



## Let's Inspire Young People to Reach Their Full Potential.

### I appreciate your participation in my presentation!

In the following pages, you'll find the PowerPoint slides you requested.

If your community and organization need to go beyond collaboration to true consensus, let's connect. Together, we can set a **compelling community rally point** that everyone can believe in! [Find out more](#) and let's connect for a no-commitment chat about what you'd love to achieve in your community and organization.



### EMPOWER K-16 LEARNERS WITH THE SKILL TREE!

All students need vital human skills like adaptability, communication, coping, self-management, and more. The **Skill Tree** is a turnkey solution to introduce students of all ages to 21 professional skills they need for school, work and life. The motive? Their own powerful, personal competitive advantage.



[Explore the Skill Tree now](#)

Scan this QR code ►

*Sign up to get three sample Skill Tree lessons from each of our K-6, 7-12, and 13-16 curriculum tracks!*



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I appreciate and applaud your commitment to the next generation, and I hope we can stay in touch. Enjoy the PowerPoint slides!

**MARK C. PERNA**

SPEAKER | AUTHOR | CEO

4059 Kinross Lakes Parkway, Suite B | Richfield, OH 44286 | 330.840.2680  
[mark.perna@TFSresults.com](mailto:mark.perna@TFSresults.com) | [TFSresults.com](https://TFSresults.com) | [MarkCPerna.com](https://MarkCPerna.com)

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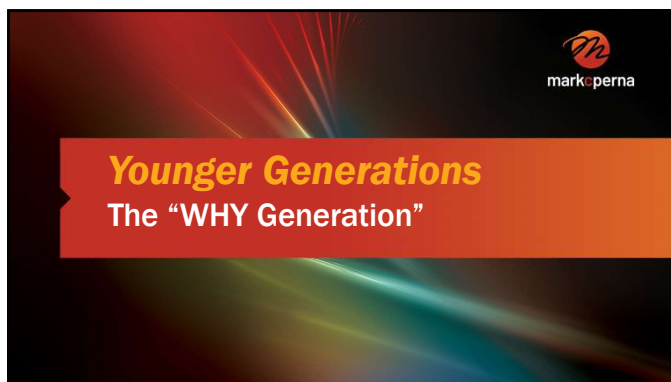
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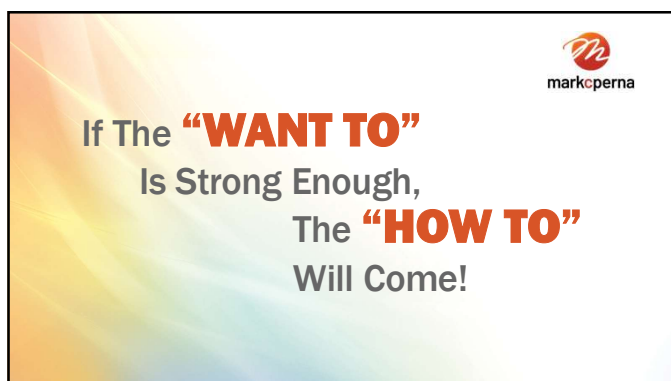
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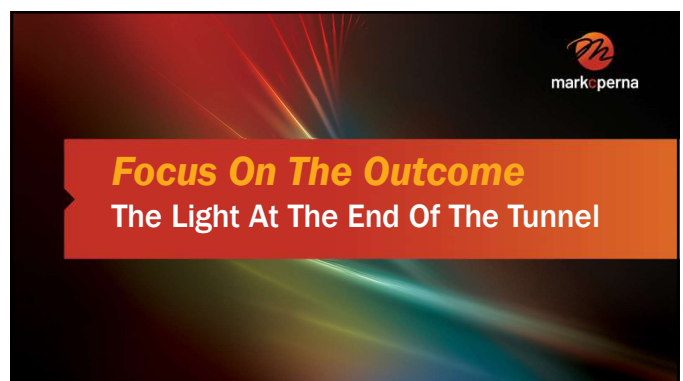
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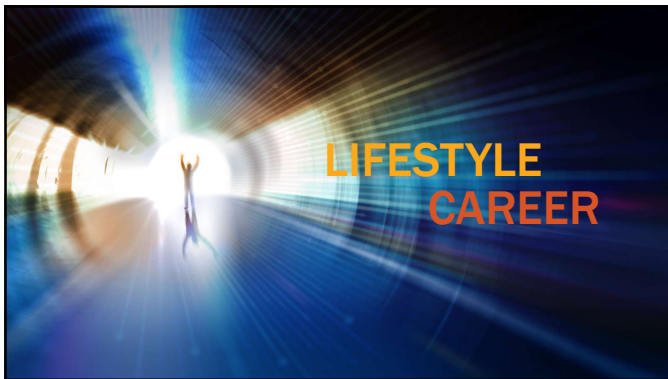
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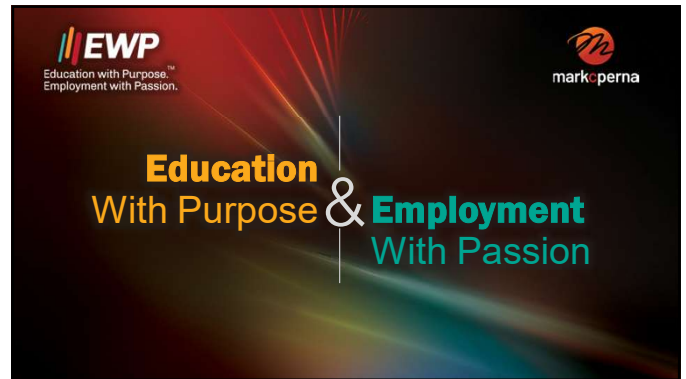
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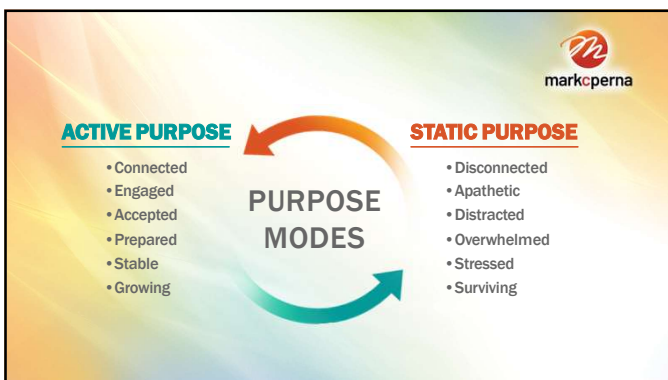
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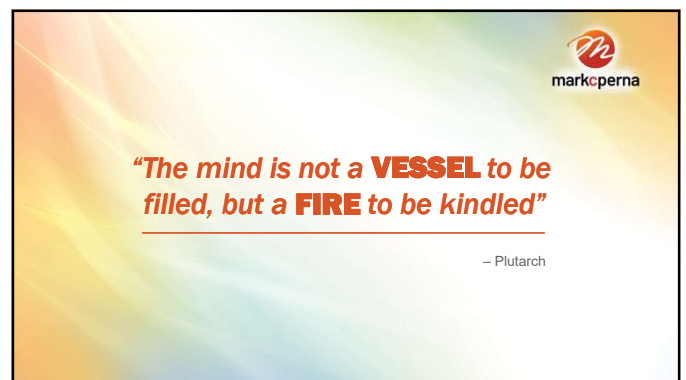
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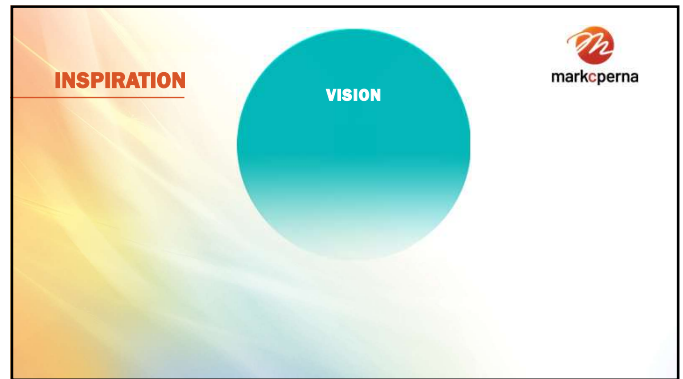


