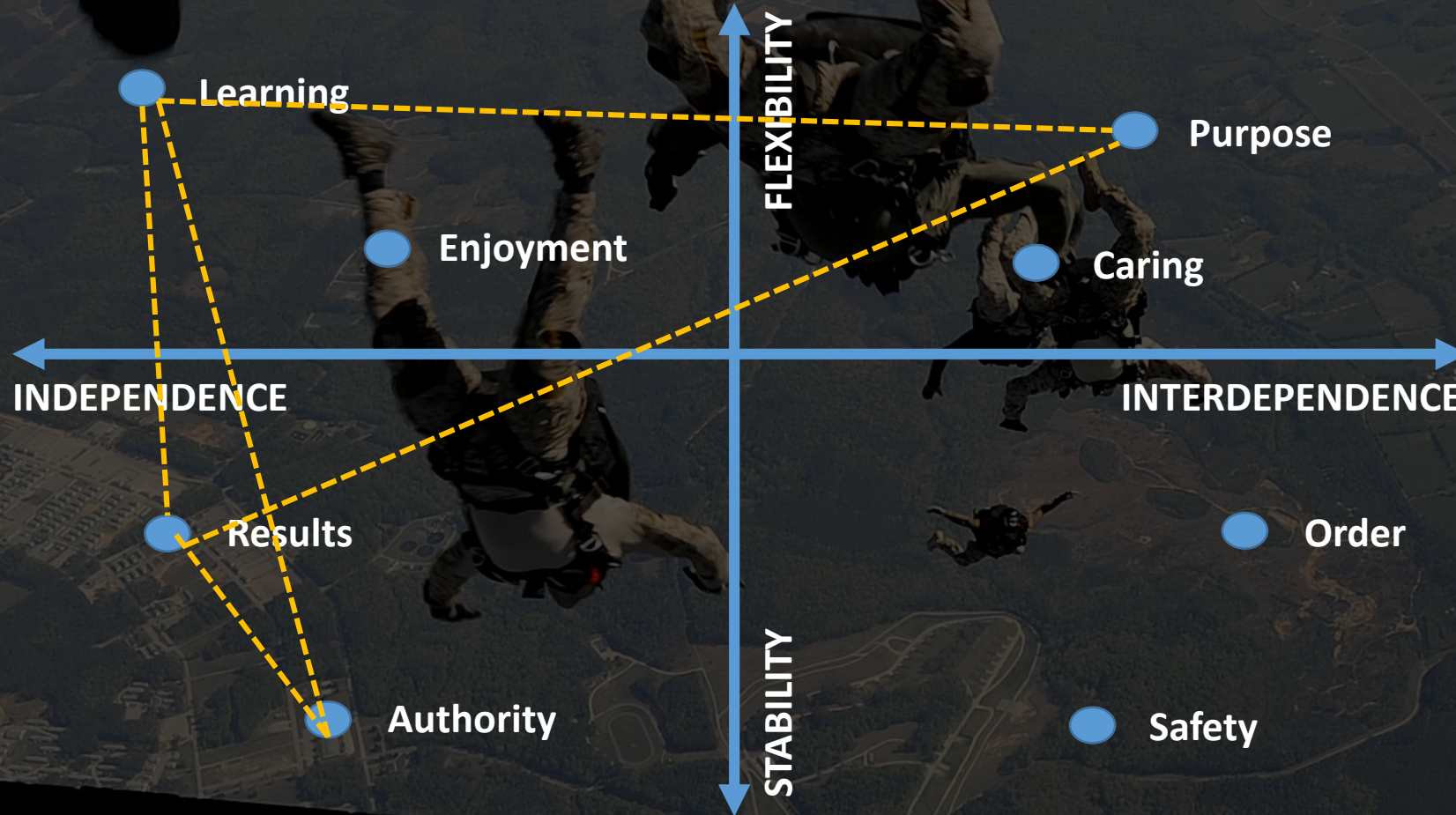


Opportunity for Prioritizing Talent
Acquisition, Culture Alignment and
Team Engagement

