



# Transforming Business, Transforming Culture

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## Playing To Win

4x  
in  
4 years

**Playing To Win**

**Hope Is Tangible  
& Teachable**

**4x  
in  
4 years**

**Goal + Pathway  
+ Agency  
=  
840K Hours  
Saved**

**Playing To Win**


**Hope Is Tangible  
& Teachable**

**Organizational  
Resilience**

**4x  
in  
4 years**

**Goal + Pathway  
+ Agency  
=  
840K Hours  
Saved**

**\$8.5B in Deals  
in 100 Days**



**PLAYING TO WIN**  
**VS**  
**PLAYING TO NOT LOSE**



**3%**  
Market  
Share

**100's**  
of SKUs

**30**  
Industries





# FOCUS 5 DROVE ....

**1** ... CAPITAL ALLOCATION

**2** ... EVERY FUNCTION

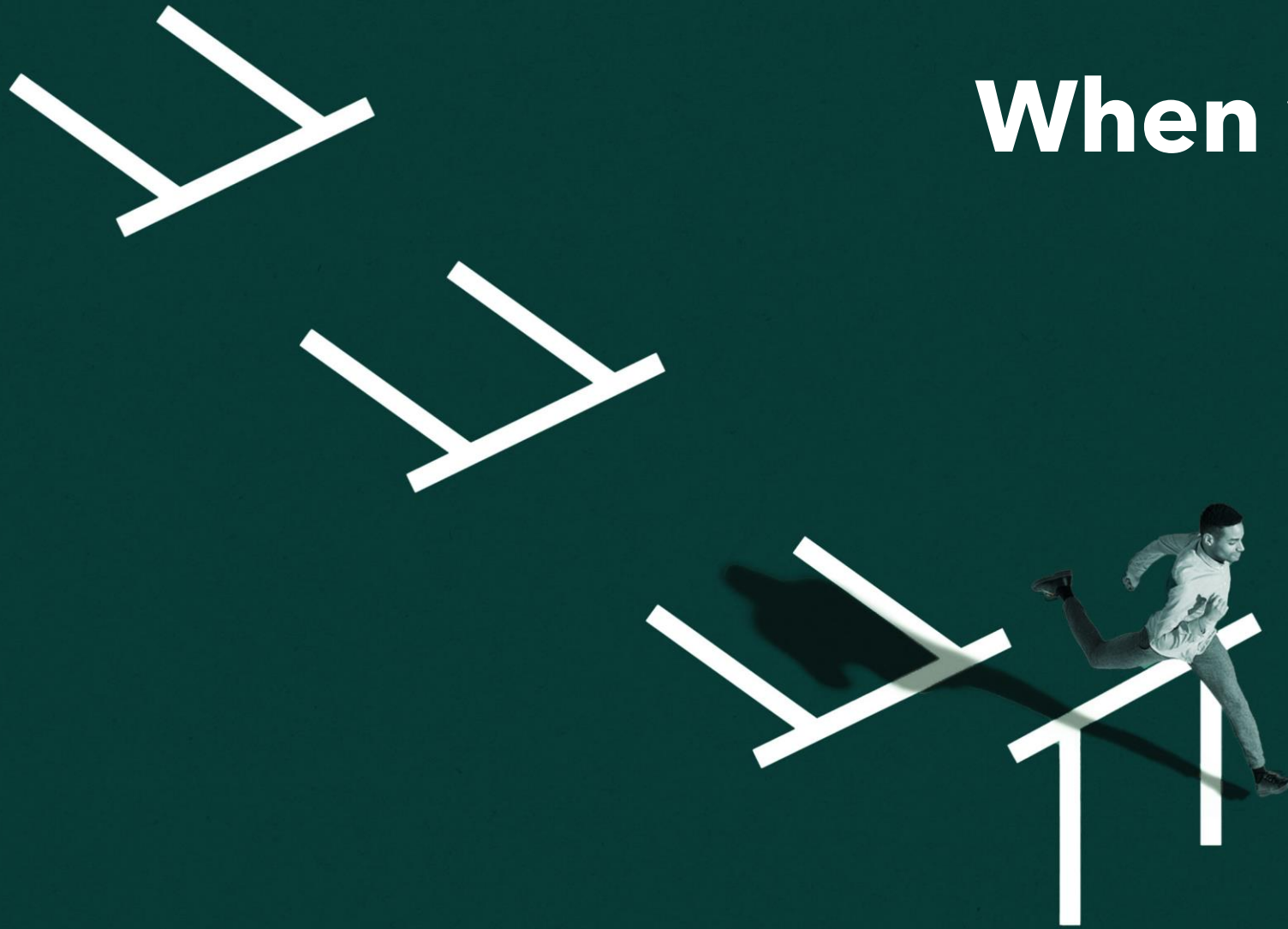
