



LEAD - VP TRACK Q2

Learn, Engage, Apply, & Develop

BRIDGE
INVESTMENT
GROUP

Executive Guest Speakers:



INNA KHIDEKEL
Senior Managing Director,
Co-Head of Client Solutions
Group



LOURDES FISHER
Senior Managing Director,
Co-Head of Client Solutions
Group

LEAD - VP TRACK



Q1 – Strategic Thinking and Implementation

- Understanding the impact on business
- Generating practical solutions
- Business planning



Q2 – Data Driven Story Telling

- Advance public speaking and presentation skills
- Enhance executive communication skills
- Develop a 1-min elevator pitch



Q3 – Goal Setting, Performance Mgt. & Team Culture

- Leading your people towards their goals
- Boost your conflict management skills
- Create a culture of Belonging



Q4 – Elevating Leadership Brand

- Master your leadership style
- Polish your executive presence
- Develop your personal brand

AGENDA



Tips to improve presentation planning



Three steps to delivering an effective presentation



How to develop a 1-min Elevator Pitch

PERFORMANCE EXPECTATIONS

	Sets a positive example inside and outside of the office	DEI & B Mindset	Proven solid relationships across Org	Exhibits Accountability	Ownership in Area of Expertise	Critical Thinking Skills
Associate III	✓	✓	✓	✓	✓	✓

	Skilled communicator with solid people and project mgt skills	Self-initiator in area of specialization	Proven time mgt skills	Capable of contributing to strategy for area of expertise	Drives high levels of teamwork	Aware of and incorporates ESG & DEI+B best practices
Vice President	✓	✓	✓	✓	✓	✓

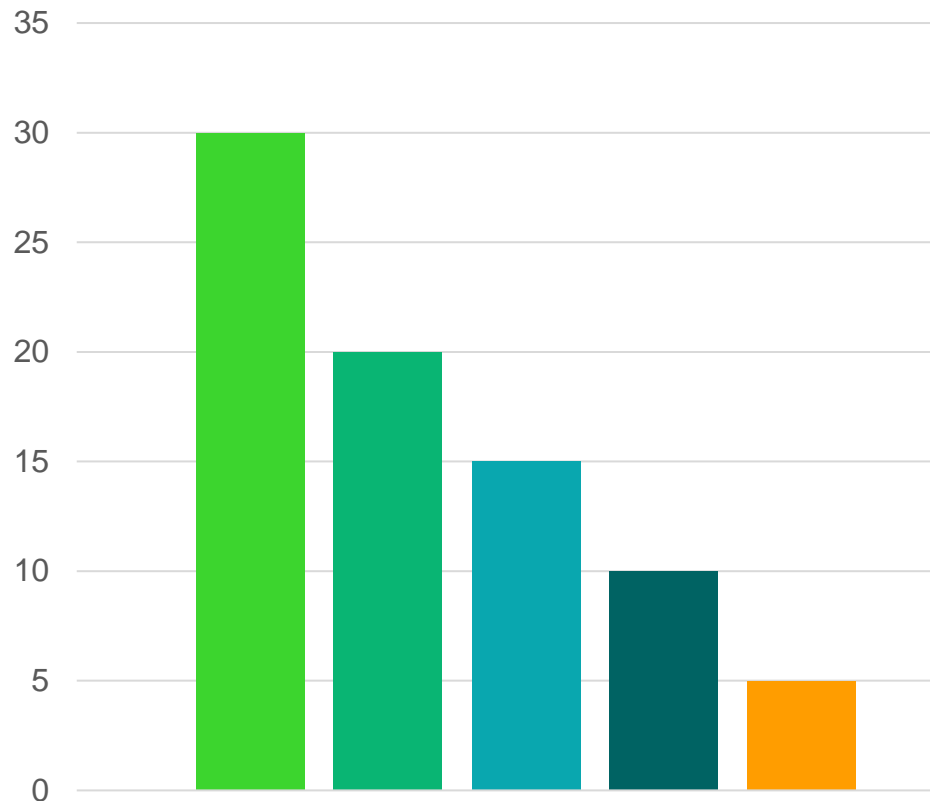
When was your last public speaking / presentation event?