- Engaged
- Disengaged
- Actively Disengaged

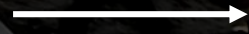
Satisfied, Get
Work Done, Bare
Minimum

Leadership + Culture + Strategy



Leading Through Change

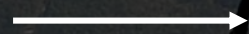
Building a Change Culture



Aligning Culture with Strategy

Trust & Accountability

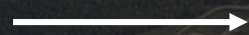
Preparing for the Change Battle



Mindset & Behavior Shift

Feedback, Planning, Comms

Winning the Change Fight



Buy-in, Participation, Fatigue

Discipline & Resiliency



ACCOUNTABILITY

“In the absence of orders I will take charge.” - Navy SEAL Ethos

Accountability for Driving Results

Results Pyramid

R1 VS R2 Results

Actions Driving R2
Results

Beliefs & Behaviors

Cultural Experiences &
Rituals

READINESS

**Ensuring Gear & Weapons
Readiness at all Times**

Preparedness is a Priority

**Team Gear, Troop Gear,
Platoon Gear, Your Gear,
YOU**

Accountability for Driving Results

Results Pyramid

R1 VS R2 Results

Actions Driving R2
Results

Beliefs & Behaviors

Cultural Experiences &
Rituals

INNOVATION

**Use of Collaboration & Cross-
functional Teams**

**Innovation is the Path to
Growth & Profitability**

**Talent Acquisition, Prof.
Development, Innovation
Lab**



TRUST

“My integrity and honor are steadfast.” - Navy SEAL Ethos



NEVER OUT OF THE FIGHT

TAKINGPOINT

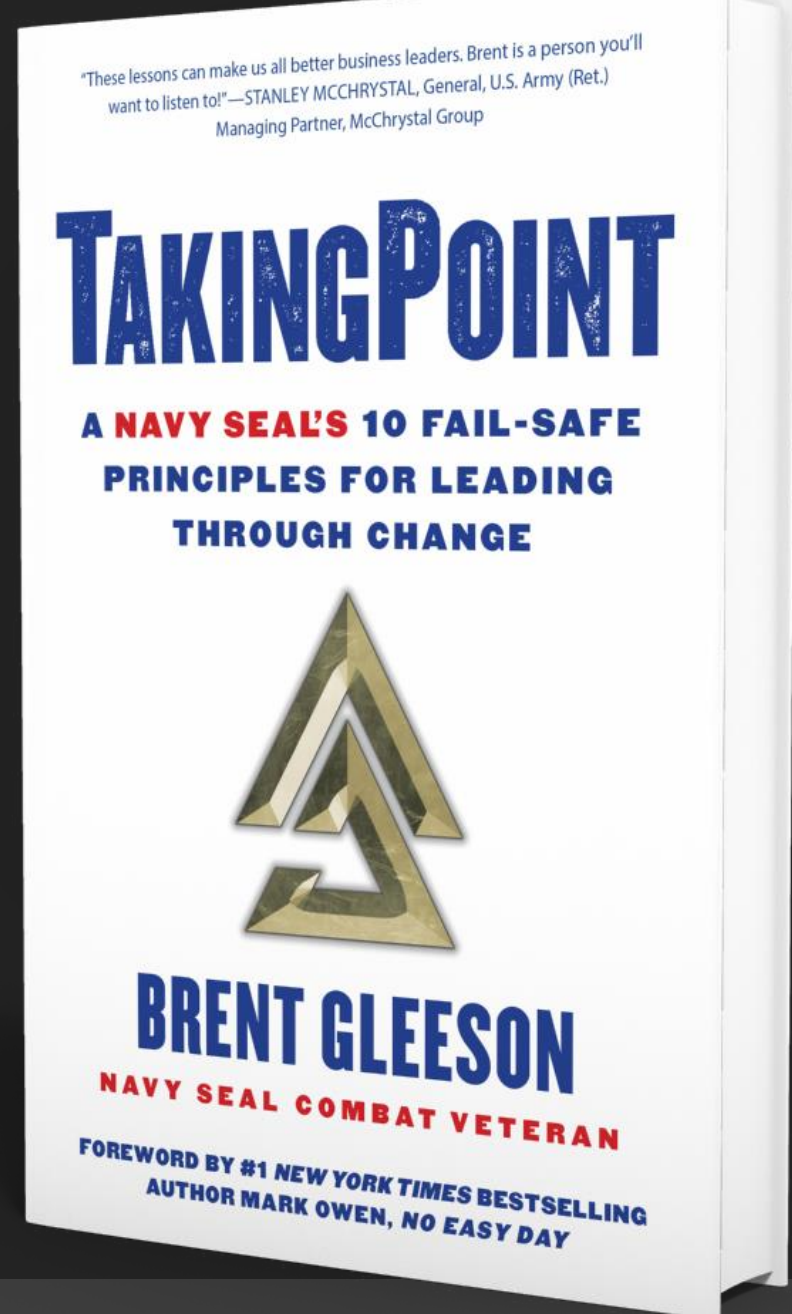
A NAVY SEAL'S 10 FAIL-SAFE PRINCIPLES FOR LEADING THROUGH CHANGE

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General Stanley McChrystal, U.S. Army (Retired)
Managing Partner, McChrystal Group

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BrentGleesonSpeaker.com