

TTI SUCCESS INSIGHTS®

CONVERGE

On the Road

Introduction to The NextPoints in Our Journey

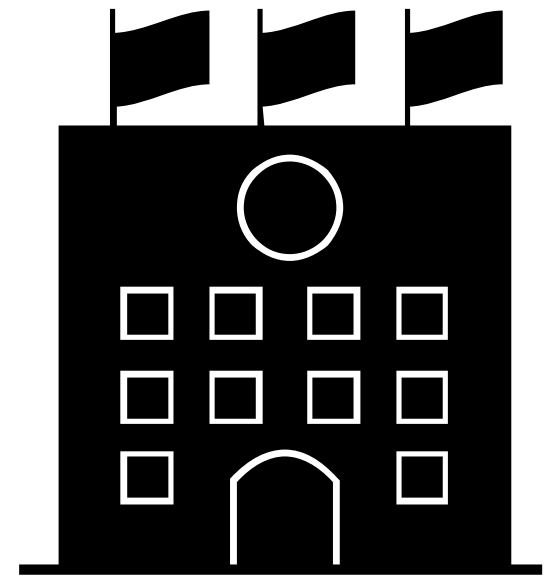
Presented by: Rick McPartlin and Favor Larson



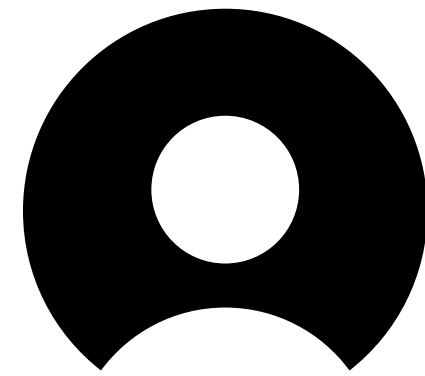
The Problems We Want to Solve Starting From the Buyer Back



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**The
Companies**



**The
Individuals**



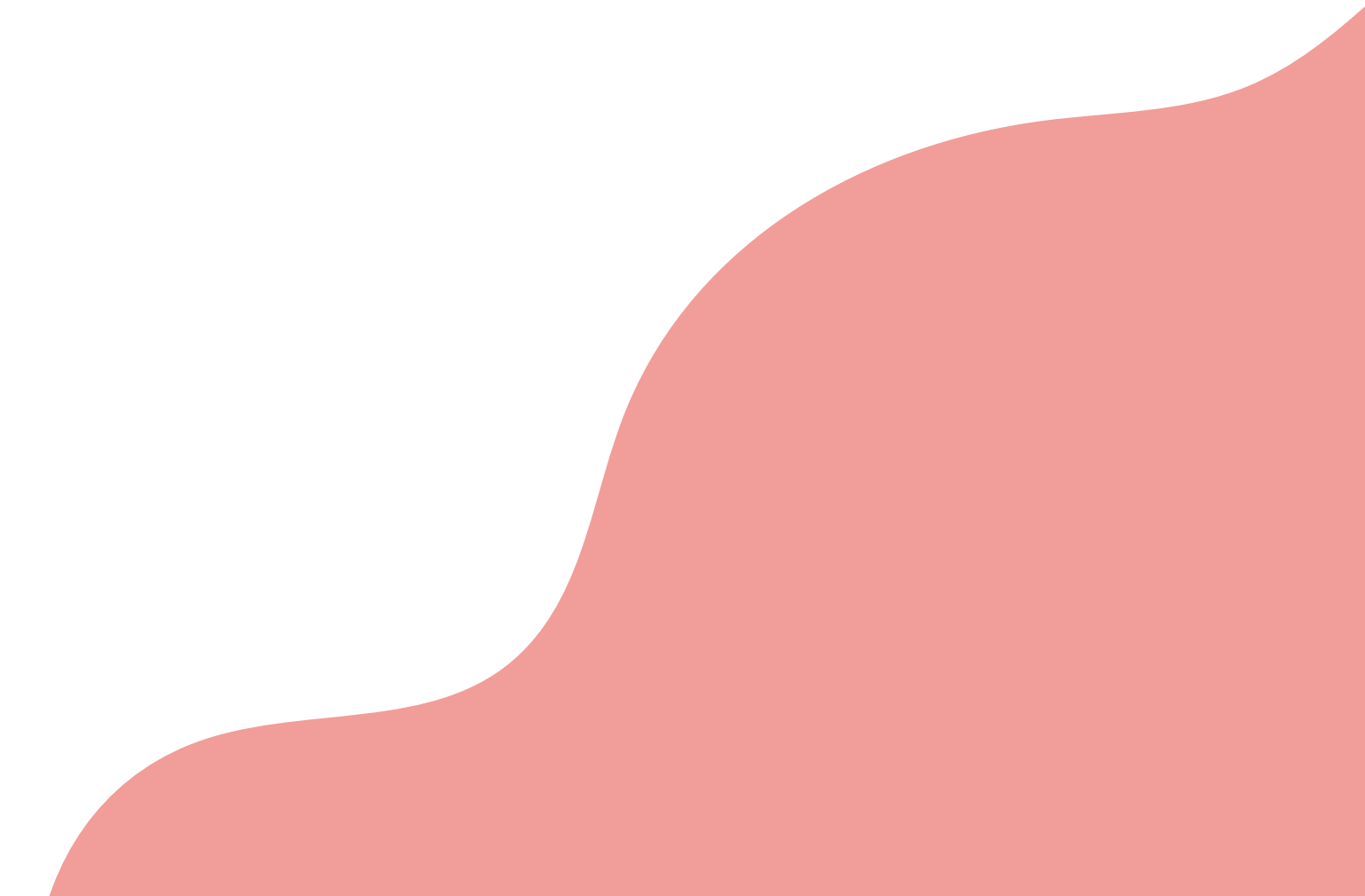
**Our
Partners**



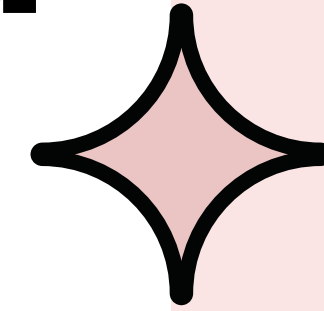
**TTI Success
Insights**



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Today's Cash Gets You Today's Outcome

