



WORLD WIDE TECHNOLOGY CEO

JIM KAVANAUGH WITH HOST DON YAEGER

Don's favorite quotes from the episode:

- The harder you work, the luckier you get. You have to be willing to put the time and effort in because it's a competitive space out there.
- Don't aim to create a "best place to work" just to win an award. If you're doing it to truly develop your employees and build a culture that stands the test of time—one based on values and behaviors—then you'll have something that can be sustained and repeated.

Reflection Questions: How willing are you to go the extra mile when faced with a challenge?

How do you handle pressure when time is limited, and how can you develop a mindset of composure and creativity in high-stakes moments?

In what ways are you ensuring that your company's values and culture align with day-to-day operations and long-term strategy?

THE ART OF

Storytelling

INCREASE SALES • CAPTIVATE INVESTORS • GROW LEADERSHIP





It is a Universal Truth: Storytellers change the world. They connect with others at such an intimate level that they become the best leaders, the best mentors, the best teachers, preachers, politicians and salespeople. They're even the best dinner guests!

The good news is that the Art of Storytelling ***CAN BE LEARNED!***

Your audience can improve their storytelling skills by incorporating fundamental elements and habits. In this live or virtual program you will learn the **Ten Elements of a Well-Told Story** that Don has discerned from research and applied as longtime Associate Editor of Sports Illustrated and an 11-time *New York Times* best-selling author.

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