

| future-proof | out of the box | flywheel | close the loop | move the needle |
|-----------------|-------------------|------------------|----------------|-----------------|
| amplify | sacred cows | inflection point | safe space | wheelhouse |
| strawmen | user experience | headwinds | tailwinds | unpack |
| target audience | low-hanging fruit | tenets | downsizing | |

Ladies and gentlemen, today we are here to discuss the future of our company. As you all know, we are operating in an ever-changing business environment and we need to ensure that our business is 1)_____ . This means that we need to be able to adapt and pivot quickly in response to market changes.

One area where we are already in our 2)_____ is providing turnkey solutions for our clients. Our approach is to offer complete and ready-to-use solutions, which can be implemented with minimal effort on the client's part.

However, we have reached an 3)_____ where we need to take our offering to the next level. Our current clients have been pleased with our services, but we need to expand our 4)_____ and reach new markets. We need to 5)_____ on our sales and marketing efforts and ensure that we are effectively communicating the value proposition of our services.

To do this, we need to focus on the 6)_____ and ensure that our solutions are intuitive and easy to use. We also need to 7)_____ our marketing efforts and reach out to new audiences through innovative and 8)_____ channels.

As part of this effort, we need to be willing to let go of some of our old ways of doing things. This may mean 9)_____ some areas of our business that are no longer profitable or relevant. We need to be willing to challenge some of our 10)_____ and not be afraid to consider new ideas and strategies.

But we also need to be careful not to fall into the trap of creating 11)_____ and dismissing ideas without giving them a fair chance. We need to carefully 12)_____ all of our options and ensure that we are focusing on the 13)_____ that will help us to 14)_____ and make a meaningful impact on our business.

In summary, we are at a critical juncture in our business and need to focus on our core 15)_____ of innovation, adaptability, and customer satisfaction. By doing so, we can create a 16)_____ of growth and success that will carry us into the future. But we must be willing to embrace change and create a 17)_____ where new ideas can be shared and explored. The 18)_____ may be strong, but we have the 19)_____ of our strengths and experience to help us push forward.