Type the letter of your answer in the chat

- A. 1 - 4 weeks ago
- B. 2 - 6 months ago
- C. Over a year ago
- D. Haven't had the opportunity yet



TOP 5 FEARS OF AMERICANS



■ Public Speaking ■ Death ■ Spiders ■ Darkness ■ Heights

PREPARE TO PREPARE

Step 1: Define the Type of Presentation

PERSUASIVE



INSTRUCTIVE



INFORMATIVE



PROGRESS



DECISION-MAKING



PREPARE YOUR SPEECH

Step 2: Structure The Content

PLAN

- Research
- Organize and structure the content
- Develop objectives

WRITE

- Adapt the message to your audience
- Write, delete, rewrite

COMPLETE

- Decide on takeaway's and repeat in the closing
- Practice the timing
- Practice your delivery

PUBLIC SPEAKING TIPS

Step 3: Practice Your Delivery

Project your voice

Be mindful of hand gestures

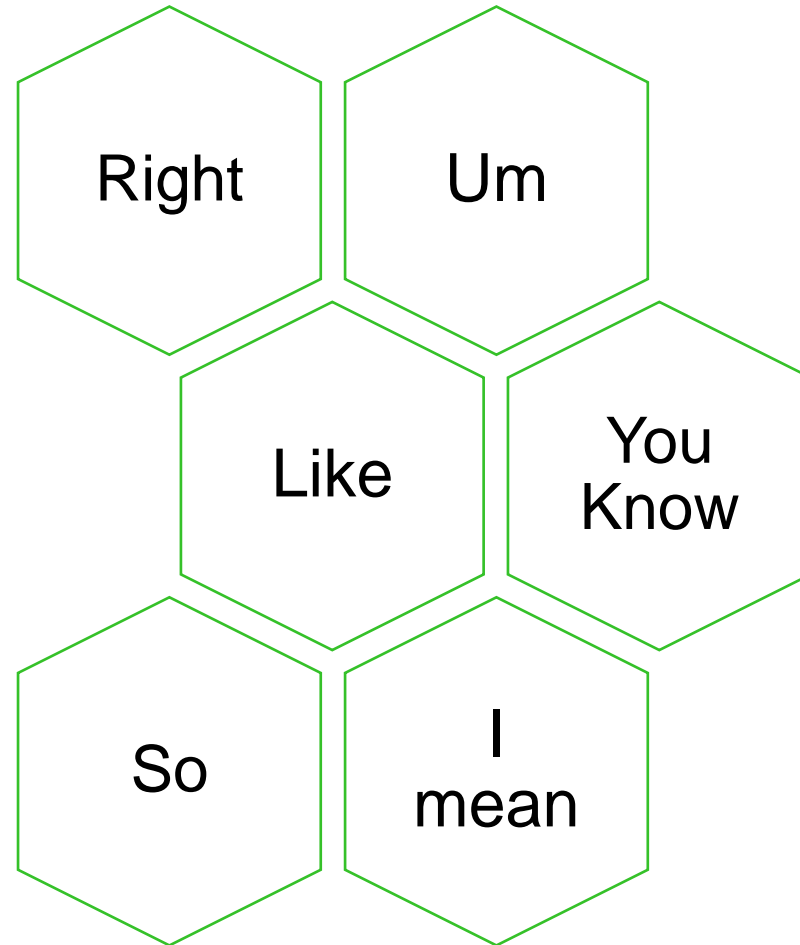
Change volume to emphasize content

Master Brevity

Vary the rate of delivery

Embrace the power of the "Pause"

AVOID FILLER WORDS



OVERCOME NERVOUSNESS

- 
- Know your Content
 - Progressive Muscle Relaxation
 - Ask Yourself Questions
 - Positive Self-Talk
 - Let Your Personality Shine

GOOD TO KNOW

“There are two types of speakers, those that are nervous, and those that are liars”.

Mark Twain

True or False: You should practice your speech or presentation word for word.

False

How many minutes before the audience becomes disengaged in the presentation?

7-mins

How do you keep the audience from getting lost in the content?

Signposting

What do you do if a question is asked, and you don't know the answer?

Ask the Group

What's the term for overloading power point slides with words?

Death by Power Point

DEATH BY POWER POINT

Why Use A Hippo?