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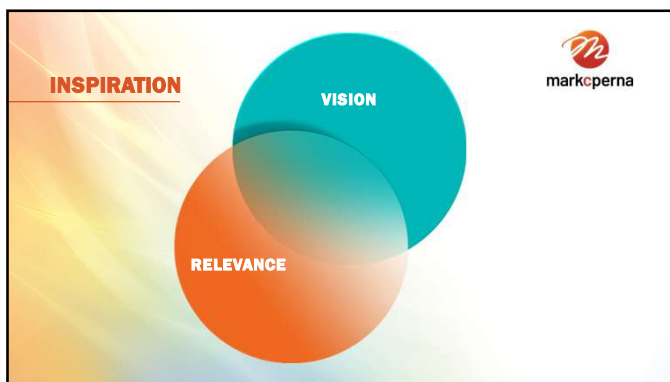
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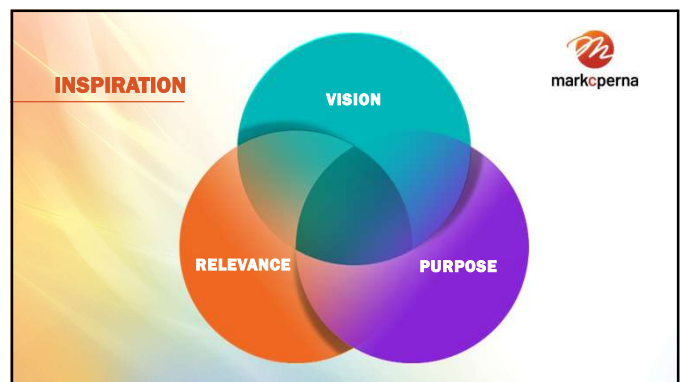
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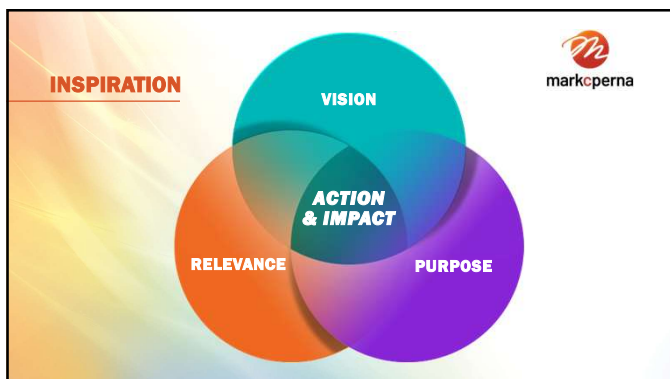
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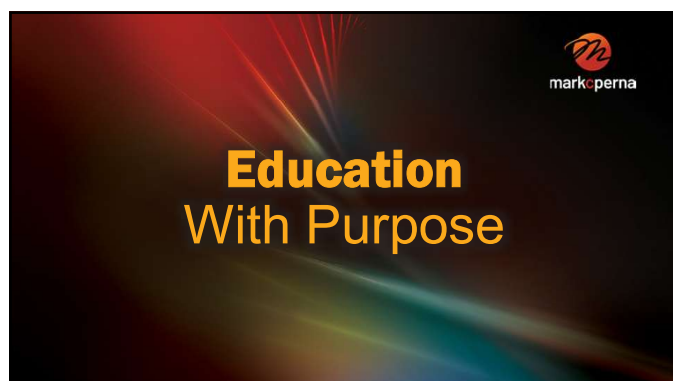


