## MICHAEL MANESS

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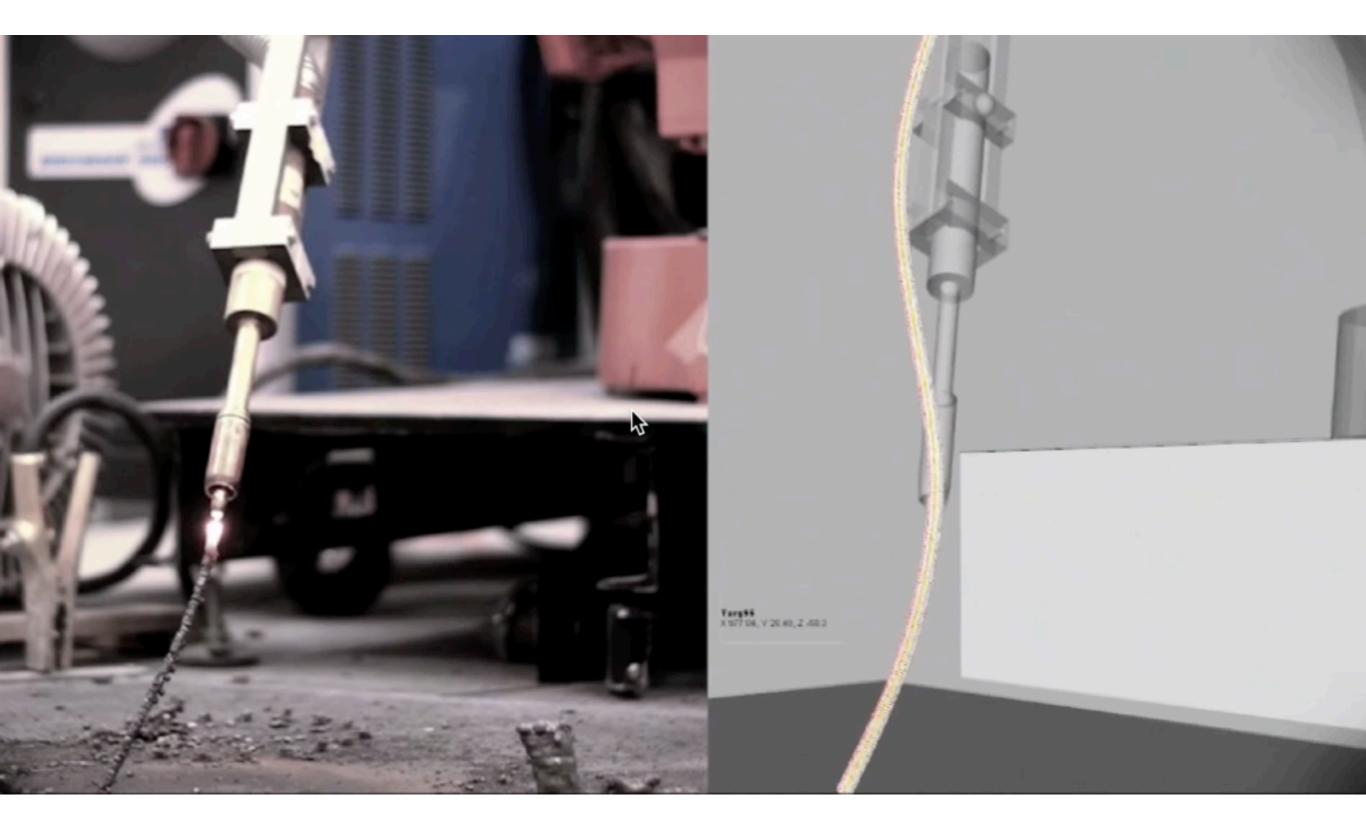
## SUBCULTURE

