



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.



A FLEXIBLE LESSON FRAMEWORK FOR PK-16 STUDENTS AND WORKFORCE DEVELOPMENT



All students—from PK-16 and into workforce development—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. What motivates them to build these skills? Their own powerful, personal competitive advantage.



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



MARK C. PERNA

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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

4199 Kinross Lakes Parkway, Suite 235 | Richfield, OH 44286 | 330.840.2680
mark.perna@TFSresults.com | TFSresults.com | MarkCPerna.com



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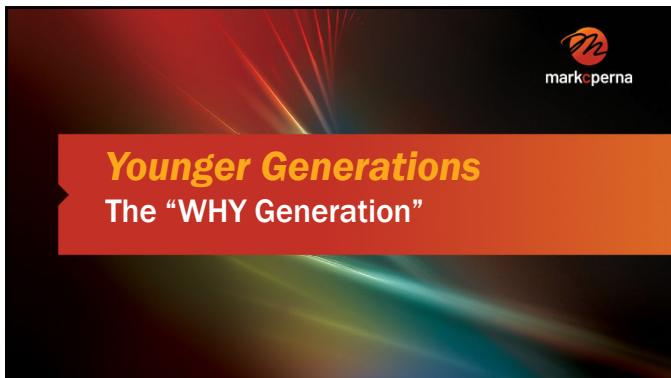


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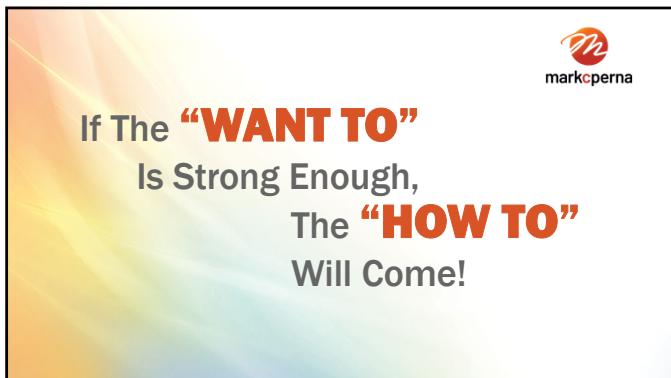
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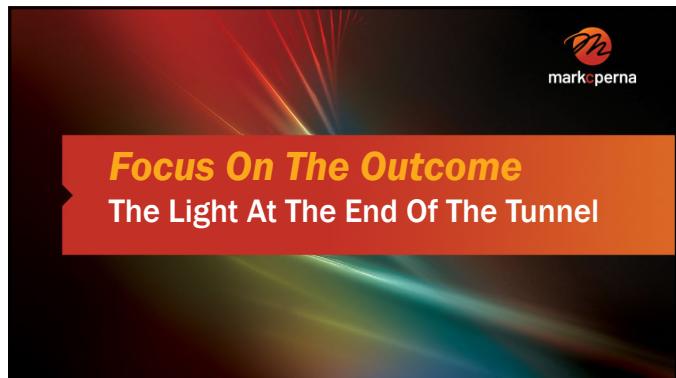
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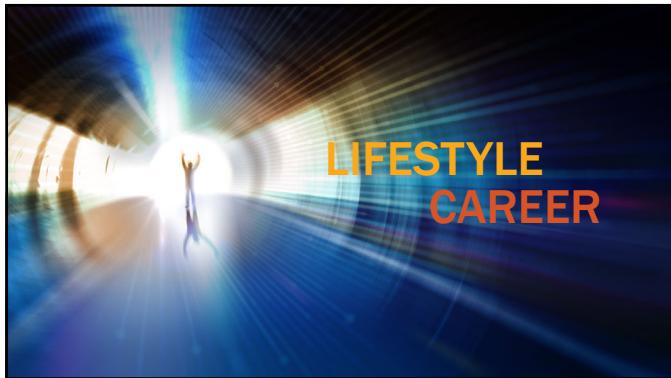
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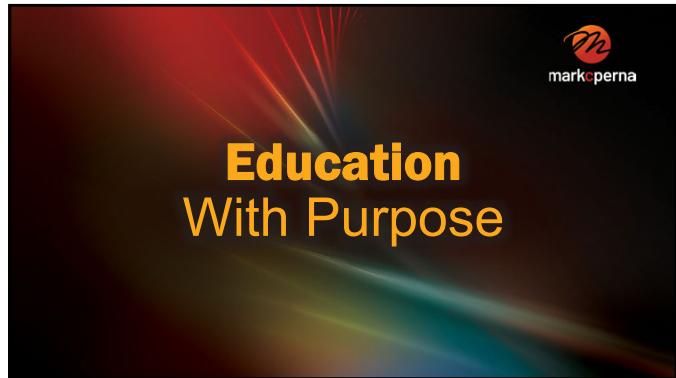
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10