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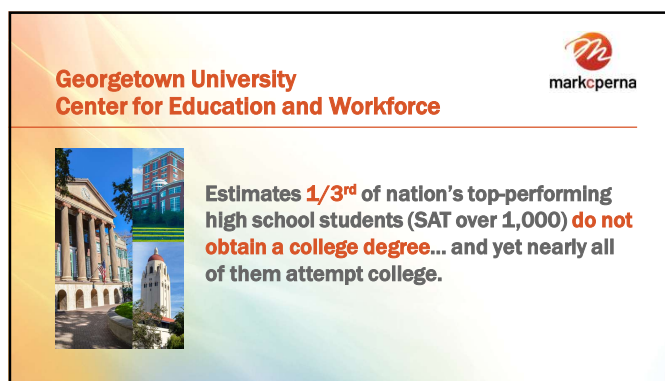


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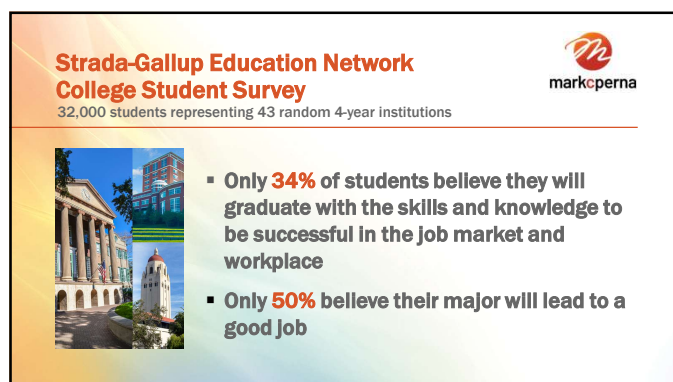
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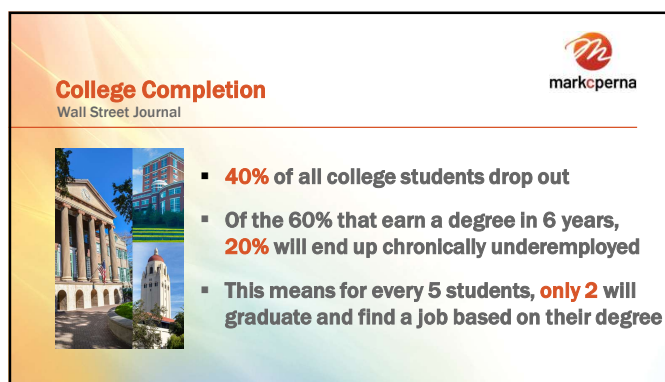
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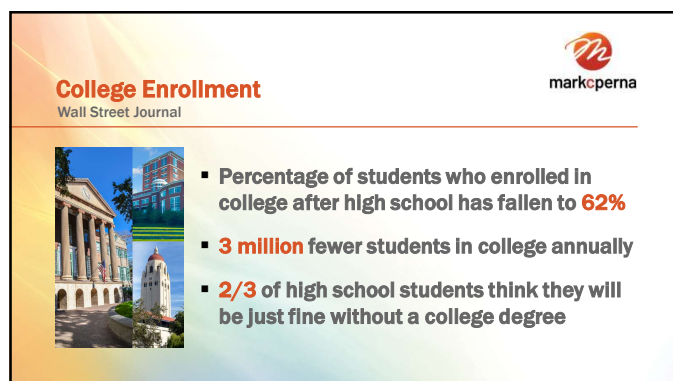
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**Etiquette Gap Among Recent College Graduates**  
Intelligent.com, Survey of Managers, Directors, and Executives Involved in Hiring

