



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

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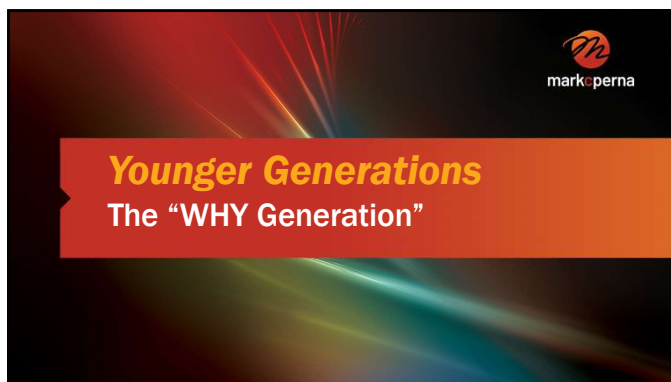
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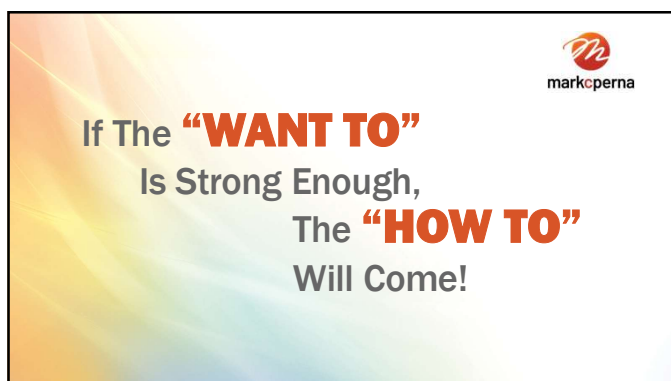
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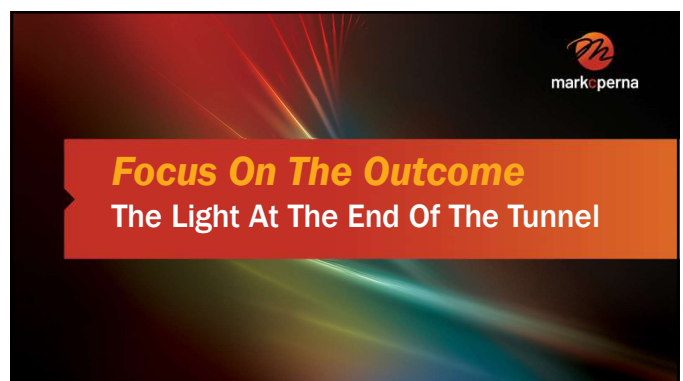
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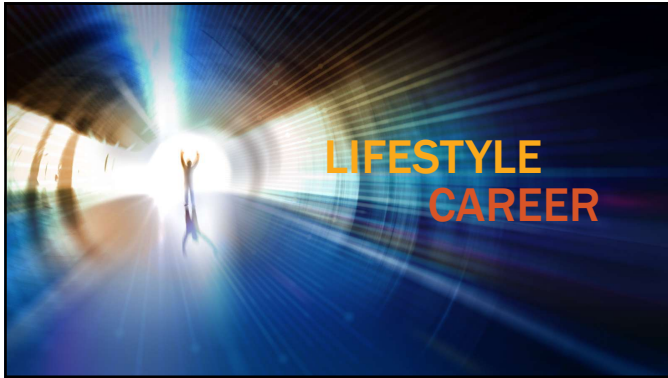