11



12

Georgetown University
Center for Education and Workforce



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Estimates **1/3rd** of nation's top-performing high school students (SAT over 1,000) **do not obtain a college degree**... and yet nearly all of them attempt college.

13

Strada-Gallup Education Network
College Student Survey



32,000 students representing 43 random 4-year institutions

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- Only **34%** of students believe they will graduate with the skills and knowledge to be successful in the job market and workplace
- Only **50%** believe their major will lead to a good job

14

College Completion
Wall Street Journal



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- 40%** of all college students drop out
- Of the 60% that earn a degree in 6 years, **20%** will end up chronically underemployed
- This means for every 5 students, **only 2** will graduate and find a job based on their degree

15

College Enrollment
Wall Street Journal



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- Percentage of students who enrolled in college after high school has fallen to **62%**
- 3 million** fewer students in college annually
- 2/3** of high school students think they will be just fine without a college degree

16

College Debt in America
As Reported by Major News Agencies



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- \$1.6 Trillion** in Total Student Loan Debt
- \$176 Billion (11%)** Over 90-Days in Default
- 44.2 Million** People Carry Student Loan Debt
- 4.86 Million** People Are Over 90-Days in Default
- 3,000 Defaults** Per Day in America

17

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



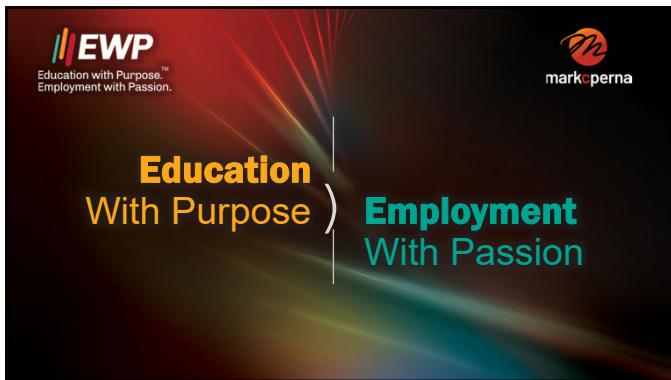
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At the Interview:

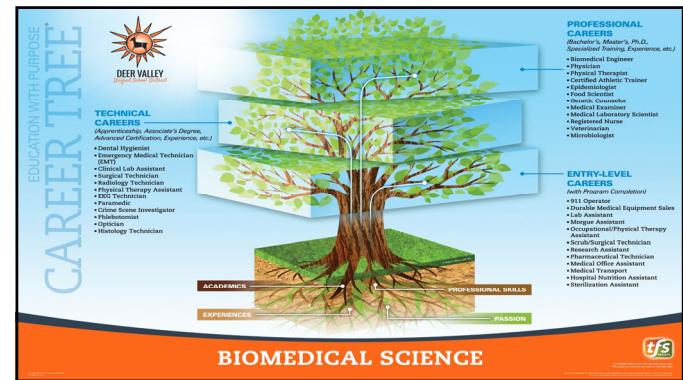
- 53%** Struggled with Good Eye Contact
- 50%** Asked for Unreasonable Compensation
- 47%** Dressed Inappropriately
- 27%** Used Inappropriate Language
- 21%** Refused to Turn On Camera During Virtual Interview
- 19%** Brought a Parent to the Interview