**At the Interview:**

- **53%** Struggled with Good Eye Contact
- **50%** Asked for Unreasonable Compensation
- **47%** Dressed Inappropriately
- **27%** Used Inappropriate Language
- **21%** Refused to Turn On Camera During Virtual Interview
- **19%** Brought a Parent to the Interview

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**Recent College Graduates Workforce Integration**  
Intelligent.com, Nationwide Business Leaders Involved in Hiring

**Businesses Who Recently Hired College Graduates:**

- **75%** Some Or All Were Unsatisfactory
- **60%** Fired A College Graduate They Hired This Year
- **90%** Say College Graduates Need Etiquette Training
- **1 In 7** May Refrain From Hiring College Graduates
- **Overall** "Hiring managers say recent college graduates are unprepared for the workforce, can't handle the workload, and are unprofessional"

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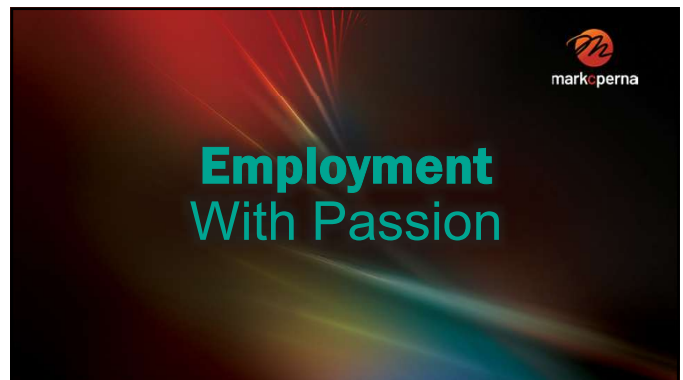


**Recent College Graduates Did College Fail Me?**  
Hult International Business School, National Survey of Employees

- **77%** "I learned more in 6 months at my job than in my entire 4-year education"
- **85%** "I wish my college had better prepared me for the workplace"
- **87%** "I received better job training from my employer than I did from my undergraduate education"
- **94%** "I have regrets about my degree"

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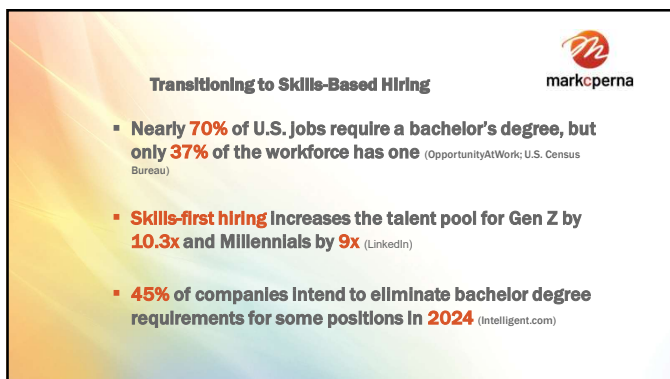
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**Employment With Passion**

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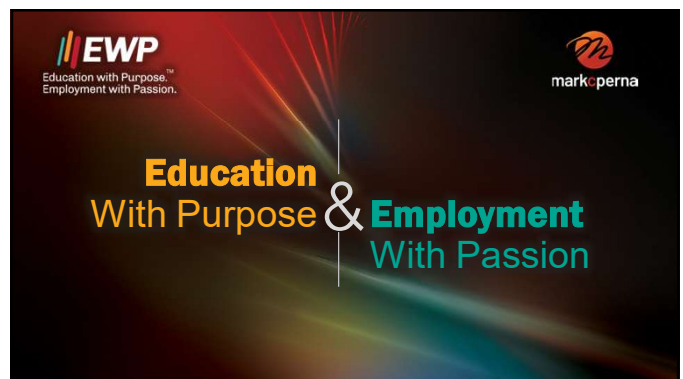


**Transitioning to Skills-Based Hiring**

- Nearly **70%** of U.S. jobs require a bachelor's degree, but only **37%** of the workforce has one (OpportunityAtWork; U.S. Census Bureau)
- **Skills-first hiring** increases the talent pool for Gen Z by **10.3x** and Millennials by **9x** (LinkedIn)
- **45%** of companies intend to eliminate bachelor degree requirements for some positions in **2024** (Intelligent.com)

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**EWP**  
Education with Purpose.™  
Employment with Passion.