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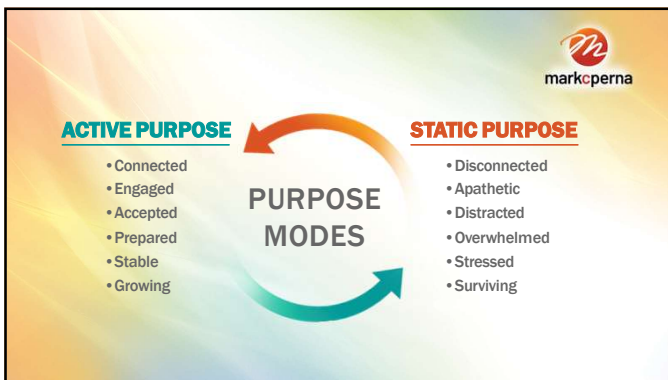
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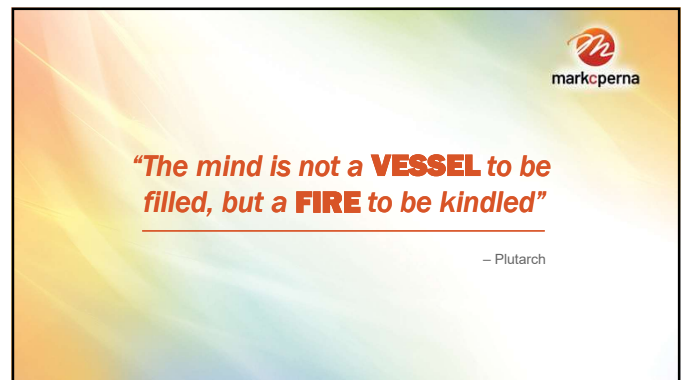
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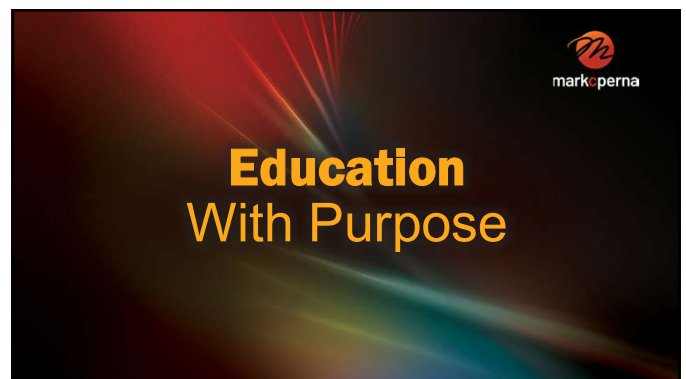
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**Georgetown University
Center for Education and Workforce**



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



- 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 Completion**
Wall Street Journal



- **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


21


**College Enrollment**
Wall Street Journal



- 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

22

**College Debt In America**
As Reported by Major News Agencies



- **\$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

23

**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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Employment With Passion


27




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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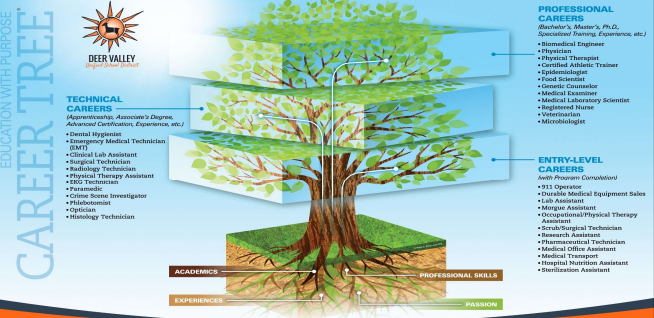
Education With Purpose & Employment With Passion

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CAREER TREE

EDUCATION WITH PURPOSE



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

- Dental Hygienist
- Emergency Medical Technician (EMT)
- Clinical Lab Assistant
- Biological Technician
- Radiology Technician
- Physical Therapy Assistant
- DICU Technician
- Paranurse
- Cruise Shipper Investigator
- Phlebotomist
- Optician
- Hematology Technician

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

- Biomedical Engineer
- Physician
- Physical Therapist
- Clinical Academic Trainer
- Epidemiologist
- Food Scientist
- Genetic Counselor
- Medical Examiner
- Medical Laboratory Scientist
- Registered Nurse
- Osteopath
- Microbiologist


ENTRY-LEVEL CAREERS
(With Prior or Current Certification)

- 911 Operator
- Medical Equipment Sales
- Lab Assistant
- Biotech Assistant
- Occupational/Physical Therapy Assistant
- Surgical/Oral Technician
- Research Assistant
- Pharmaceutical Technician
- Medical Office Assistant
- Medical Transcriptionist
- Hospital Nutrition Assistant
- Sterilization Assistant