Why Hippo? Well, we understand that a venue can reflect your objectives and company profile. Using our buying power and strong supplier relationships, we are able to achieve favourable rates for our clients, whether it be venue for team building or conference. We stop at nothing to ensure we find you the right venue for your event. Our persistence is one of the reasons we are seen as a top venue finding agency.

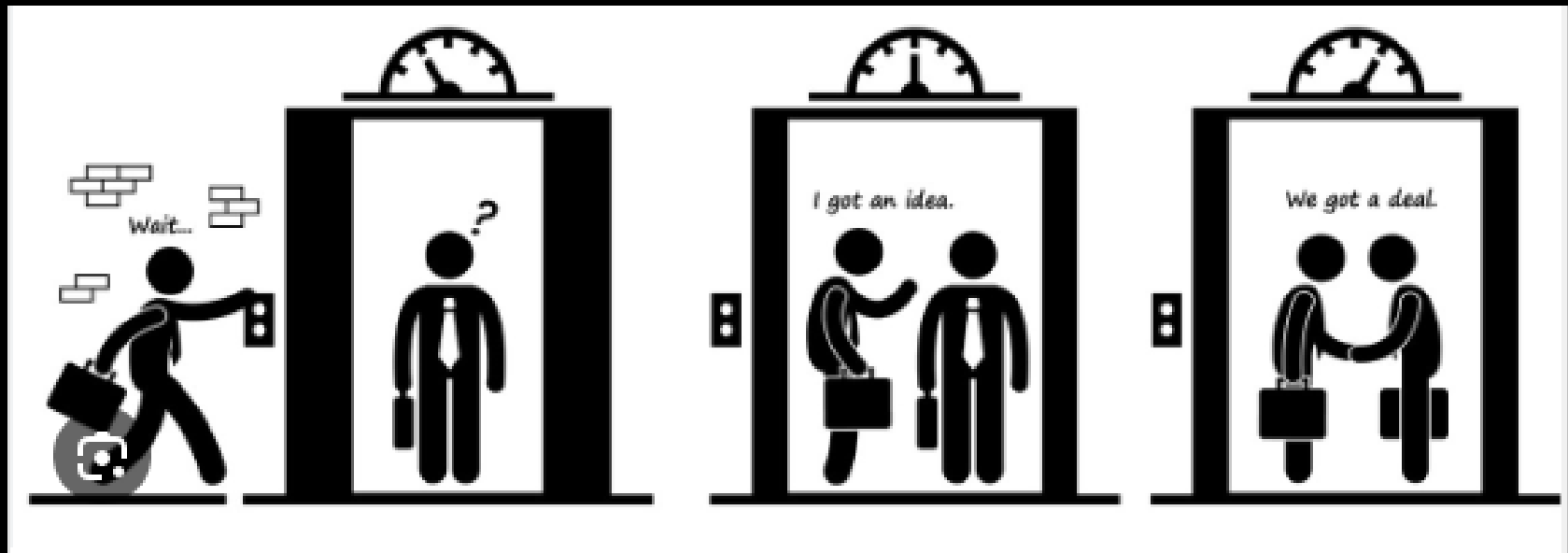


Why Use Hippo?

- Buying Power
- Strong Supplier Relationships
- Favourable Rates
- Any type of event
- Persistence



1-MINUTE ELEVATOR PITCH



1-MINUTE ELEVATOR PITCH

INTRO (10s)

- State your name and title. **This is a quick introduction.** You will be tempted to go into detail about all of your accomplishments, but it will decrease the value of the next part of the pitch.

PROBLEM (15s)