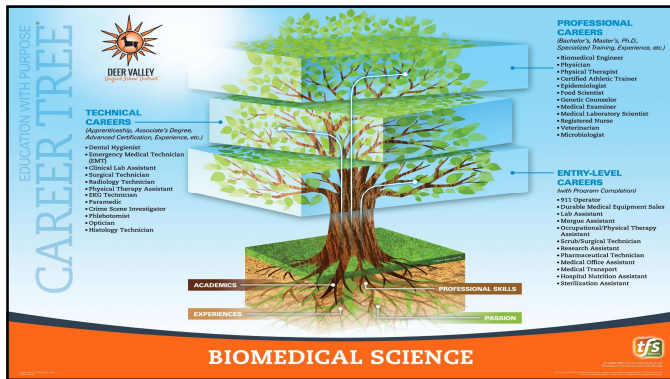
**Education With Purpose & Employment With Passion**

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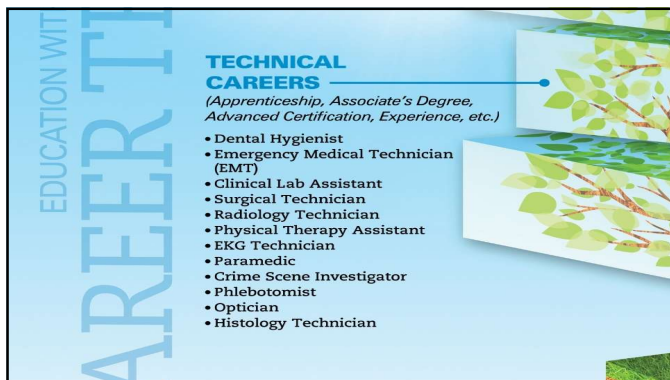
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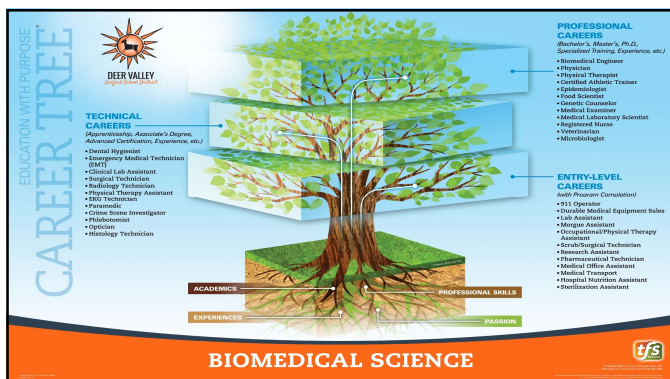
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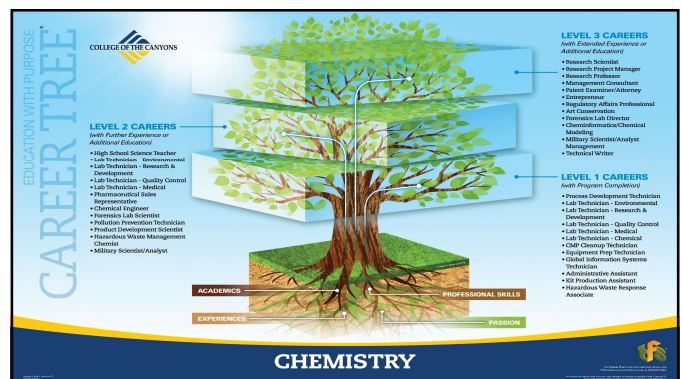
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**LEVEL 1 CAREERS**  
(with Program Completion)

- Process Development Technician
- Lab Technician - Environmental
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Medical
- Lab Technician - Chemical
- CMP Cleanup Technician
- Equipment Prep Technician
- Global Information Systems Technician
- Administrative Assistant
- Kit Production Assistant
- Hazardous Waste Response Associate

**PROFESSIONAL SKILLS**

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**LEVEL 2 CAREERS**  
(with Further Experience or Additional Education)

- High School Science Teacher
- Lab Technician - Environmental
- Lab Technician - Research & Development
- Lab Technician - Quality Control
- Lab Technician - Medical
- Pharmaceutical Sales Representative
- Chemical Engineer
- Forensics Lab Scientist
- Pollution Prevention Technician
- Product Development Scientist
- Hazardous Waste Management Chemist
- Military Scientist/Analyst

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**LEVEL 3 CAREERS**  
(with Extended Experience or Additional Education)

- Research Scientist
- Research Project Manager
- Research Professor
- Management Consultant
- Patent Examiner/Attorney
- Entrepreneur
- Regulatory Affairs Professional
- Art Conservation
- Forensics Lab Director
- Cheminformatics/Chemical Modeling
- Military Scientist/Analyst Management
- Technical Writer

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**CHEMISTRY**

**LEVEL 3 CAREERS**  
(with Extended Experience or Additional Education)

- Research Scientist
- Research Project Manager
- Research Professor
- Management Consultant
- Patent Examiner/Attorney
- Entrepreneur
- Regulatory Affairs Professional
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- Global Information Systems Technician
- Administrative Assistant
- Kit Production Assistant
- Hazardous Waste Response Associate