ACADEMICS | **PROFESSIONAL SKILLS**

EXPERIENCES | **REASONING**

BIOMEDICAL SCIENCE



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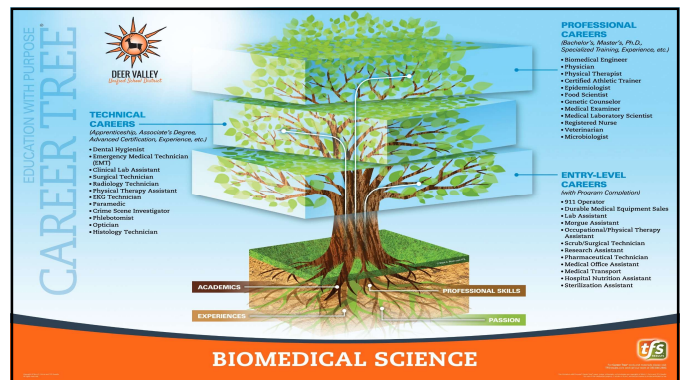
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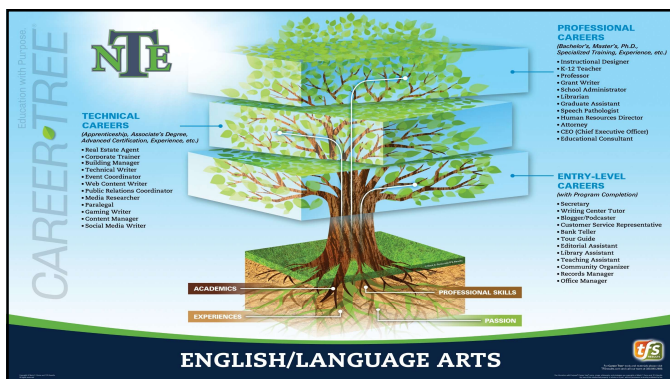
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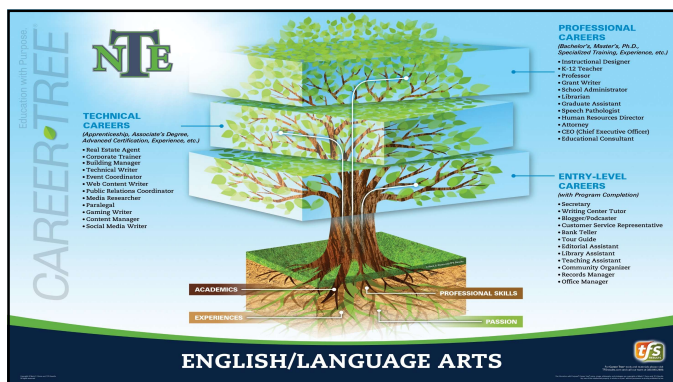
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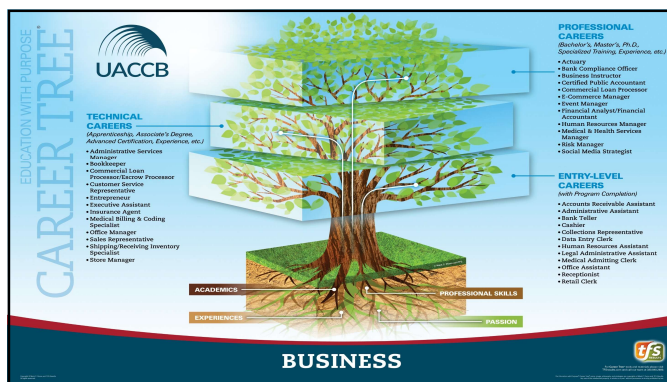
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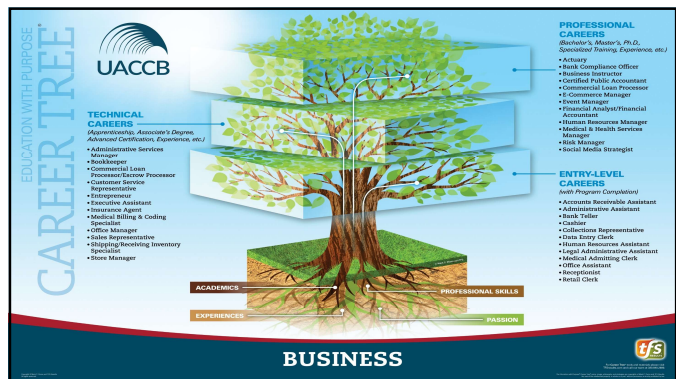