18

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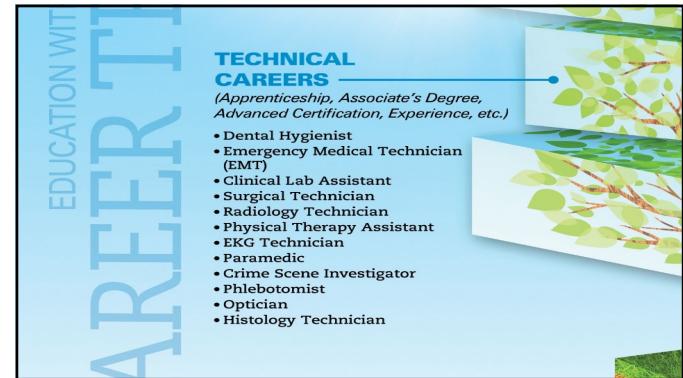
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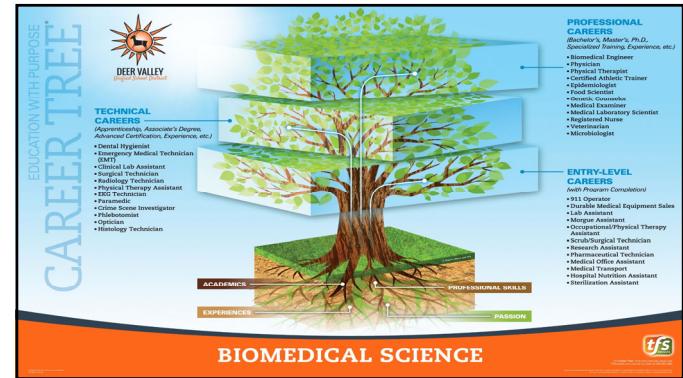
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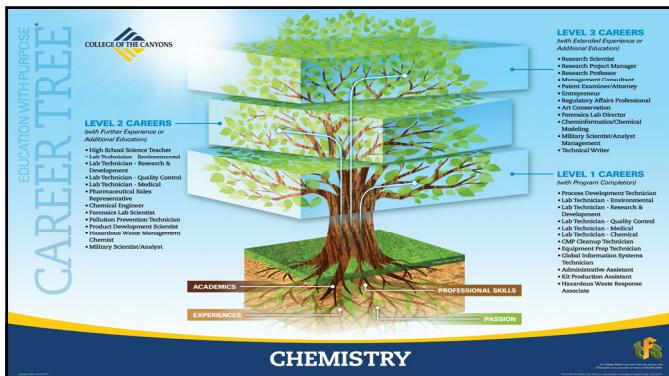


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24

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25



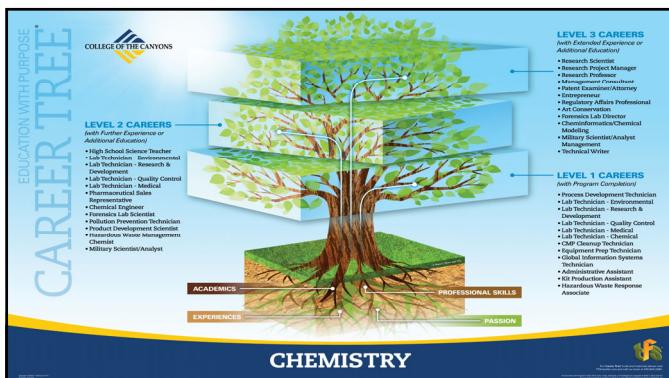
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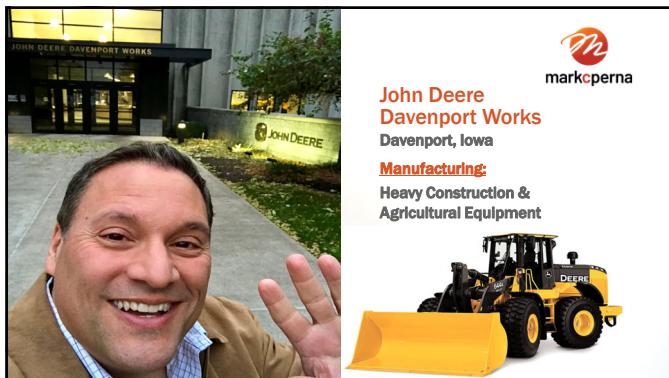
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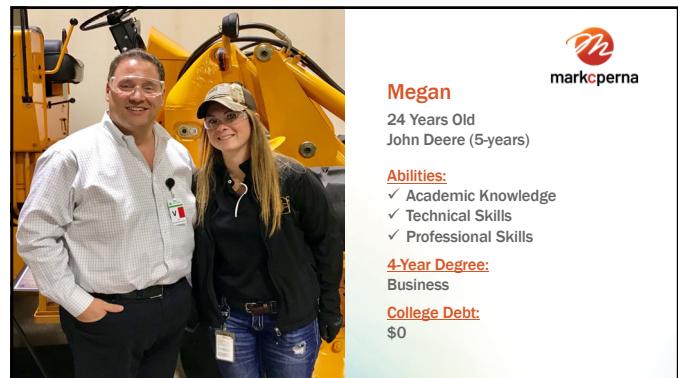
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Mark C. Perna
Speaker, Author, and CEO