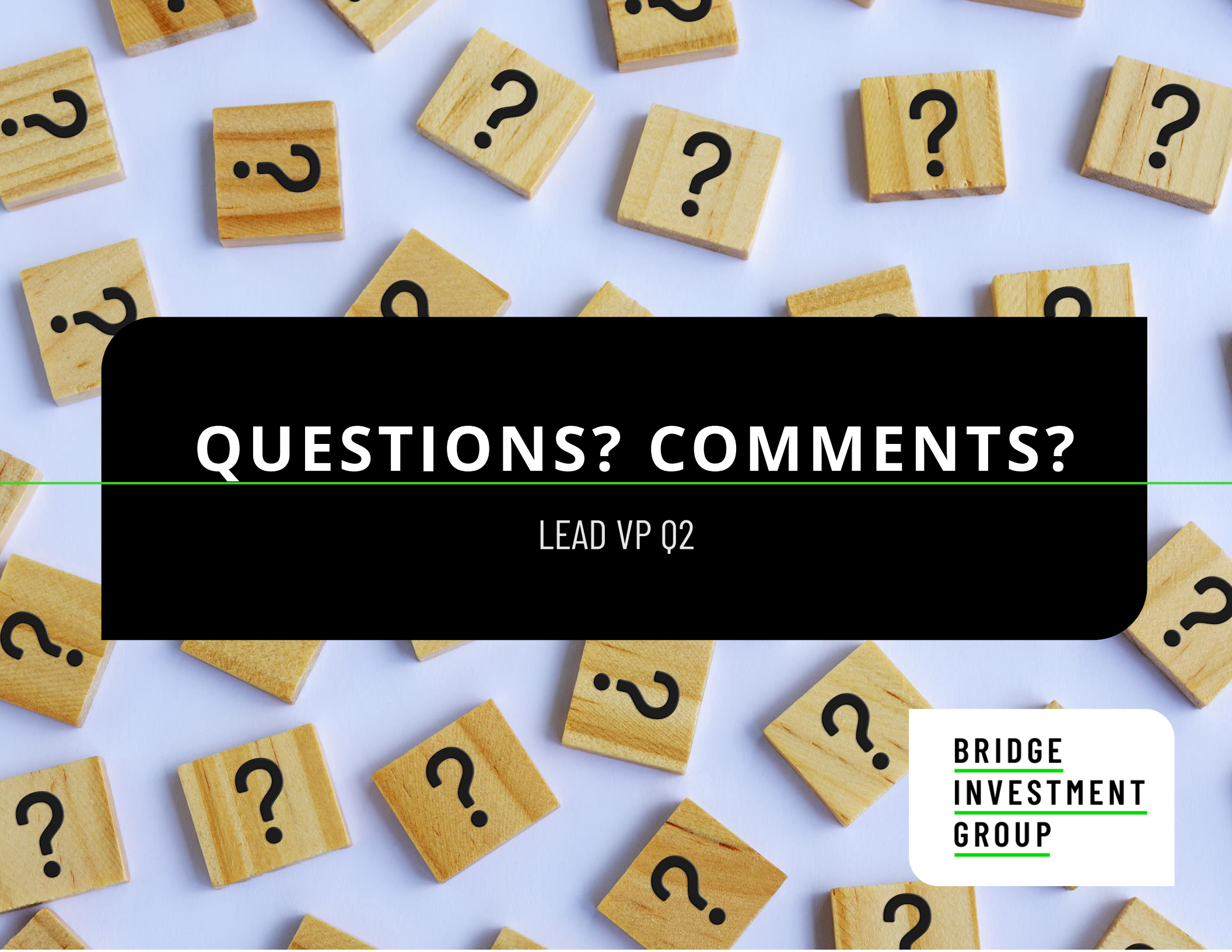
- Introduce the problem (internally or externally) that you're trying to solve. This is when you talk about your personal experience with the problem and the impact on you, your team, and/or the company. Including data will support the importance of needing to resolve the issue.

SOLUTION (25s)

- Introduce the proposed solution. Focus **ONLY** on the problem identified. Clearly define how your solution resolves the problem described (use brevity).

ASK (10s)

- A good pitch ends with a **Call to Action**. Ask for a person, resource, or skill that you need in order to resolve the issue. Conduct research and be prepared to answer questions regarding any possible costs associated with the process.

The background of the slide is a light blue-grey color, scattered with numerous small, light-colored wooden blocks. Each block has a black question mark printed on its top surface. The blocks are arranged in a somewhat random pattern, creating a textured, question-oriented background.

QUESTIONS? COMMENTS?