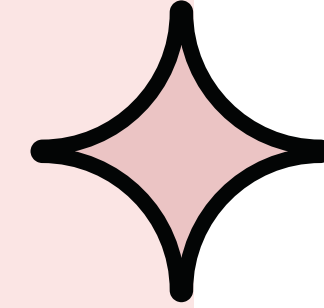


1. Senior leadership time and talent
2. Operational leadership time and talent
3. HR staff time and talent
4. Various outside purchased resources
 - A. Hiring support
 - B. Coaching
 - C. Training
 - D. Assessments and other tools
 - E. Benefits
 - F. Education
 - G. Technology
 - H. Surveys, research, reviews
 - I. Consultants

**Points where money
is invested in the future
or
to fix the current**



Points Where Empty Impacts Operations and Scale



1. Sales
2. Marketing
3. Engineering
4. Accounting/Finance
5. Leadership
6. Board
7. Operations
8. Customer service
9. Manufacturing
10. Customer Success
11. Development
12. Others

**Empty desks are points
of chaos or revenue
given back**



The Cost of Today and the Opportunity for Tomorrow ✨

1. Lack of engagement
2. Lack of health
3. Unaligned tools, language, process, metrics
4. Lack of productivity by desk
5. Unfilled roles slowing or stopping functions
6. Difficult, slow and expensive hires
7. Turnover
8. Incomplete onboarding
9. Incomplete succession plan in place
10. Burnout
11. Limited collaboration, innovation, alignment
12. Cross-silo conflict
13. Not living to Brand Promise
14. Employee purpose not aligned to organizational purpose
15. Impact on Brand



Points of extra
payments

What Problems Are We Solving?

For the company - Maximize value across the organization, resulting in engaged, high performing people, increasing profit through growth and efficiencies and greater impact by aligning with purpose

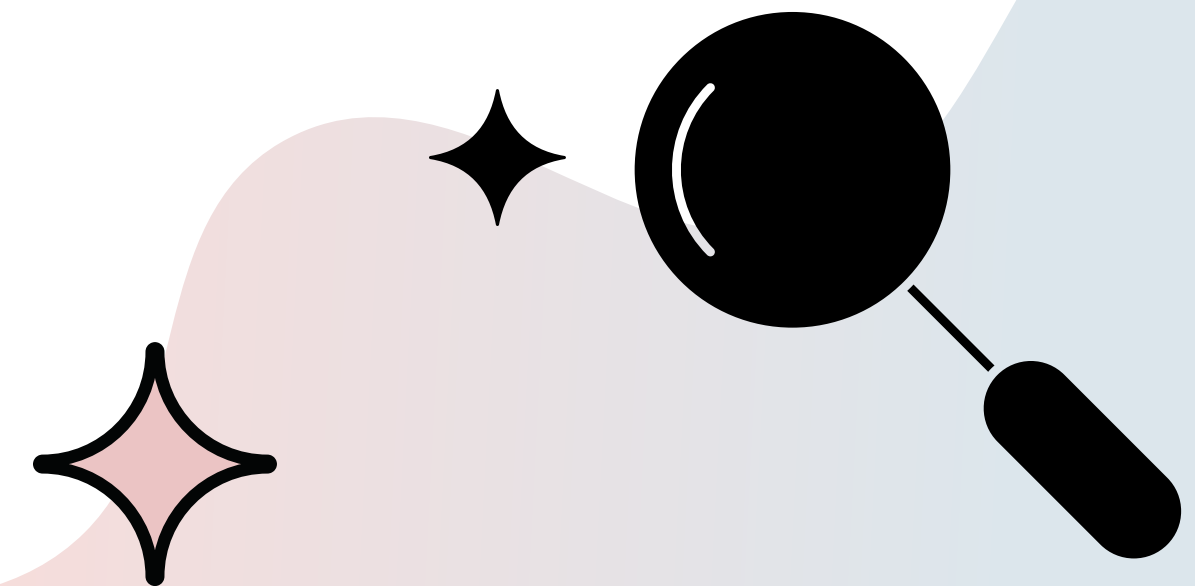
For the individual - Employ a resource that empowers and follows them throughout their career

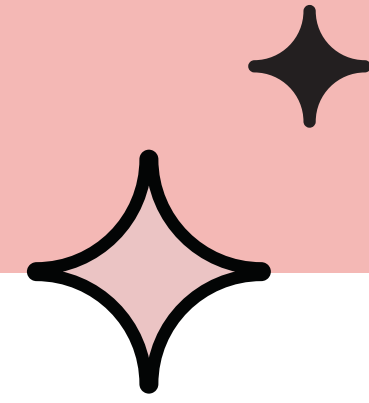
For the partner - A flow of business opportunities that focus on specific areas of expertise, through a coordinated network of like-minded people, working together in a co-branded offer

For TTI Success Insights - A global impact that leverages our relationships, expertise, systems and tools