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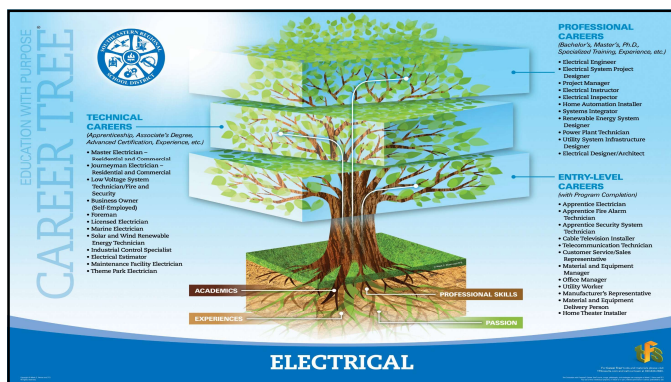
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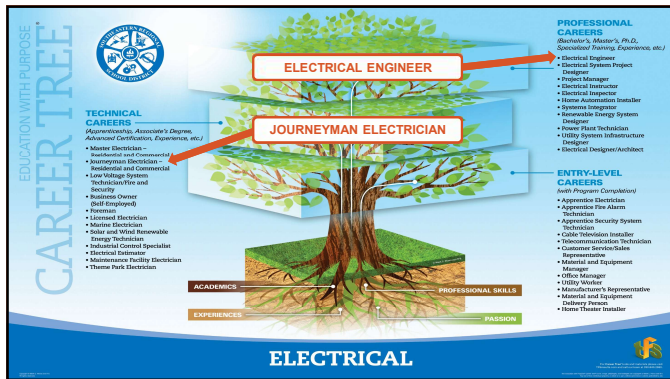


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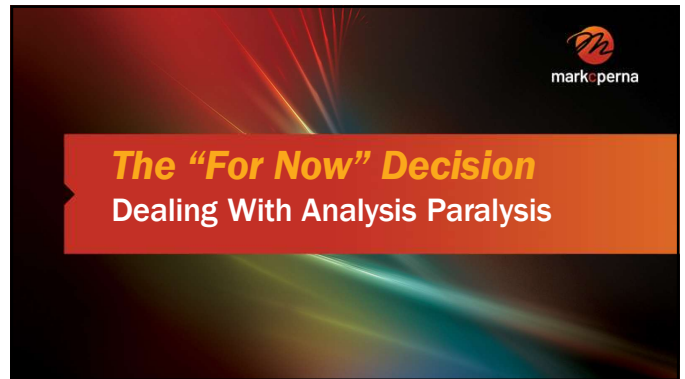


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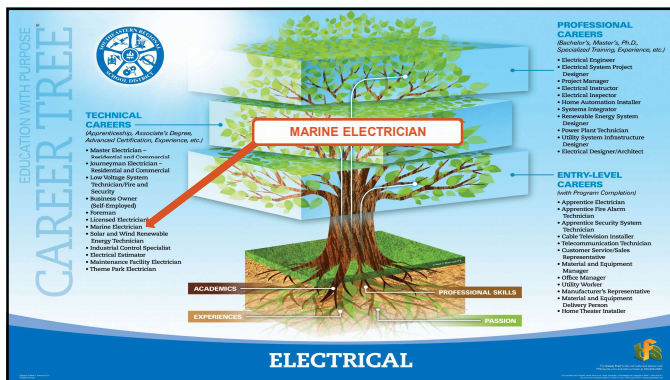
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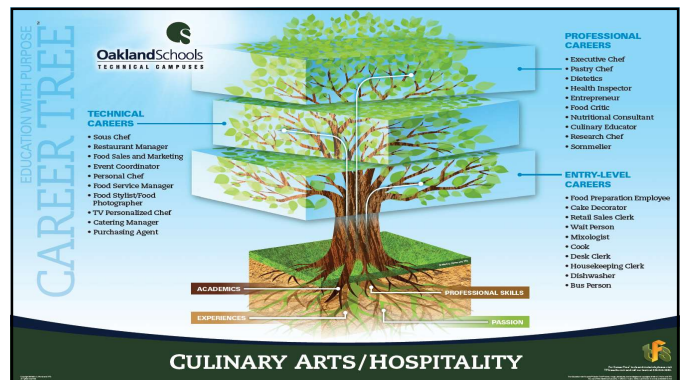
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John Deere Davenport Works
Davenport, Iowa

Manufacturing:
Heavy Construction & Agricultural Equipment



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Megan
24 Years Old
John Deere (5-years)

Abilities:

- ✓ Academic Knowledge
- ✓ Technical Skills
- ✓ Professional Skills

4-Year Degree:
Business

College Debt:
\$0

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Shifting The Paradigm
The CALL TO ACTION

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**Connect, Engage
And Answer Why**

