markcperna

LET'S SUPERSIZE ENGAGEMENT WITH TODAY'S YOUNG PEOPLE.

Thanks for taking part in my presentation! In the following pages, you'll find the PowerPoint slides you requested.

As I shared in my keynote, engagement is the key to unlock everything for the younger generations: consistent attendance, positive behaviors, enhanced performance, better outcomes, and more.

If you'd like to dig deeper, here are further resources:

- YouTube: More content, tools, and insights from my work
- Competitive Advantage Track: Through this free video series and action guides, I'll introduce the what, why, and how of competitive advantage to the young people in your sphere of influence
- Flexible Lesson Framework: Easily teach 21 professional and life skills to students in preK through college/workforce development with the Skill Tree flexible lesson framework
- Career Tree: Don't just check the career exploration box—bring it to life with the Career Tree, designed specifically for today's younger generations

Finally, if you'd like to connect directly with my team to discuss your organization's needs, we'd love to talk. Reach out today!



MARK C. PERNA

MARK C. PERNA
SPEAKER | AUTHOR | CEO

CONNECT WITH ME

YouTube | LinkedIn | Facebook | Instagram | Forbes.com

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

TFSresults.com

©Mark C. Perna, TFSresults® - All Rights Reserved V17

Mark C. Perna
Speaker, Author, and CEO

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations



1



2



3



4



5



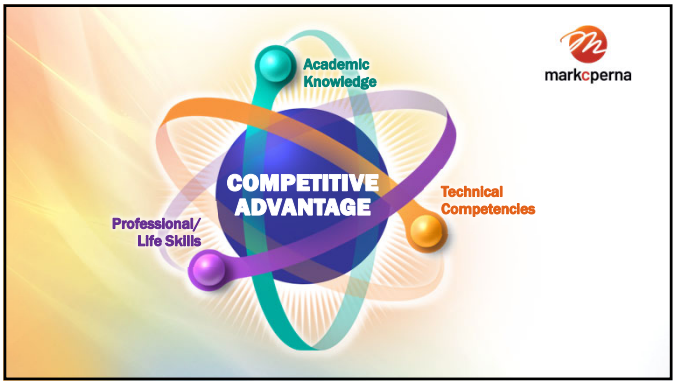
6

 (c) Mark C. Perna All Rights Reserved

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations



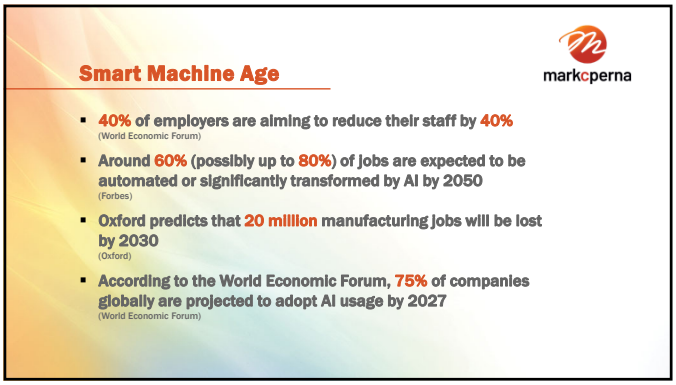
7



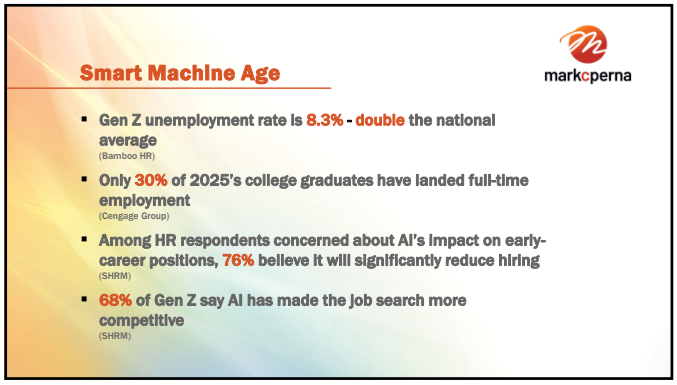
8



9



10



11



12

 (c) Mark C. Perna All Rights Reserved

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations

markcperna

Younger Generations
The "WHY Generation"

13



markcperna

14

markcperna

If The **"WANT TO"**
Is Strong Enough,
The **"HOW TO"**
Will Come!