LEAD VP Q2

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INVESTMENT
GROUP

WRAP-UP: WHAT WE COVERED



Tips to Improve your Presentation Skills

- Define the Type of Presentation
- Structure the Content
- Practice Your Delivery



Public Speaking Tips

- Adjust the volume & rate of your delivery
- Master Brevity (avoid rambling)
- Embrace the Power of the Pause



Develop a 1-min Elevator Pitch

- Talk more about the problem than yourself
- Focus only on the problem at hand
- End with a strong Call to Action

NEXT SESSION



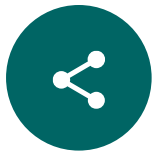
Q1 – Strategic Thinking and Implementation

- Understanding the impact on business
- Generating practical solutions
- Business planning



Q2 – Data Driven Story Telling

- Advance public speaking and presentation skills
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- Develop a 2-min elevator pitch



Q3 – Goal Setting, Performance Mgt. & Team Culture

- Leading your people towards their goals
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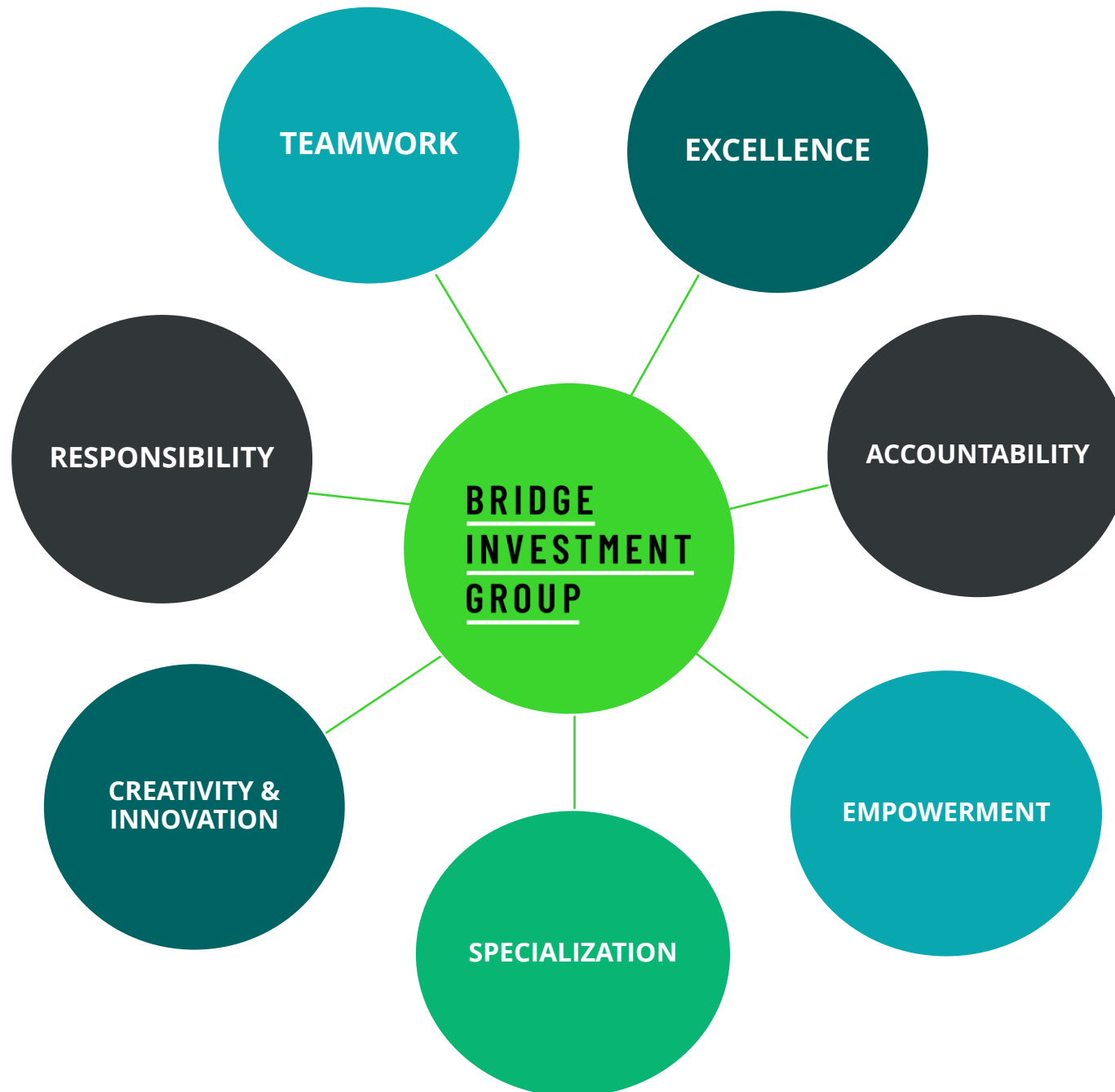
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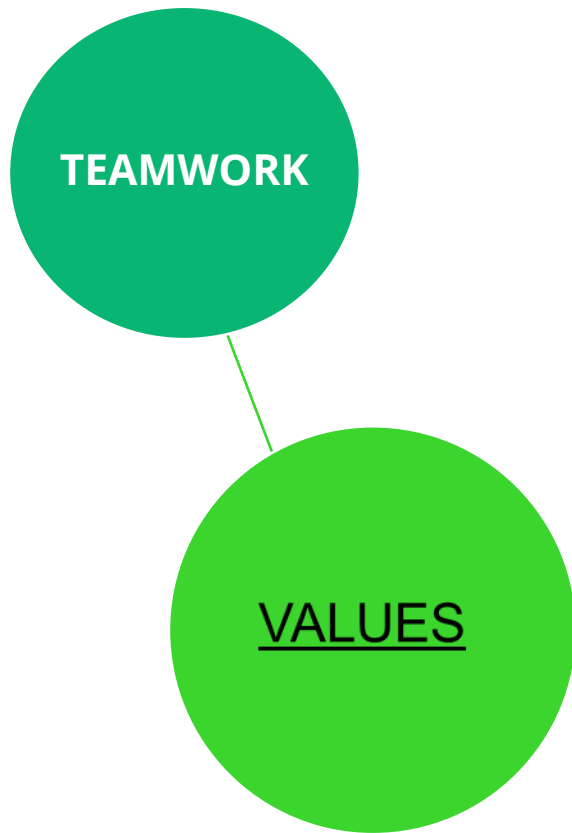