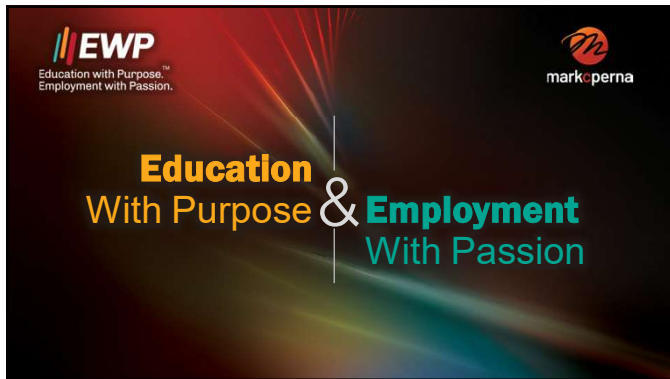
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**Create A Strong
Message Of Purpose**

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COMPETITIVE ADVANTAGE

 **4. EMOTIONAL INTELLIGENCE:**
Understanding and managing your own emotions and those of others.

 **5. COPING:**
Managing stressors and challenges to maintain emotional well-being.

 **6. COMMUNICATION:**
The ability to convey information clearly and effectively.

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COMPETITIVE ADVANTAGE


 **7. ACTIVE LISTENING:**
Fully concentrating and engaging with the speaker.


 **8. EMPATHY:**
Understanding and sharing the feelings of others.


 **9. LEADERSHIP:**
Guiding and inspiring others to work towards a shared vision.

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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.

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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.

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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.

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COMPETITIVE ADVANTAGE

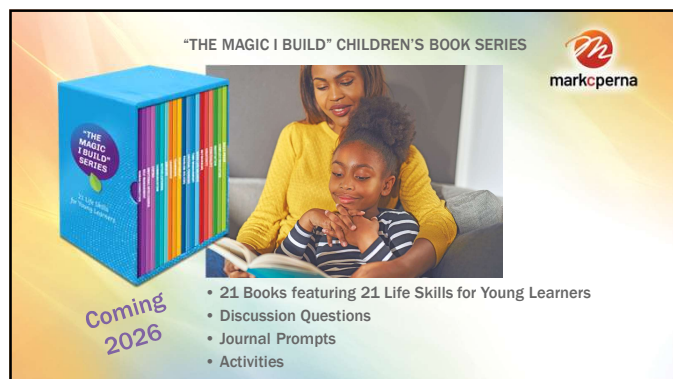
 **19. NEGOTIATION:**
Reaching win-win agreements through respectful dialogue.

 **20. CONFLICT RESOLUTION:**
Navigating and resolving disagreements constructively.

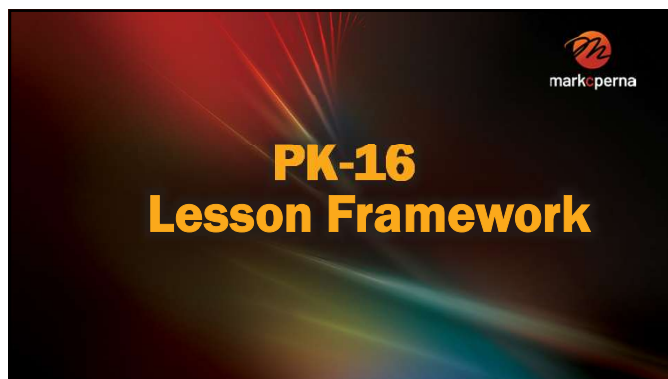
 **21. BULLY-PROOF:**
Resisting, avoiding, or responding to bullying with resilience and confidence.