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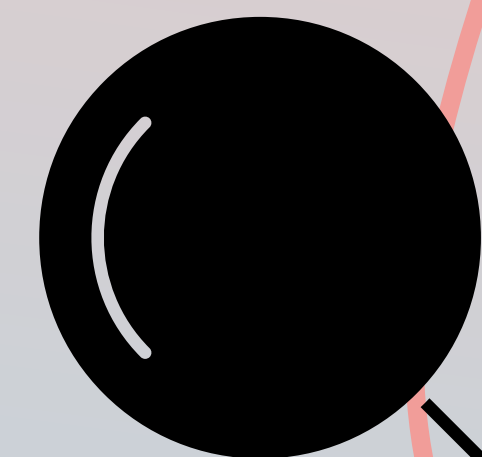
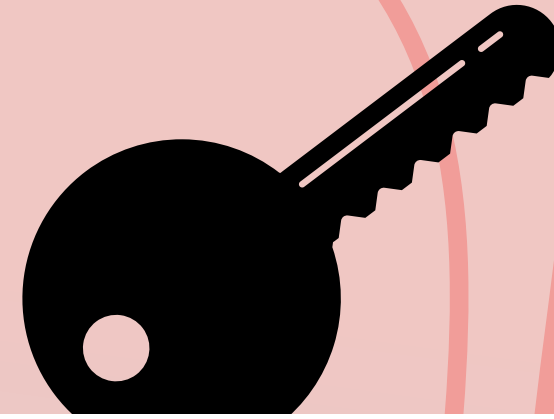
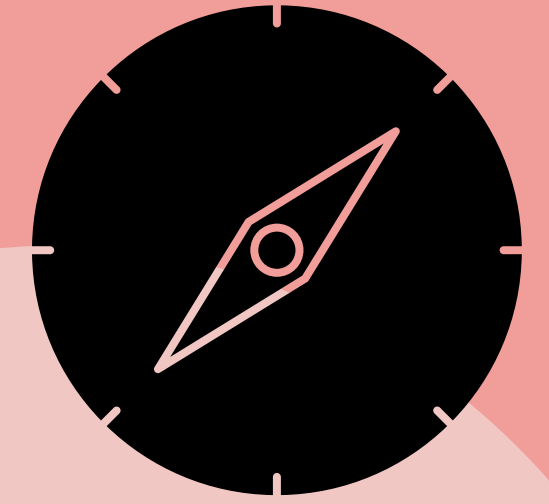
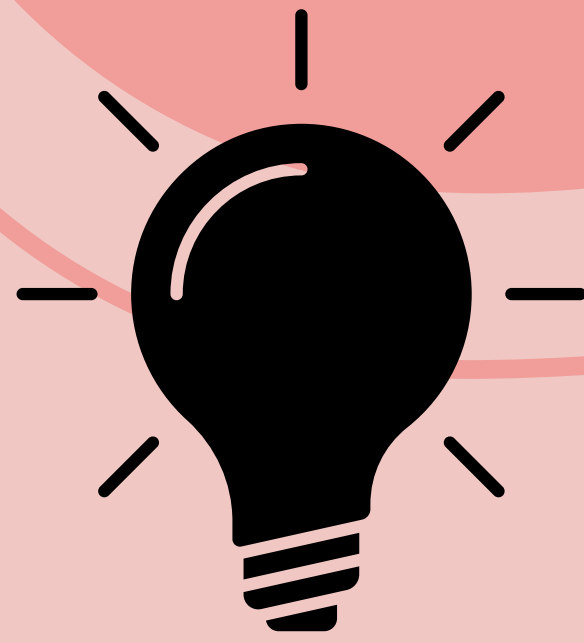


Our Purpose:

**Spark Transformative
Experiences in People's
Everyday Lives**



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The Future We Want to Create



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The Power of Our Network

How can we best leverage the power of our network to solve these problems?

Enterprise-level Consulting

Sales & Business Development

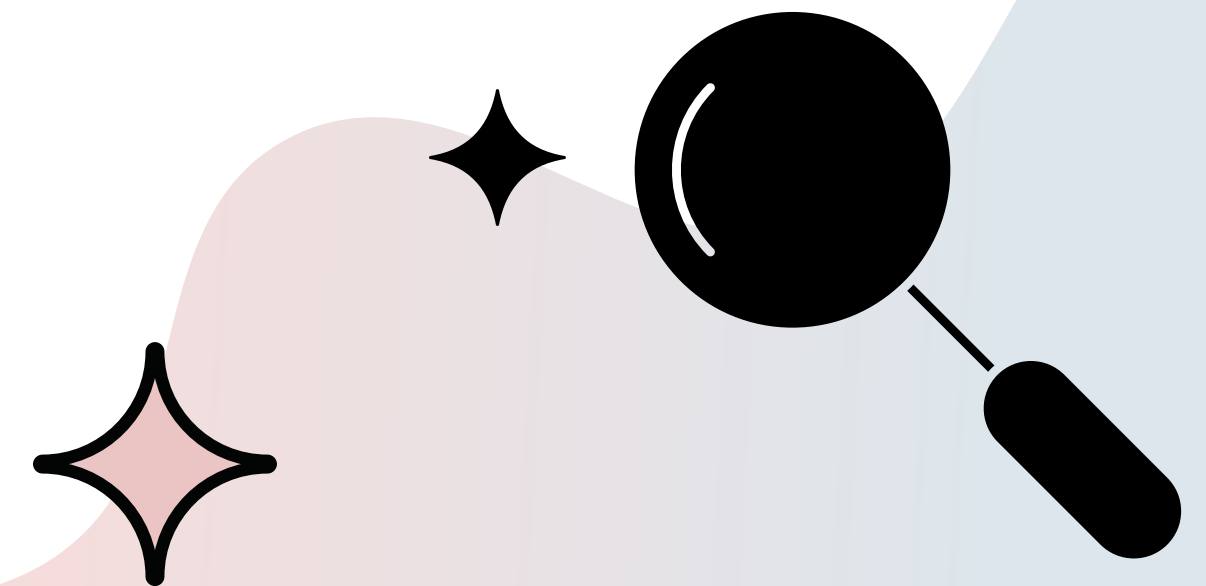
Facilitation, Coaching and Delivery

Intellectual Property

Expertise and Guidance (Brain Trust)



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Creative Thinking - Similar Frameworks

General Contracting/Construction

Real Estate Industry

Travel Industry

Medical Industry

Film Industry



Creating a New Paradigm

Value transfer through curated products, services & experiences that create transformations for individuals, teams, organizations and communities.