APPENDIX

ONE BRIDGE - Living Our Values

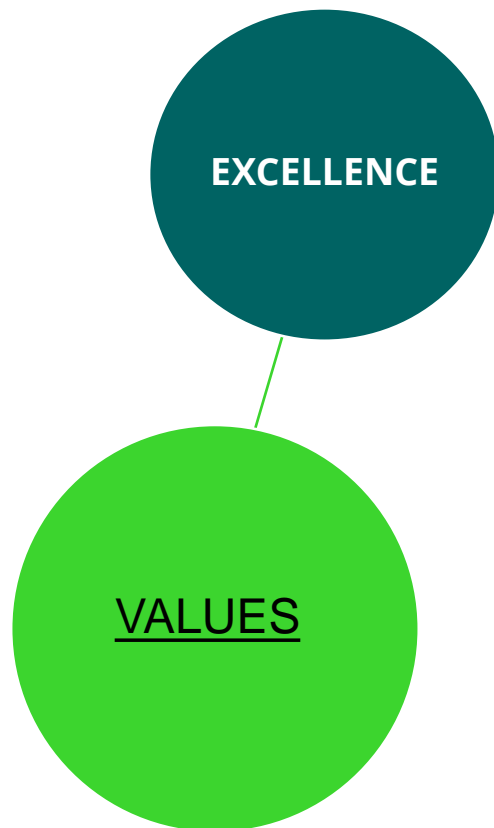


ONE BRIDGE - Teamwork



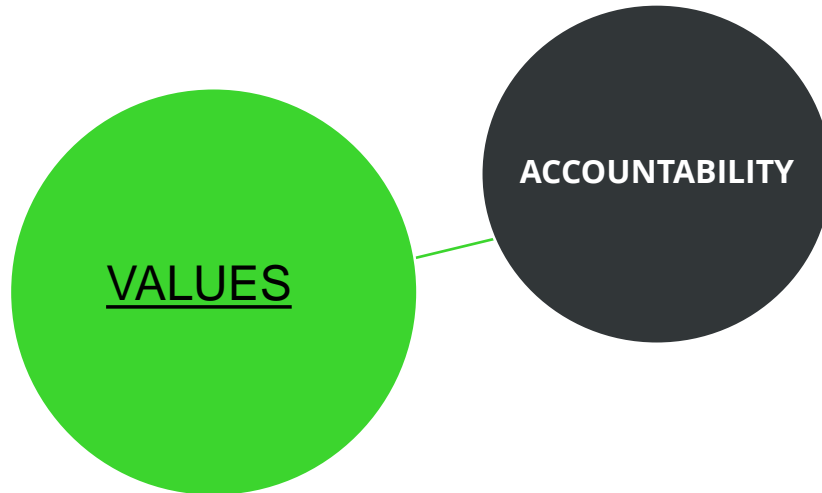
- We emphasize teamwork in everything we do.
- We thrive on collaboration, hard work and open and honest communication.