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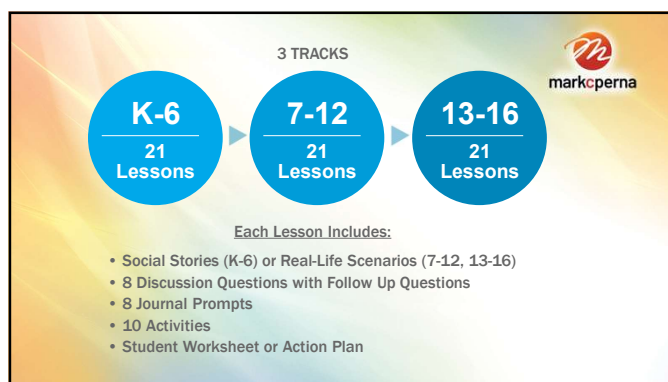
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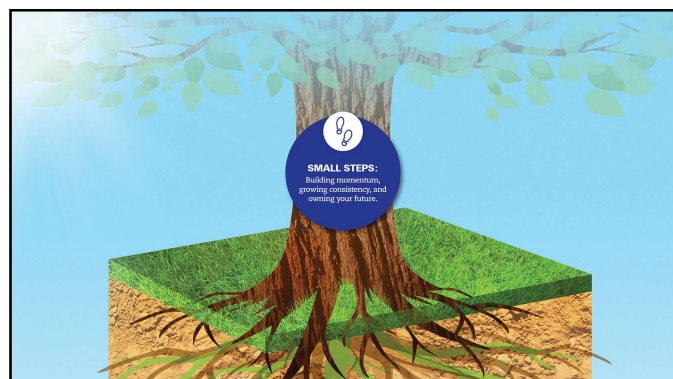
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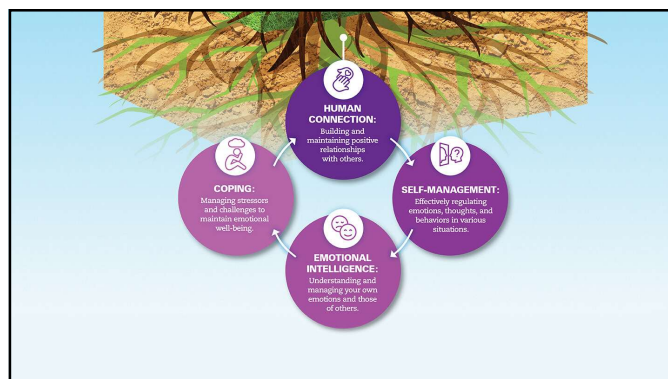
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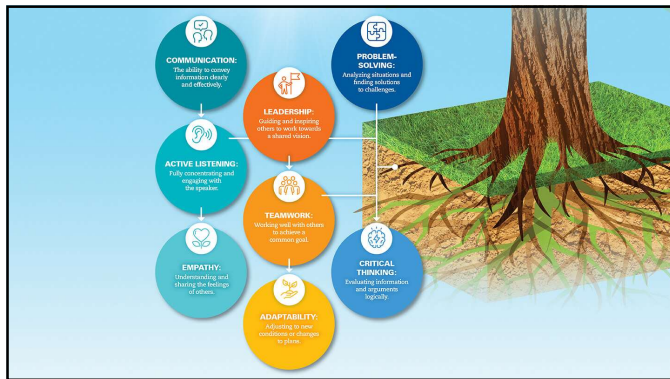


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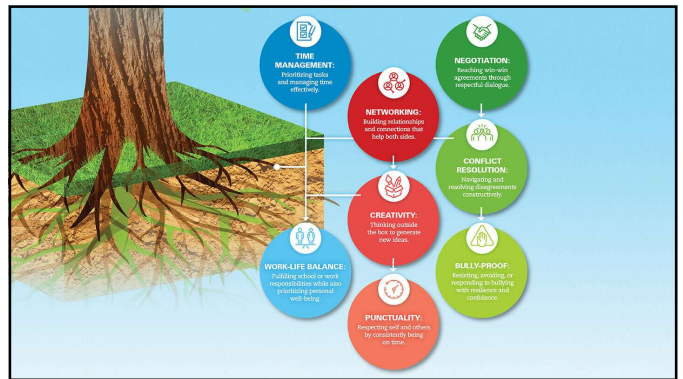


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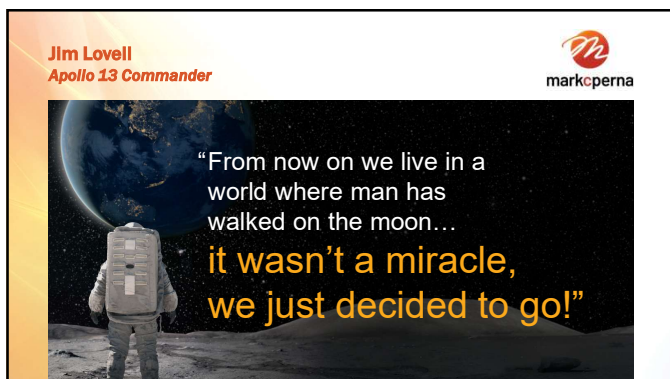
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