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The Structure

A strategic, buyer-back general contractor model designed for transformation.

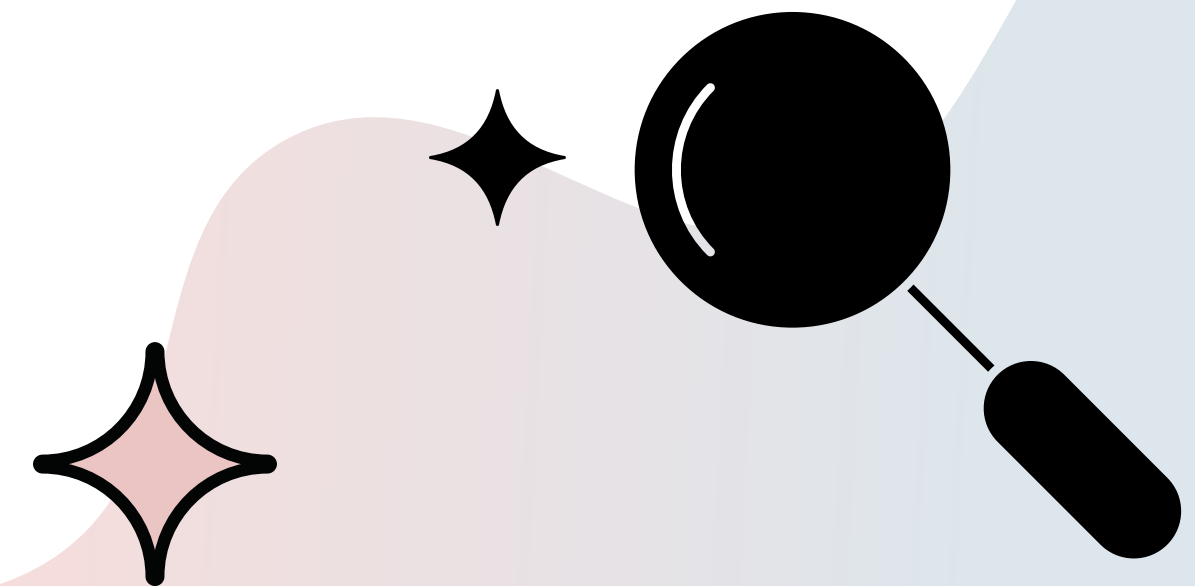
TTI Success Insights acts as a general contractor, where required, who works with clients to design a strategic program, define a budget, and so on; similar to a construction contractor helping a client create a design, budget, coordinating with all related parties to create a great, legacy building.

The engagements will use “sub-contractors” all along the value creation continuum as a result of specific Statements of Work, meeting the ideal buyer’s goals.

Partnership will help with sales, plan design, as project managers, sub-contractors for specific services, and so on.



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Assessments and Beyond

Assessments alone cannot support this new framework

We will be leveraging our partners/network to provide more resources to spark transformations:

Coaching/training programs

Machine Learning/Large Language Models (AI)

