



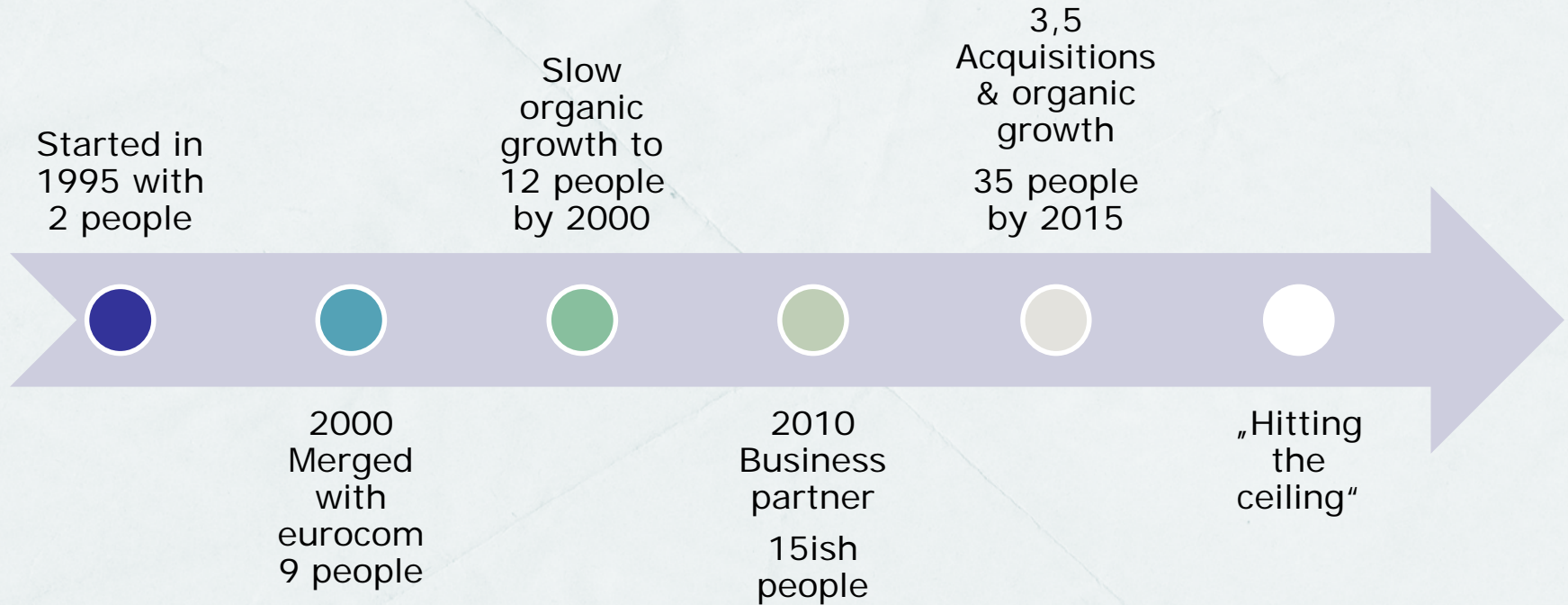
# Translators or Entrepreneurs?