ONE BRIDGE - Excellence



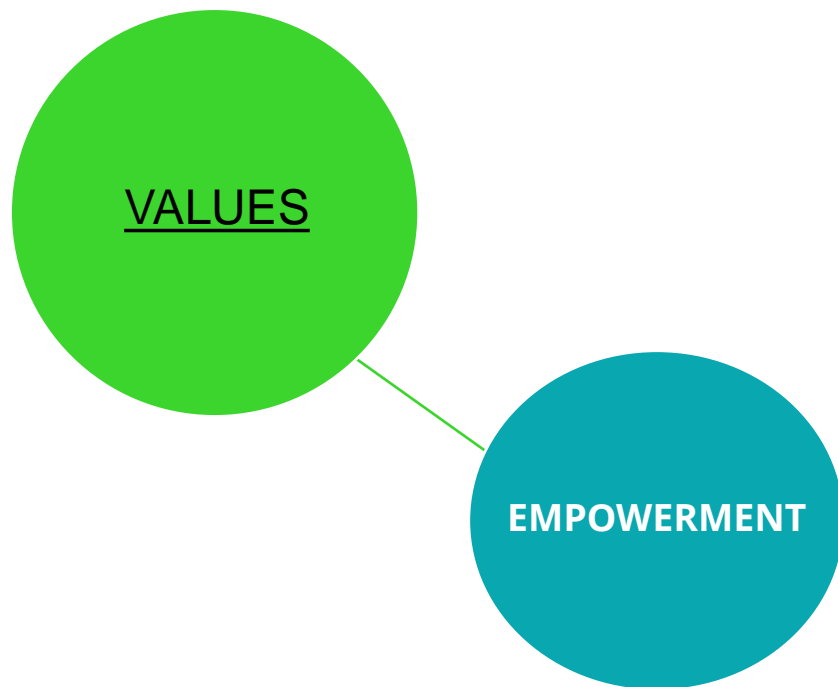
- We strive to be the best performing firm in our industry.
- We take pride in our performance and celebrate our achievements.
- We do what is right – for the right reasons.

ONE BRIDGE - Accountability



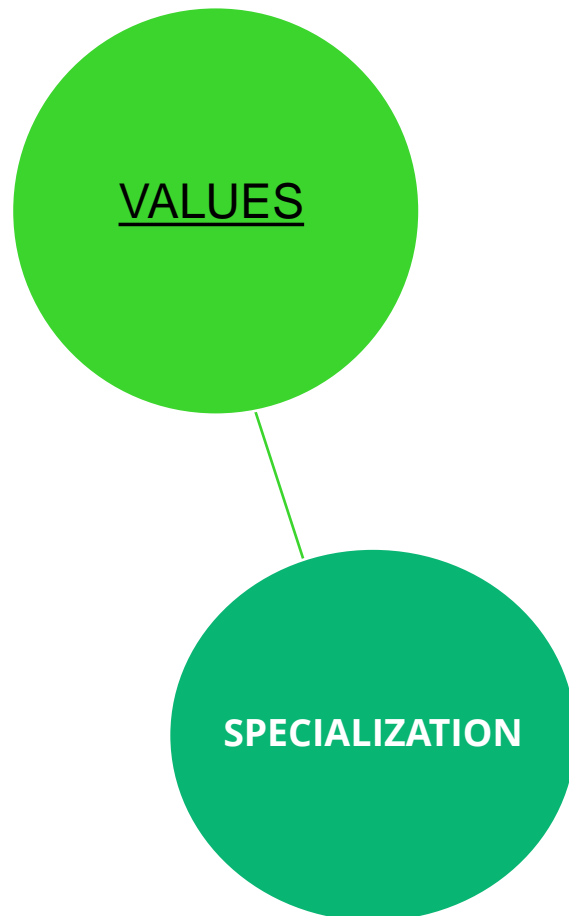
- We stand behind our word and strive for continuous improvement in all that we do.
- We face facts and realities, and we embrace challenges.