Performance Management Resources

User Apps



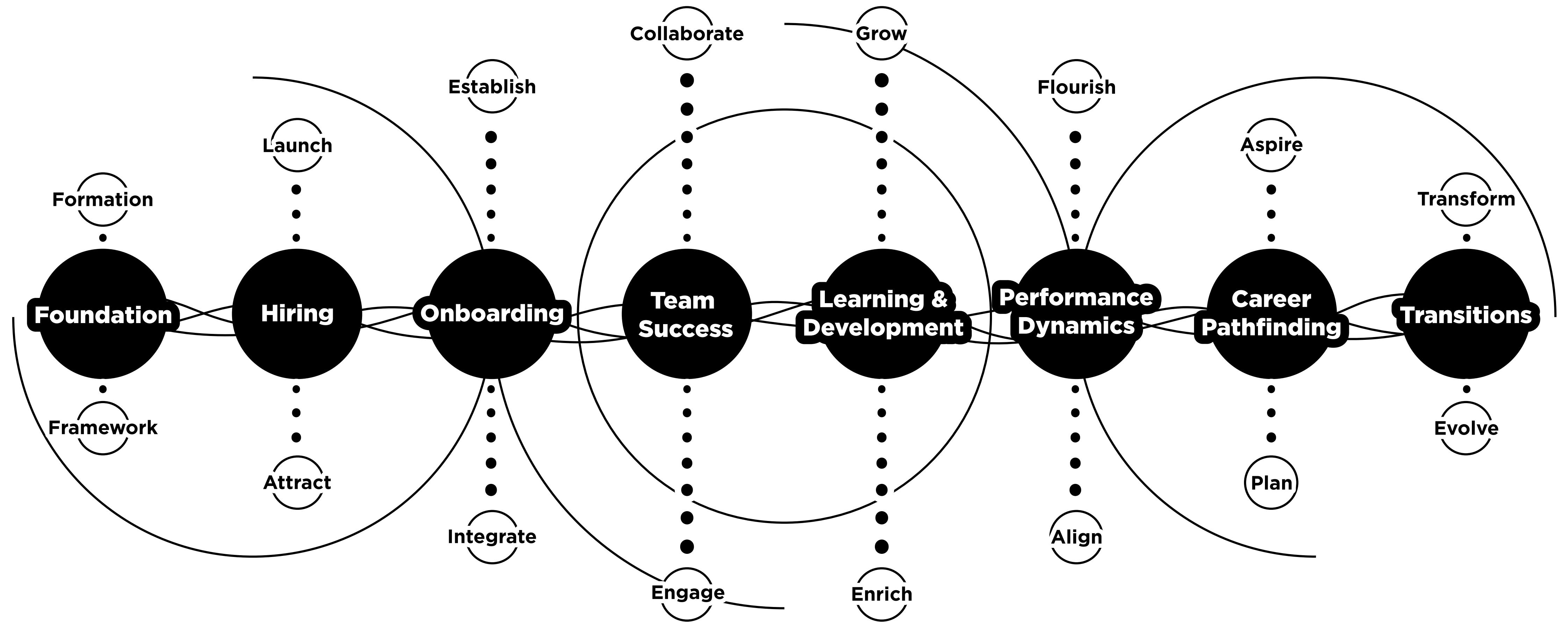
Introducing NextPoints

Mapping the Connections
of Human-Centric Business



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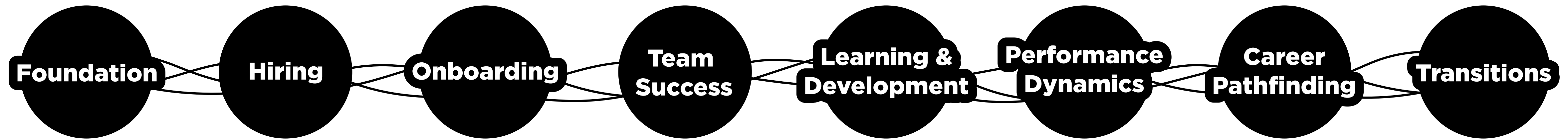
INDIVIDUAL



ORGANIZATION

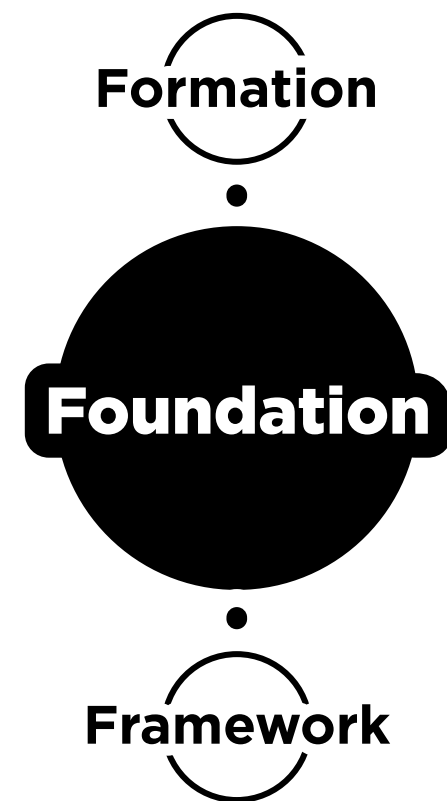


The WayPoints / Areas of Focus



Individual & Organizational Continuum

INDIVIDUAL



Formation

Setting Your Trajectory

Foundation

Framework

Envisioning the Future



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Individual & Organizational Continuum

INDIVIDUAL



Launch *Finding the Right Fit*

Hiring

Attract *Strategizing Recruitment*



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Individual & Organizational Continuum

INDIVIDUAL



Establish

Creating Connections

Onboarding

Integrate

Setting Up For Success



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Individual & Organizational Continuum

INDIVIDUAL

Collaborate



**Team
Success**



Engage

Collaborate

Developing Synergy

Team Success

Engage

Empowering Collaboration

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Individual & Organizational Continuum

INDIVIDUAL

Grow



Learning & Development



Enrich

Grow

Embracing Improvement

Learning & Development

Enrich

Nurturing Talent

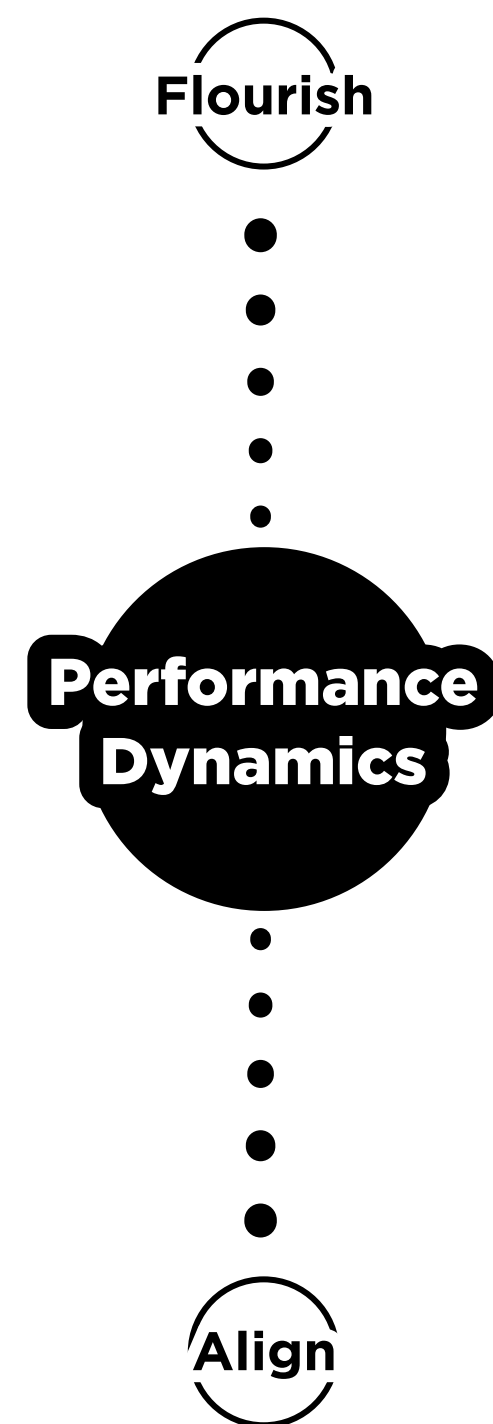


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Individual & Organizational Continuum

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Flourish

Tracking Success

**Performance
Dynamics**

Align

Managing Outcomes



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Individual & Organizational Continuum