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**BUSINESS**

**PROFESSIONAL CAREERS**  
(Bachelor's, Master's, Ph.D., Significant Training, Experience, etc.)

- Attorney
- Bank Compliance Officer
- Business Insurance
- Certified Public Accountant
- Commercial Loan Processor
- Contract Manager
- Event Manager
- Financial Analyst/Financial Accountant
- Human Resources Manager
- Medical & Health Services Manager
- Social Media Strategist

**ENTRY-LEVEL CAREERS**  
(with Program Completion)

- Accounts Receivable Assistant
- Administrative Assistant
- Bank Teller
- Cashier
- Collections Representative
- Data Entry Clerk
- Human Resources Assistant
- Legal Administrative Assistant
- Medical Admitting Clerk
- Office Assistant
- Receptionist
- Retail Clerk

**TECHNICAL CAREERS**  
(Apprenticeship, Associate's Degree, Advanced Certification, Experience, etc.)

- Administrative Services Manager
- Bookkeeper
- Commercial Loan Representative
- Customer Service Representative
- Entrepreneur
- Executive Assistant
- Insurance Agent
- Medical Billing & Coding Specialist
- Office Manager
- Sales Representative
- Shipping/Receiving Inventory Specialist
- Store Manager

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**ENTRY-LEVEL CAREERS**  
(with Program Completion)

- Accounts Receivable Assistant
- Administrative Assistant
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- Cashier
- Collections Representative
- Data Entry Clerk
- Human Resources Assistant
- Legal Administrative Assistant
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**PROFESSIONAL SKILLS**