# IMAGINE...

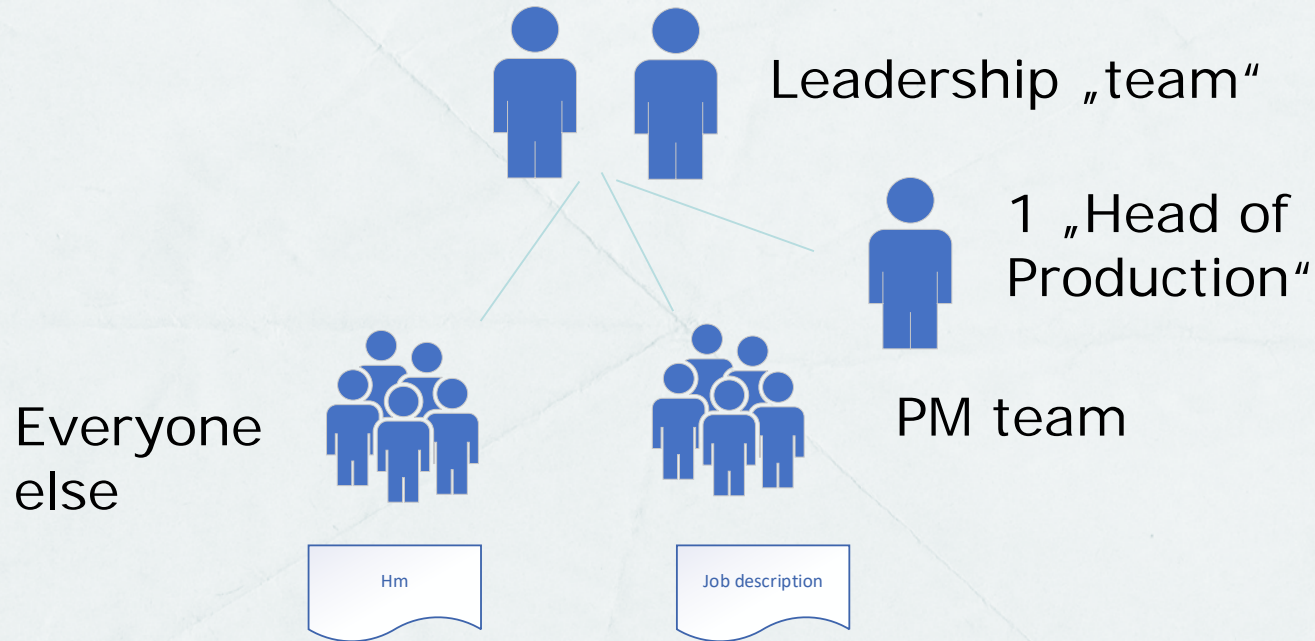


# PLEASE NO GROWTH – THE VISION





# PLEASE NO GROWTH – THE STRUCTURES

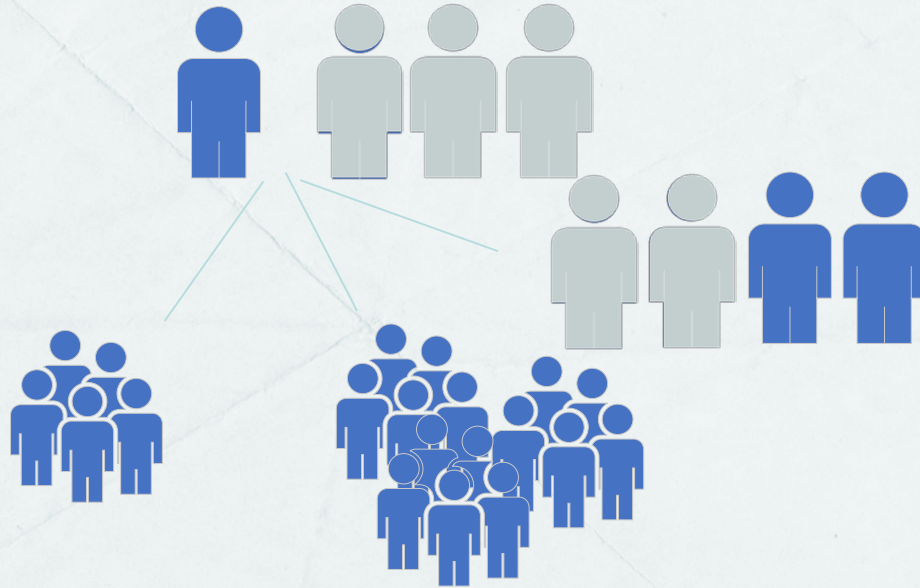


# PLEASE NO GROWTH – THE CONSEQUENCES

- ▶ Working long hours
- ▶ Losing focus
- ▶ Not getting important things done
- ▶ Getting frustrated
- ▶ Feeling guilty
- ▶ Sell? Really?