INDIVIDUAL



Aspire *Mapping Your Path*

Career Pathfinding

Plan *Forecasting the Future*

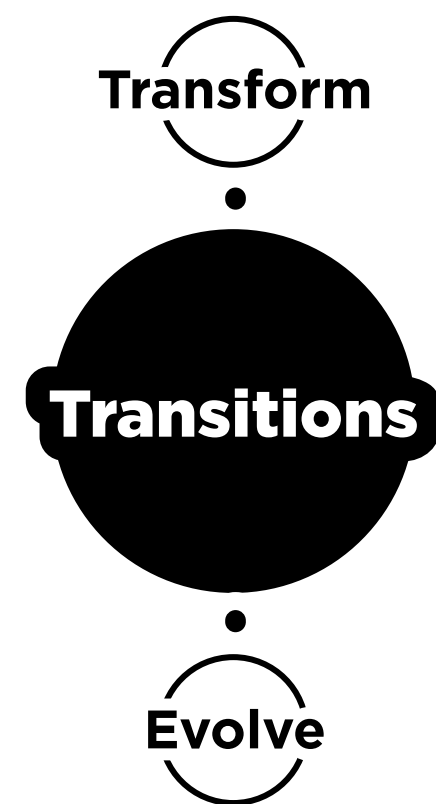


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Individual & Organizational Continuum

INDIVIDUAL



Transform *Moving Forward*

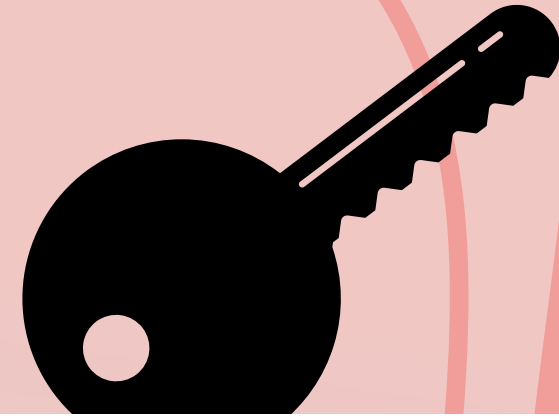
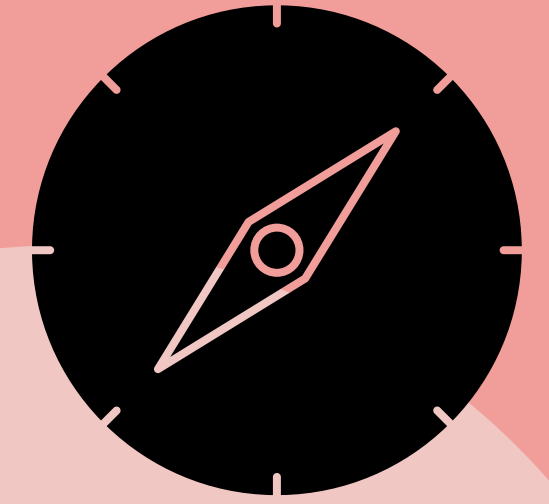
Transitions

Evolve *Creating Succession*

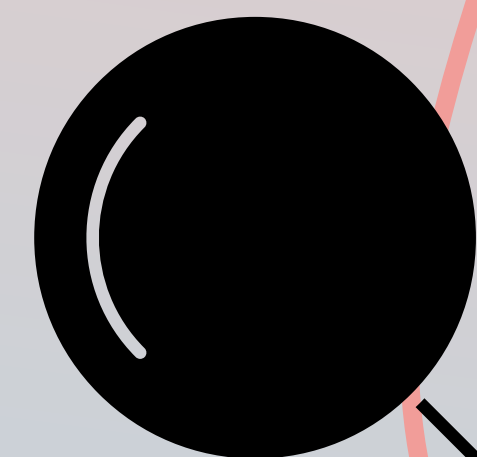


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Contributors



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The Internal NextPoints Team

Favor Larson

Rick McPartlin

Ron Price

Bobby Tynning

Brittney Helt

Camille Favilli

Casey Latto

Dustin Hebets

Dr Eric Gehrig

Jaime Faulkner

John Kloian

Kate Biben

Kayla DeVault

Dr Ron Bonnstetter

More to Come...



Current Brain Trust Members

Amy Lafko

Angie Lion

Carla Fugit

Chris Young

Dr. Phillip Shero

Graham Herbert

Meg Fitzpatrick

Robert Sicora

Shari Pheasant

Steve Van Remortel



The Brain Trust

Partnerships to Create the Envisioned Future

Brain Trust Guests:

Graham Herbert

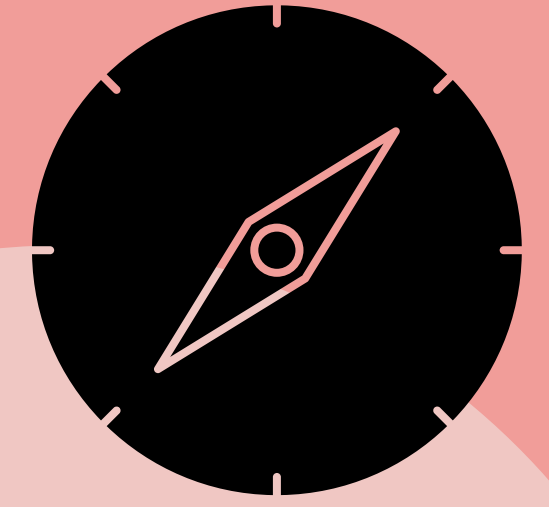
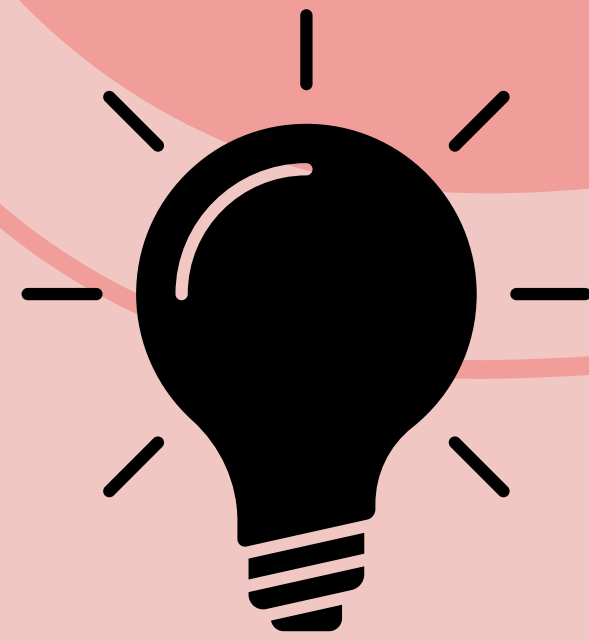
Chris Young