15

markcperna

*"The mind is not a **VESSEL** to be filled, but a **FIRE** to be kindled"*

– Plutarch

16

markcperna



Filling
VESSELS?
OR
Kindling
FLAMES?



17

markcperna

Education
With Purpose

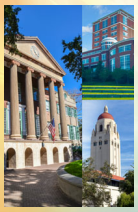
18

 (c) Mark C. Perna All Rights Reserved

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations

Georgetown University Center for Education and Workforce

markcperna



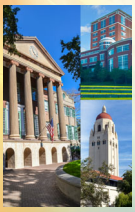
Estimates 1/3rd of nation's top-performing high school students (SAT over 1,000) do not obtain a college degree... and yet nearly all of them attempt college.

19

Strada-Gallup Education Network College Student Survey

32,000 students representing 43 random 4-year institutions

markcperna



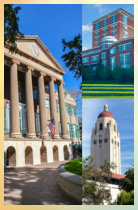
- Only 34% of students believe they will graduate with the skills and knowledge to be successful in the job market and workplace
- Only 50% believe their major will lead to a good job

20

College Debt in America

As Reported by Major News Agencies

markcperna



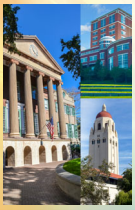
- $1.7 Trillion In Total Student Loan Debt
- $176 Billion Over 90-Days In Default
- 44.2 Million People Carry Student Loan Debt
- 4.86 Million People Are Over 90-Days In Default
- 3,000 Defaults Per Day in America

21

Etiquette Gap Among Recent College Graduates

Intelligent.com, Survey of Managers, Directors, and Executives Involved in Hiring

markcperna



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

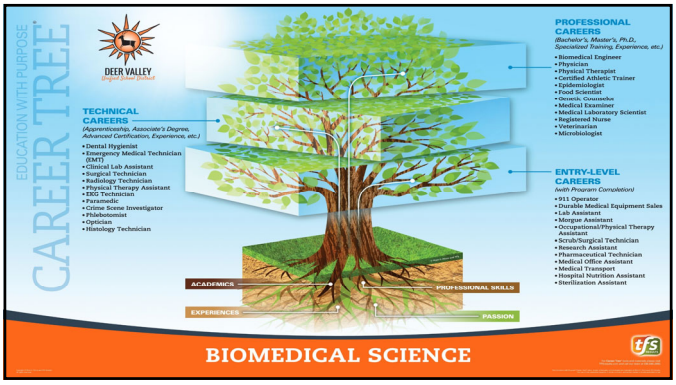
22

EWP
Education with Purpose.™
Employment with Passion.