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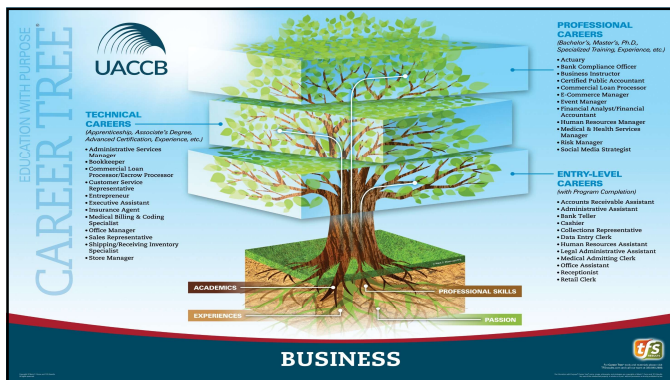
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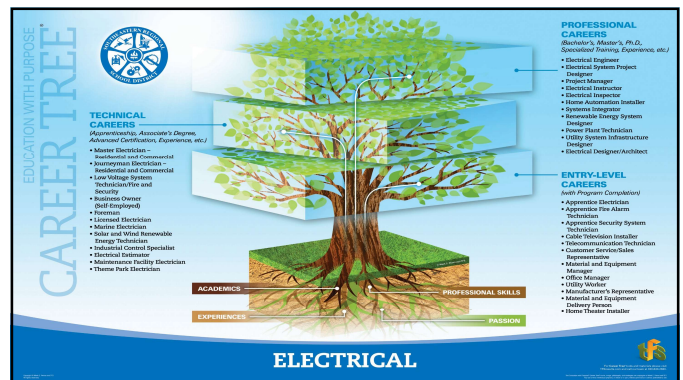
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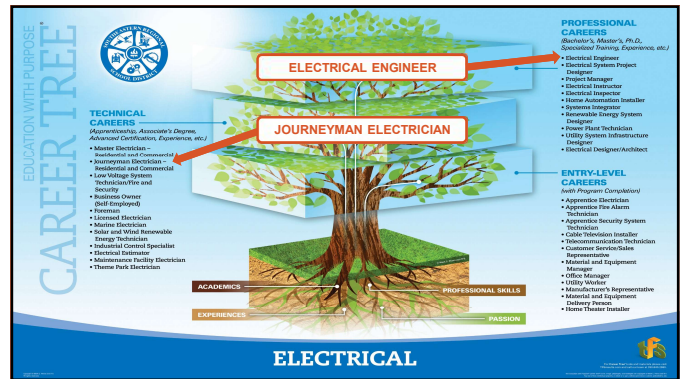
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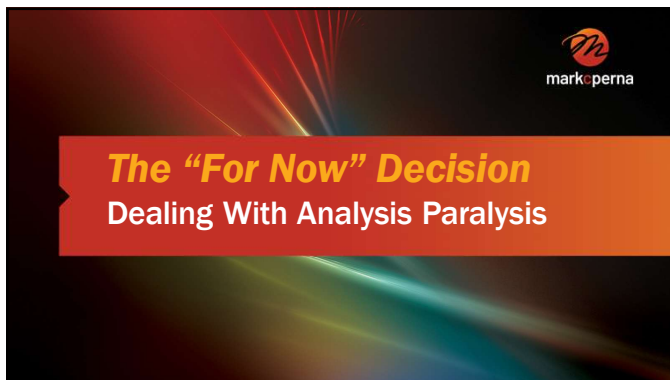
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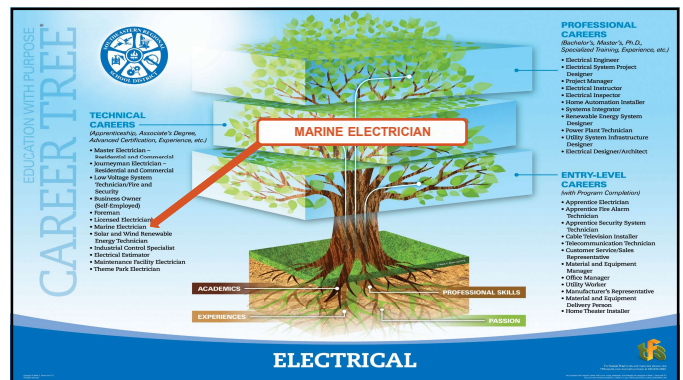
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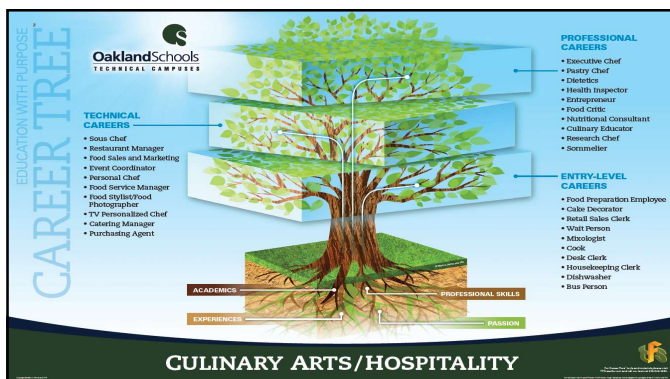
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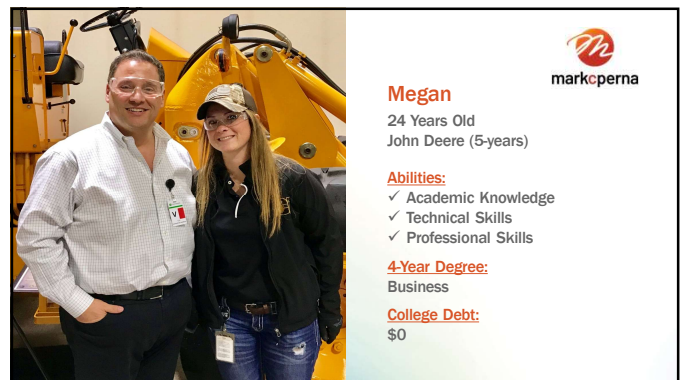
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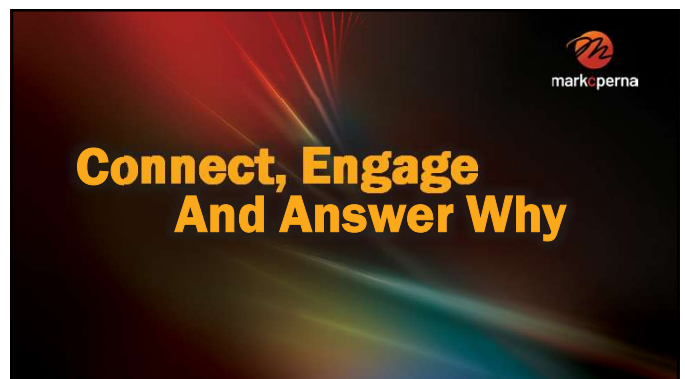
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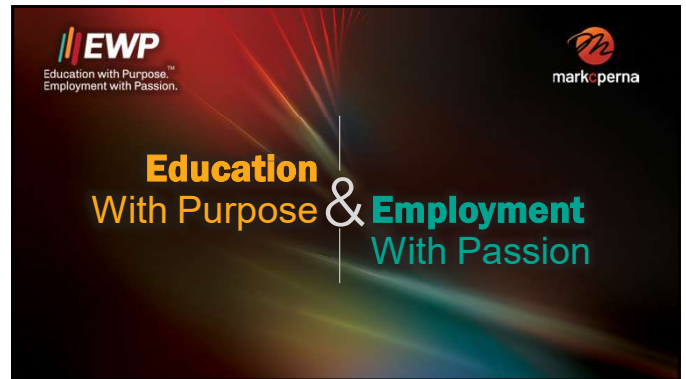