**3** ... EVERY PERSONS GOALS

**4** ... EVERY MANAGEMENT MEETING

**5** ... COMP & BONUSES

**6** ... EVERYTHING

**When we focus,  
we win.**



**HOPE**

**Hope Is Tangible And Teachable...  
And The Key When We Are Tested**





**GOAL + PATH + AGENCY**

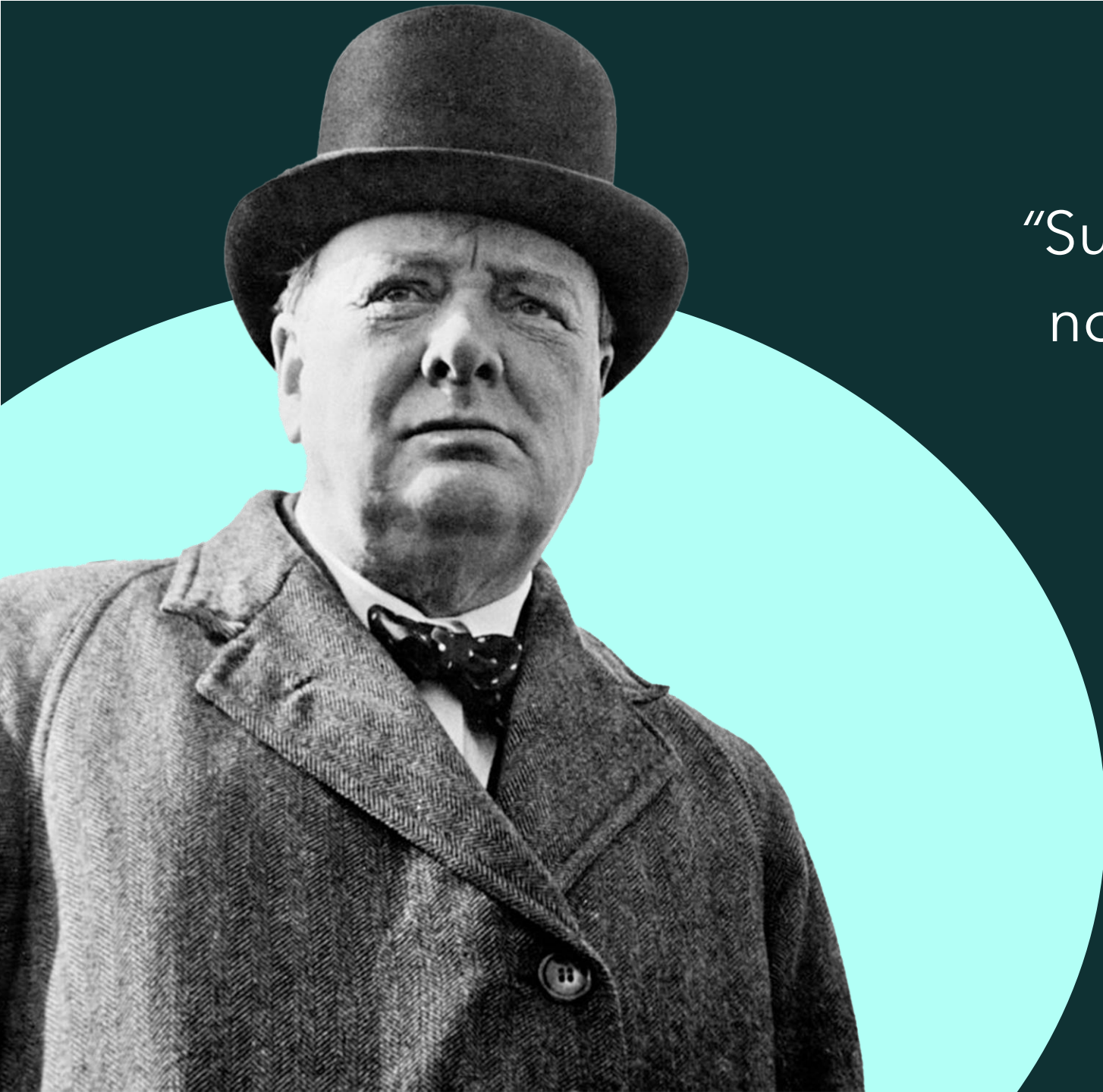
**= HOPE**

**STOP  
LIST**

**840K**  
Hours

**AGENCY**

**\$380M**  
Cost



“Success is not final, failure is not fatal; it is the courage to continue that counts.”

**- *Winston Churchill***



# Cultivating Resiliency



# Making space for ~~mistakes~~ learning



**Anticipating, preparing,  
responding, and adapting**

# Culture as a foundation to transformation



# LUMEN<sup>®</sup>

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## The trusted network for AI