ONE BRIDGE - Empowerment



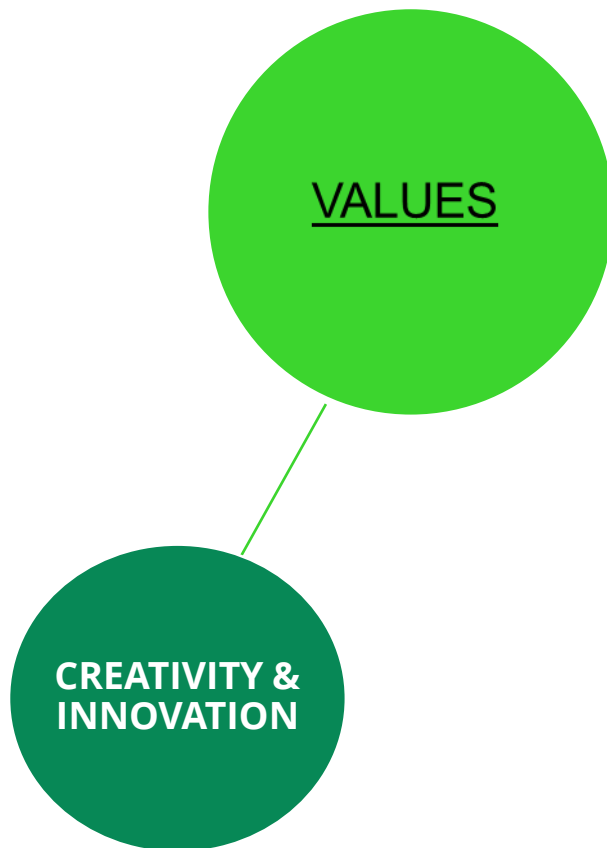
- We empower our people to reach their full potential.
- We cultivate a diverse and inclusive culture of disciplined analysis and action.
- We believe that diversity is the only path to superior performance.

ONE BRIDGE - Specialization



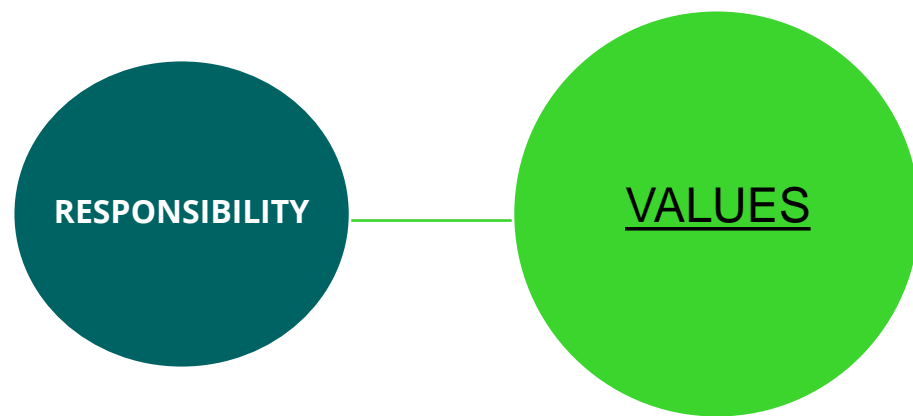
- We develop specialized investment and operating teams which have deep sectoral knowledge of the areas in which we invest.
- We use data, carefully analyzed and fully vetted, to complement decades of experience, in guiding our investment decisions.

ONE BRIDGE - Creativity & Innovation



- We consistently reexamine how we operate and seek innovative solutions to improve our performance, at the asset level, at the Fund level and at the corporate level.
- New ideas are carefully examined and adopted if appropriate.

ONE BRIDGE - Responsibility



- We invest and operate responsibly and believe that strong corporate and individual citizenship go hand-in-hand.
- We understand that responsible investing does not sacrifice returns but should in fact enhance risk and return characteristics through deliberate and thoughtful integration of environmental, social and governance best practices.