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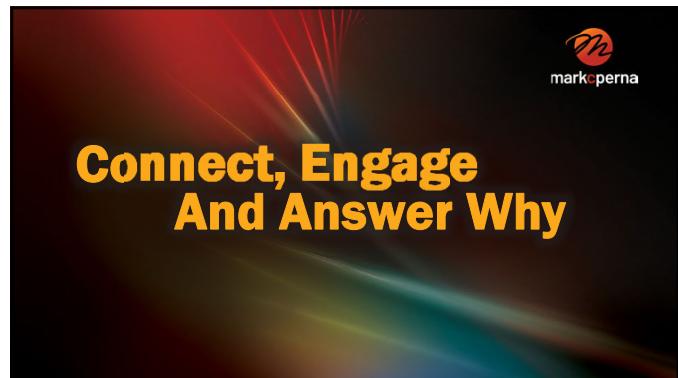
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35



36

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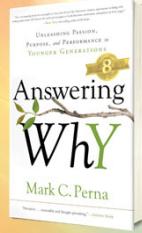
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37

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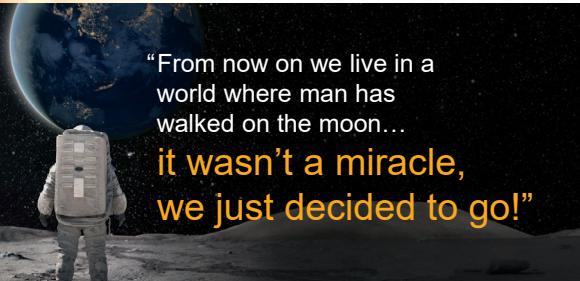


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- National Indie Excellence Awards Winner: **Business**
- National Indie Excellence Awards Winner: **Parenting & Family**
- National Indie Excellence Awards Winner: **Career**
- IPPY Silver Award Winner: **Parenting**
- Axiom Business Book Awards: **Human Resources**
- Nautilus Award Winner: **Relationships/Communication**

38

Jim Lovell
Apollo 13 Commander





“From now on we live in a world where man has walked on the moon...
it wasn't a miracle, we just decided to go!”

39



SHARE YOUR THOUGHTS

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40

WELCOME...



Mastering The Mega Trends Shaping The Next Generation of Talent

PRESENTED BY
MARK C. PERNA Speaker, Author, and CEO

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41



If The “WANT TO”
Is Strong Enough,
The “HOW TO”
Will Come!