Dr Phillip Shero

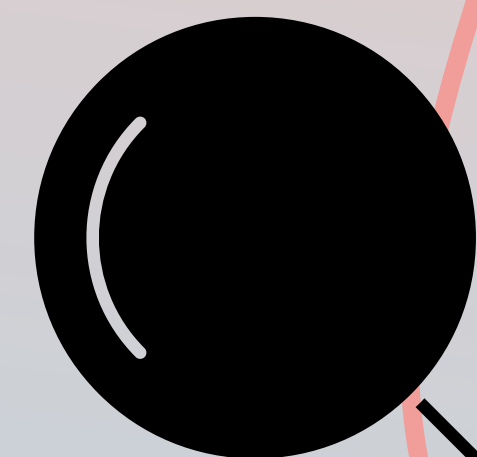


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What Does Partnership Look Like



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We Can Only Succeed With You

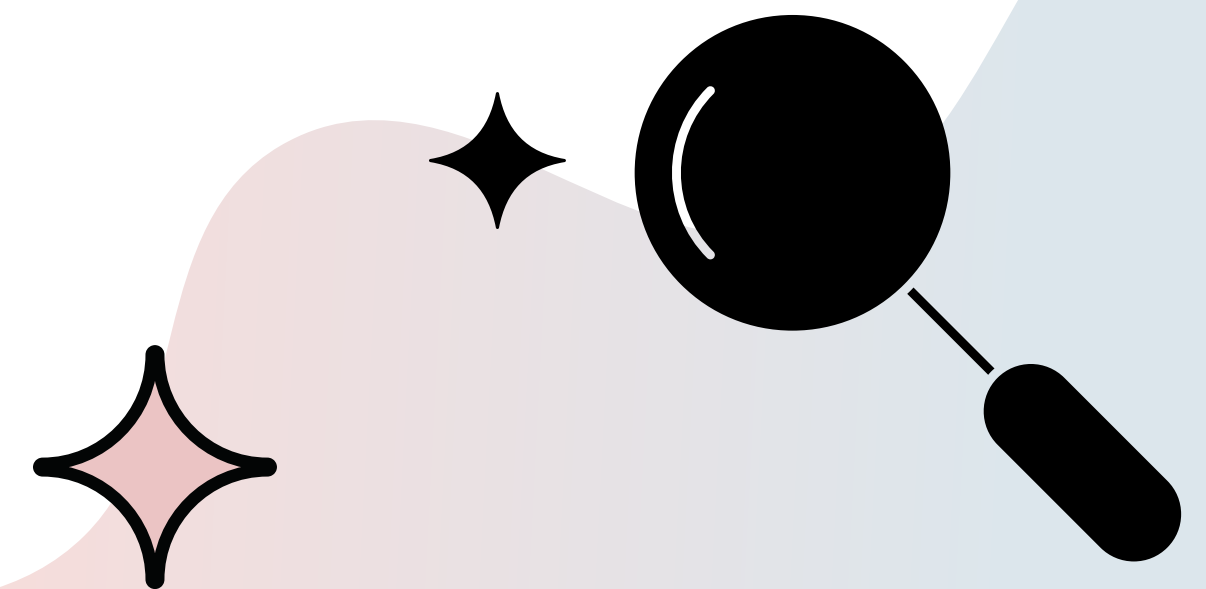
Enterprise Consultant

Sales and Business Development

Practitioner/Facilitator



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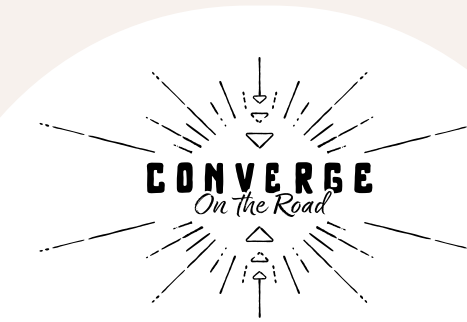
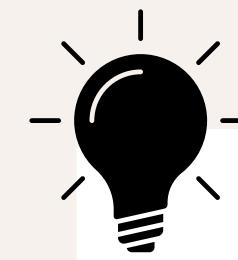


What is Your NextPoints?