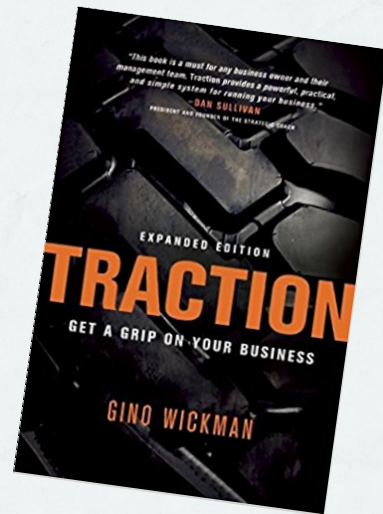


# THE BABY BOOMER YEAR





# BOOM



# KEY INSIGHTS

## Visionary

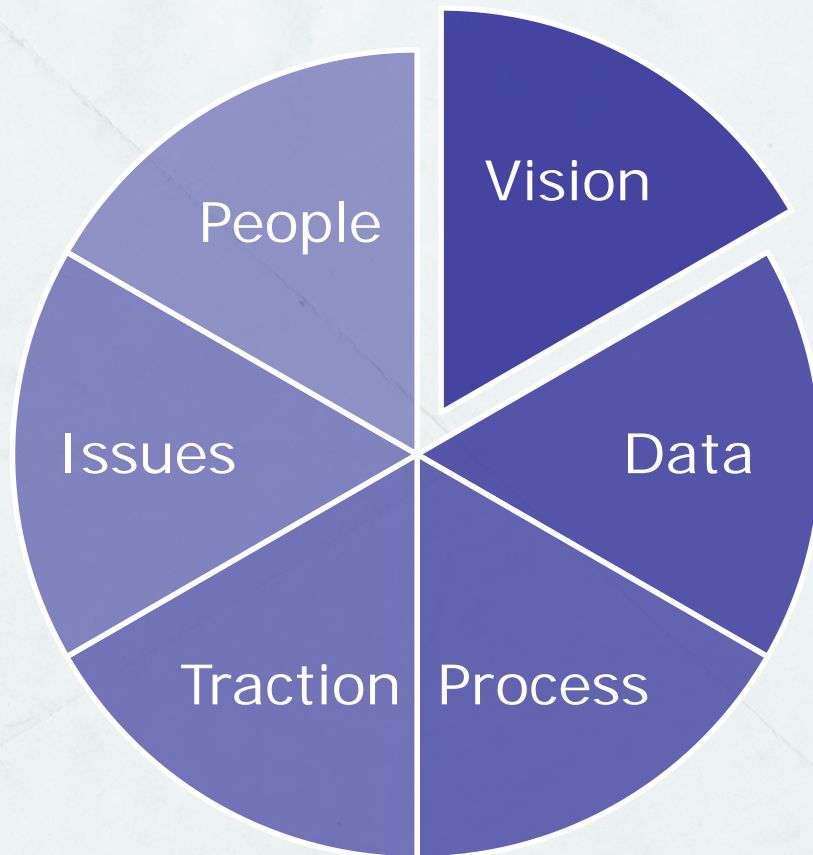
- New Ideas, R&D
- Creative problem solving
- Major external relationships
- Culture
- Selling big deals

## Integrator

- Leading, managing, accountability
- Business plan execution, results
- Integrating major functions
- Resolving issues
- Communication



# KEY INSIGHTS



# TAKE-AWAYS

- ▶ When you get to a fork in the road, take it!
  - ▶ Accept luck and let it happen
- ▶ Face the brutal facts but maintain faith
- ▶ Get a partner (Integrator or Visionary)
- ▶ Allow change

Mockrát děkujeme!  
Σας ευχαριστούμε πολύ!  
Muito obrigado! Go raibh maith agaibh!  
Vielen Dank! Multumesc!  
Nuoširdžiai dėkojame! Najlepša hvala!  
Благодаря! Köszönjük szépen!  
Merci beaucoup! Grazie mille!  
Dakujeme vám veľmi pekne! Hartelijk dank!  
Tack så mycket! Kiitos! **Thank you!**  
Liels paldies! Nirringrazzjawk ħafna!  
Hvala lijepa! Muchas gracias!  
Dziękujemy za uwagę!  
Mange tak!