42

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43



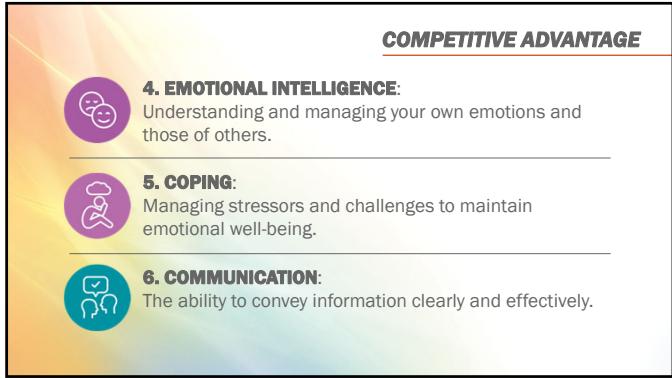
44



45



46



47



48

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COMPETITIVE ADVANTAGE

10. TEAMWORK:
Working well with others to achieve a common goal.

11. ADAPTABILITY:
Adjusting to new conditions or changes to plans.

12. PROBLEM-SOLVING:
Analyzing situations and finding solutions to challenges.

49

COMPETITIVE ADVANTAGE

13. CRITICAL THINKING:
Evaluating information and arguments logically.

14. TIME MANAGEMENT:
Prioritizing tasks and managing time effectively.

15. WORK-LIFE BALANCE:
Fulfilling school or work responsibilities while also prioritizing personal well-being.

50

COMPETITIVE ADVANTAGE

16. NETWORKING:
Building relationships and connections that help both sides.

17. CREATIVITY:
Thinking outside the box to generate new ideas.

18. PUNCTUALITY:
Respecting self and others by consistently being on time.

51

COMPETITIVE ADVANTAGE

19. NEGOTIATION:
Reaching win-win agreements through respectful dialogue.

20. CONFLICT RESOLUTION:
Navigating and resolving disagreements constructively.

21. BULLY-PROOF:
Resisting, avoiding, or responding to bullying with resilience and confidence.

52



The graphic features a dark background with a red and blue digital grid pattern. The letters 'SMA' are prominently displayed in a large, stylized, blue font. Below them, the words 'Smart Machine Age' are written in a white, sans-serif font. The 'markoperna' logo is in the top right corner.

53

Gen Z Entrepreneurs
Square, Gen Z Study

84%
Want To Own Their Own Company In The Future



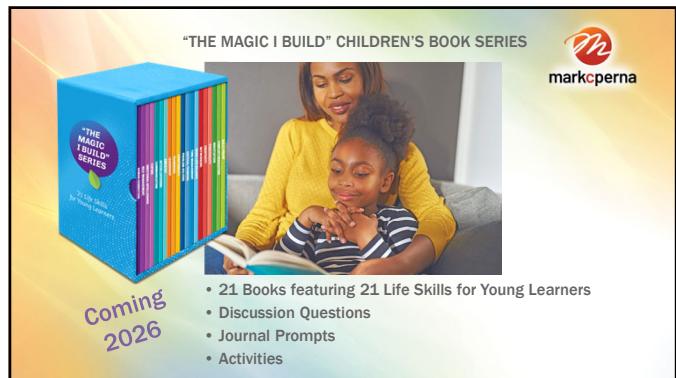
The graphic has a light orange and yellow gradient background. It features the 'markoperna' logo in the top right. The text 'Gen Z Entrepreneurs' and 'Square, Gen Z Study' is at the top. Below, a large orange circle contains the number '84%'. The text 'Want To Own Their Own Company In The Future' is centered below the circle.

54

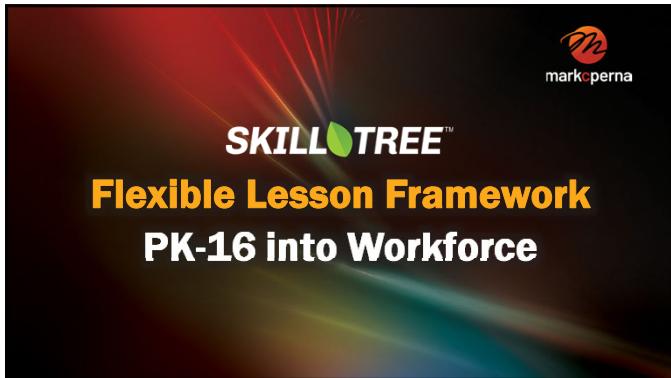
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55



56



57



58