markcperna

Education With Purpose) **Employment** With Passion

23



24

 (c) Mark C. Perna All Rights Reserved

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations



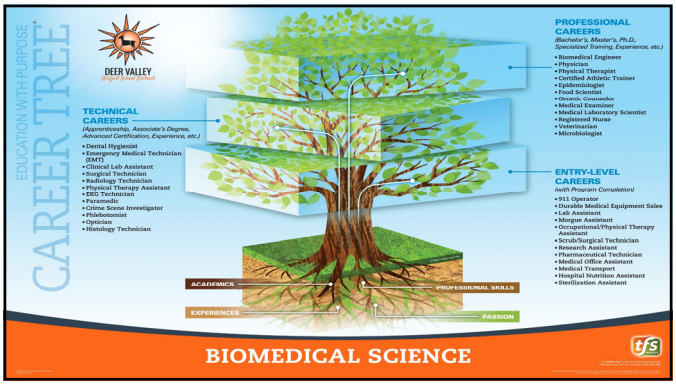
25



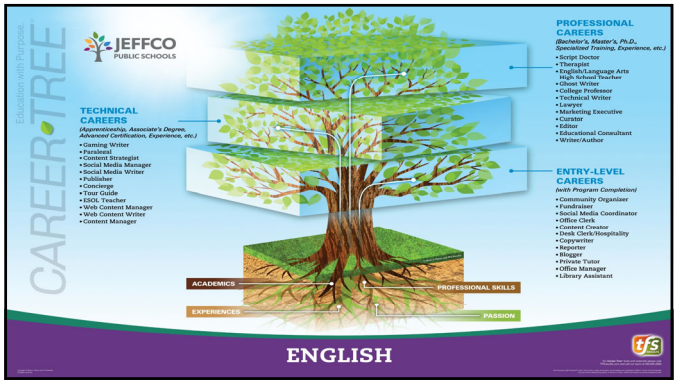
26



27



28

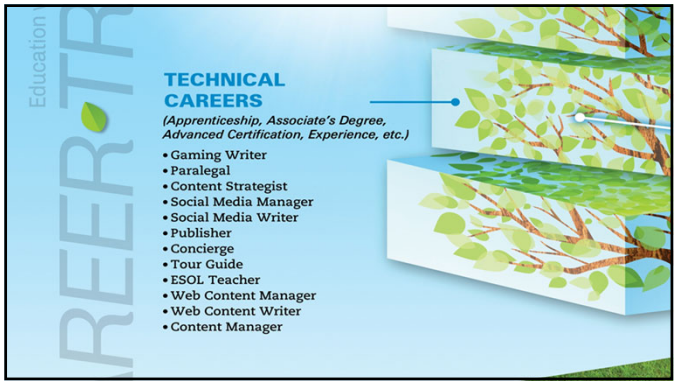


29



30

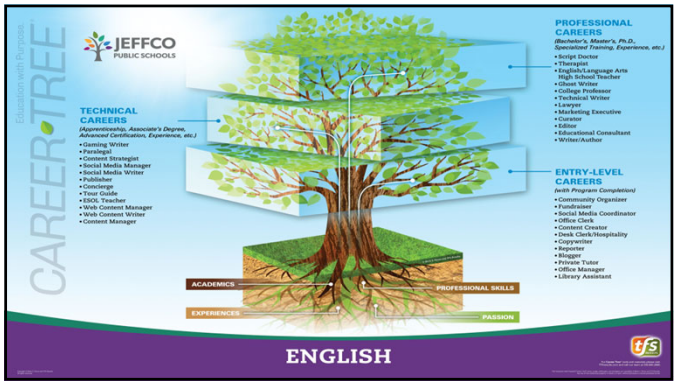
 (c) Mark C. Perna All Rights Reserved



31



32



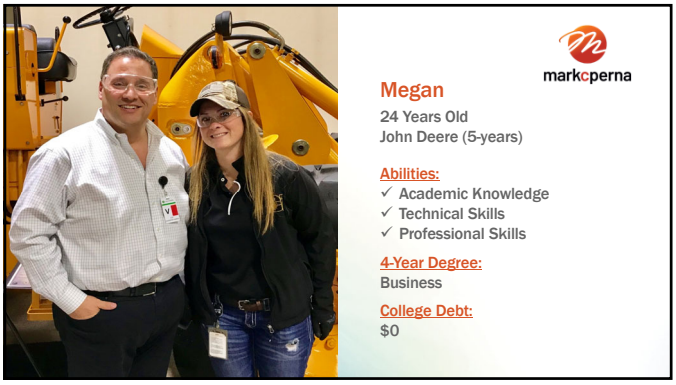
33



34



35



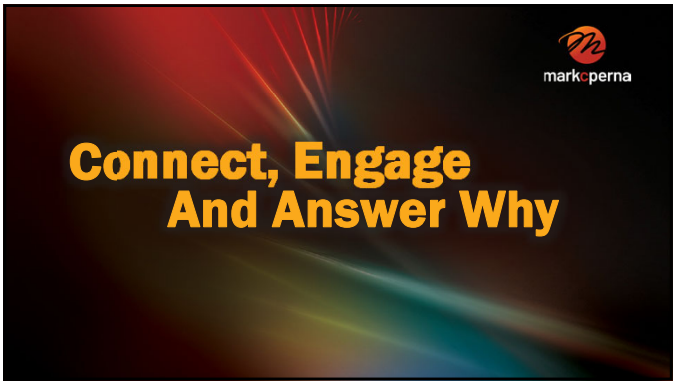
36

 (c) Mark C. Perna All Rights Reserved

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations