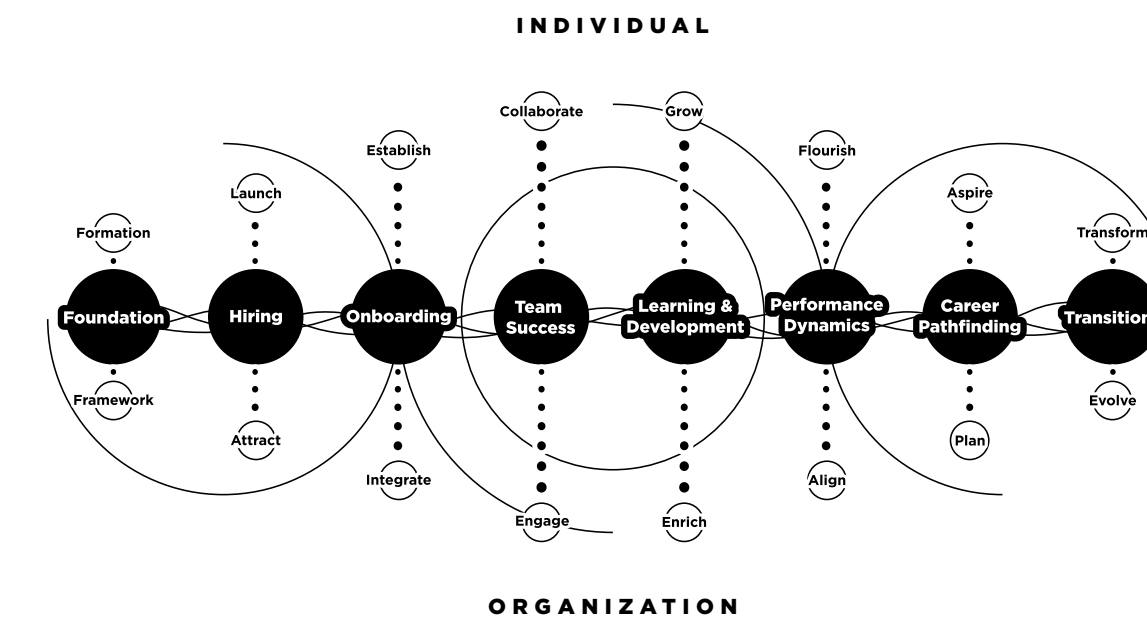
We can only succeed with your partnership.

At your table groups, discuss where you see yourself in this new offer

- Which 2-3 areas would you like to contribute?
- What role best fits your interest?
- Complete your handout and return to a TTI team member



CONVERGE ON THE ROAD: THE HOLISTIC APPROACH INTRODUCING NEXTPOINTS



Name: _____

PS #: _____ Email: _____

Where does your expertise best fit in the NextPoints model? Check the top 2-3 areas you would like to contribute:

_____ **Foundation**
Individual: Formation
 Setting Your Trajectory
Organization: Framework
 Envisioning the Future

_____ **Hiring**
Individual: Launch
 Finding the Right Fit
Organization: Attract
 Strategizing Recruitment

_____ **Onboarding**
Individual: Establish
 Creating Connections
Organization: Integrate
 Setting Up For Success

_____ **Team Building**
Individual: Collaborate
 Developing Synergy
Organization: Engage
 Empowering Collaboration

_____ **Learning and Development**
Individual: Grow
 Embracing Improvement
Organization: Enrich
 Nurturing Talent

_____ **Performance Dynamics**
Individual: Flourish
 Tracking Success
Organization: Align
 Managing Outcomes

_____ **Career Pathfinding**
Individual: Aspir
 Mapping Your Path
Organization: Plan
 Forecasting the Future

_____ **Transitions**
Individual: Transform
 Moving Forward
Organization: Evolve
 Creating Succession



The Business Roadmap



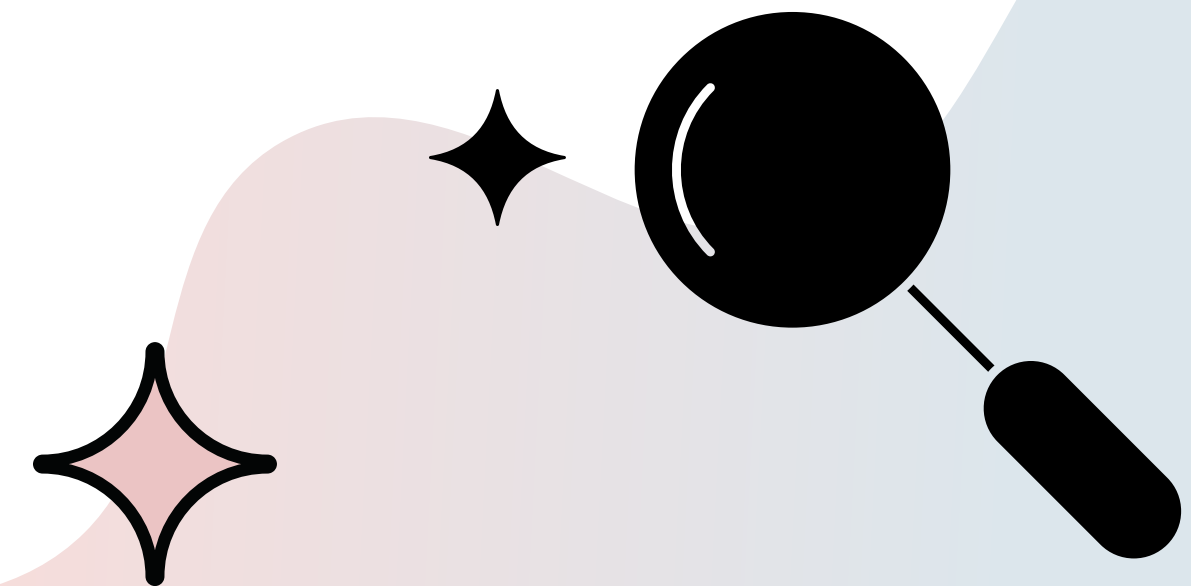
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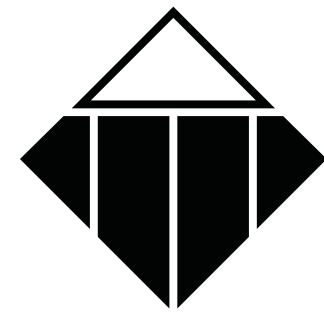
Timeline and Milestones

Pre-launch: Converge on the Road 2023

Soft Launch: Announce 40th Anniversary Event May 2024

Official Launch: First Quarter 2025





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Thank you!