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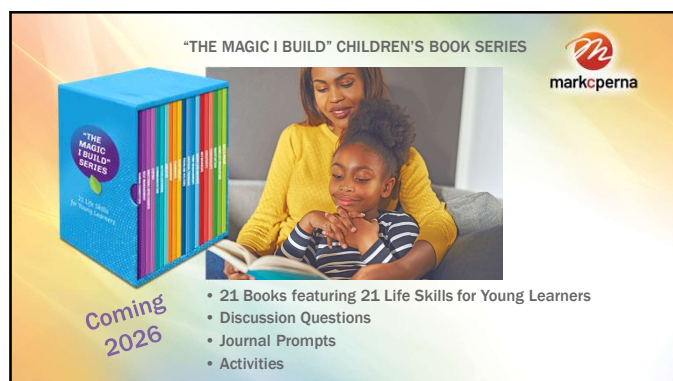
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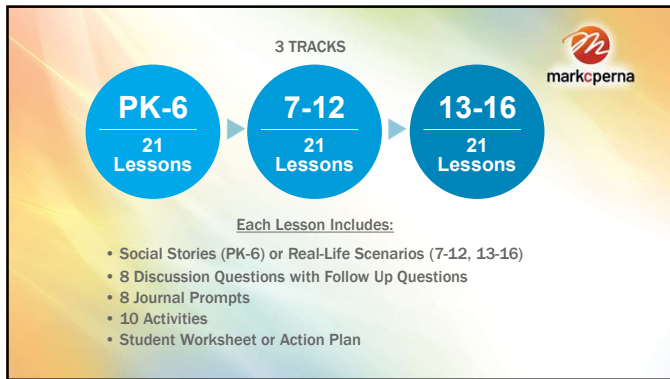
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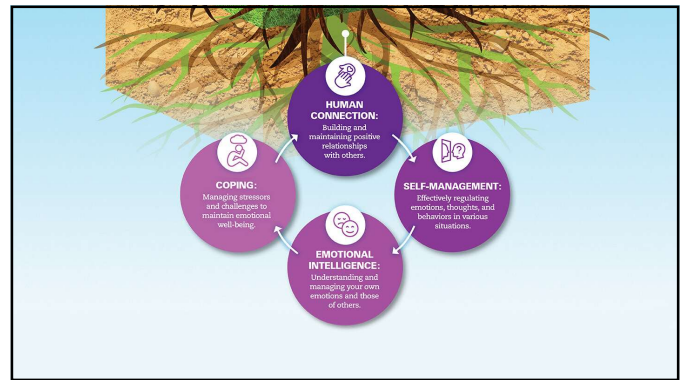
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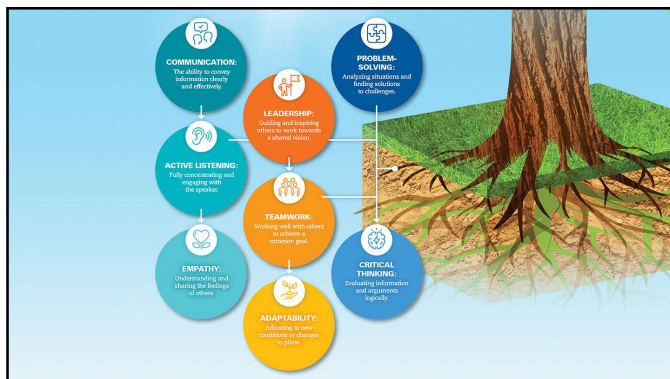
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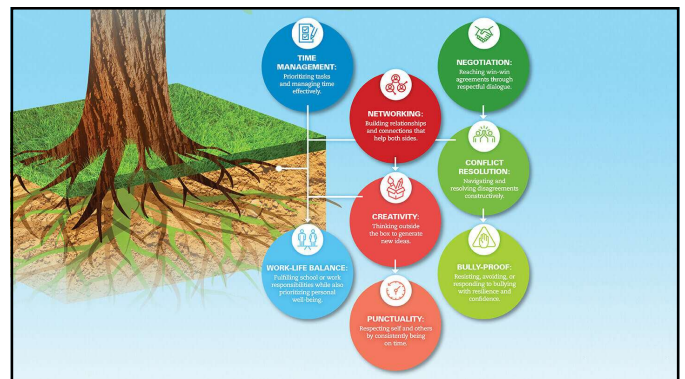
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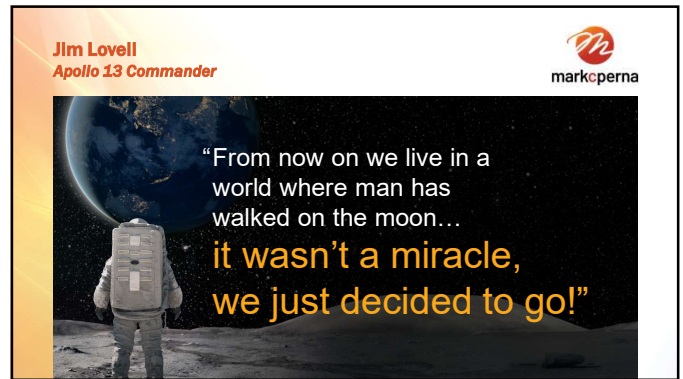


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