37



38



39



40



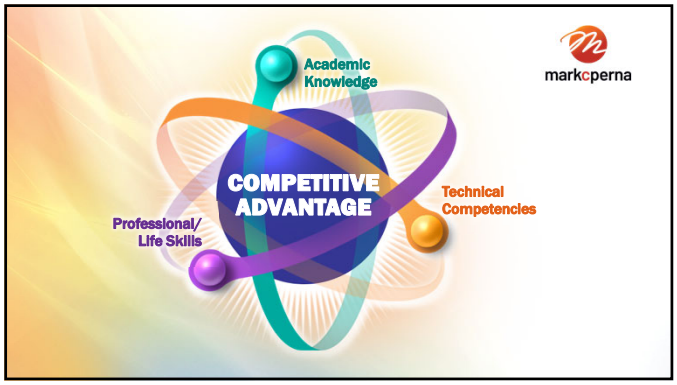
41



42

 (c) Mark C. Perna All Rights Reserved

Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations



43



44



45



46



47



48

 (c) Mark C. Perna All Rights Reserved

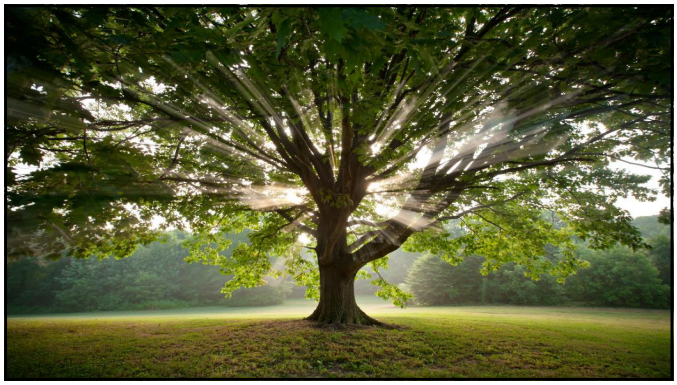
Visit MarkCPerna.com for FREE resources and information about Mark's award-winning bestseller Answering Why: Unleashing Passion, Purpose, and Performance in Younger Generations



49



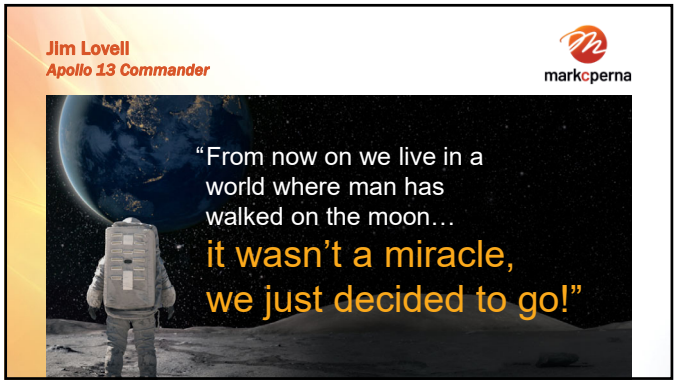
50



51



52



53



54

 (c) Mark C. Perna All Rights Reserved