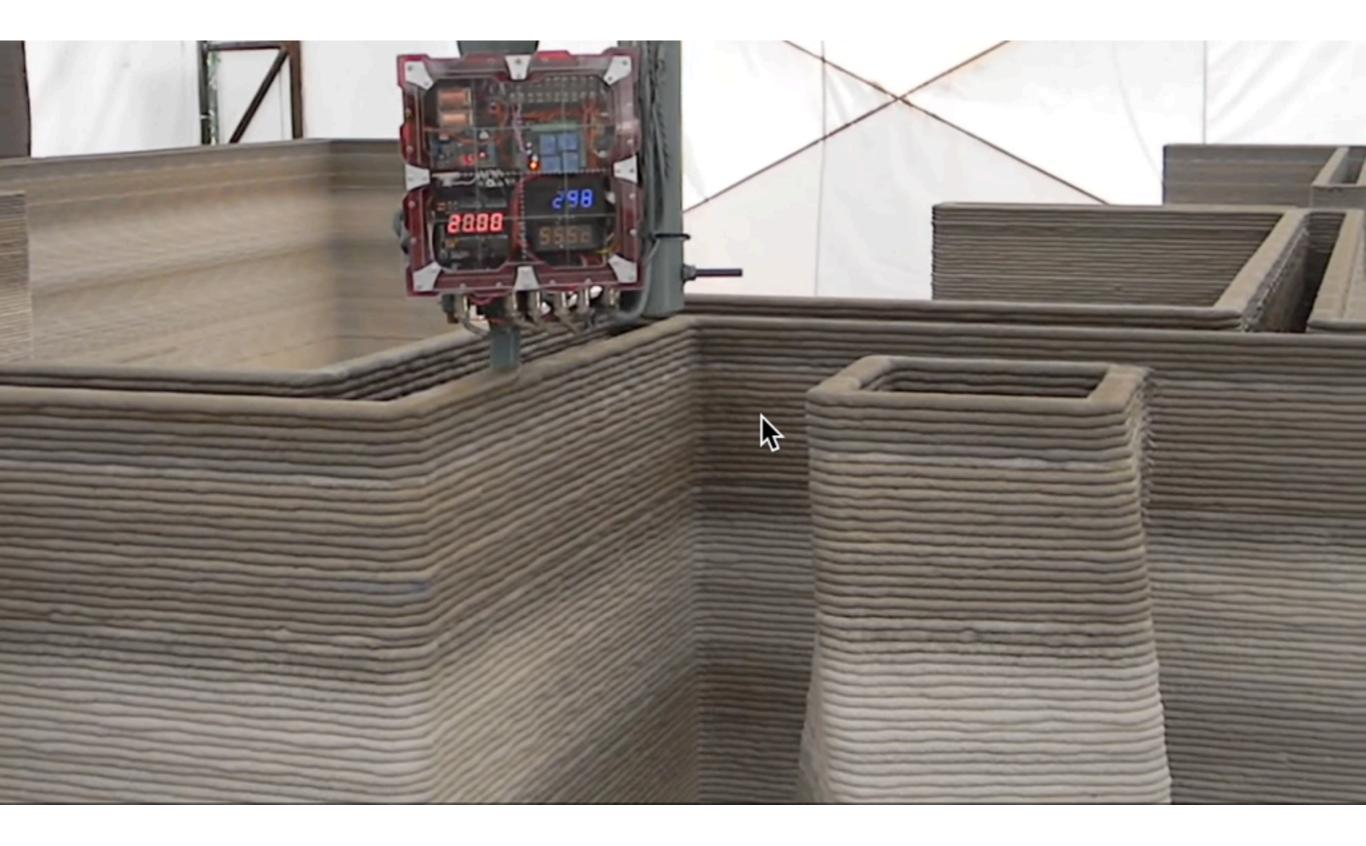


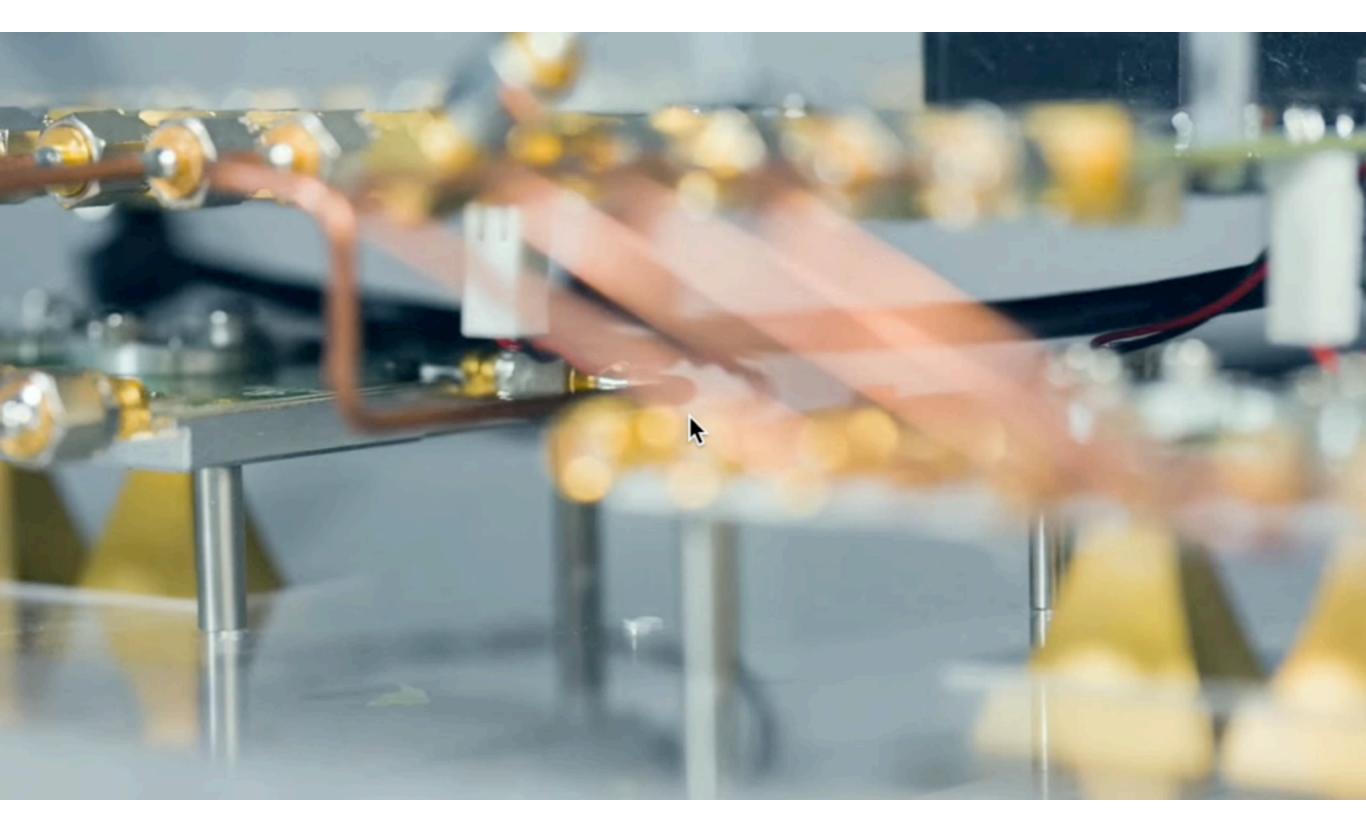


The future is already here – it's just not evenly distributed.

William Gibson



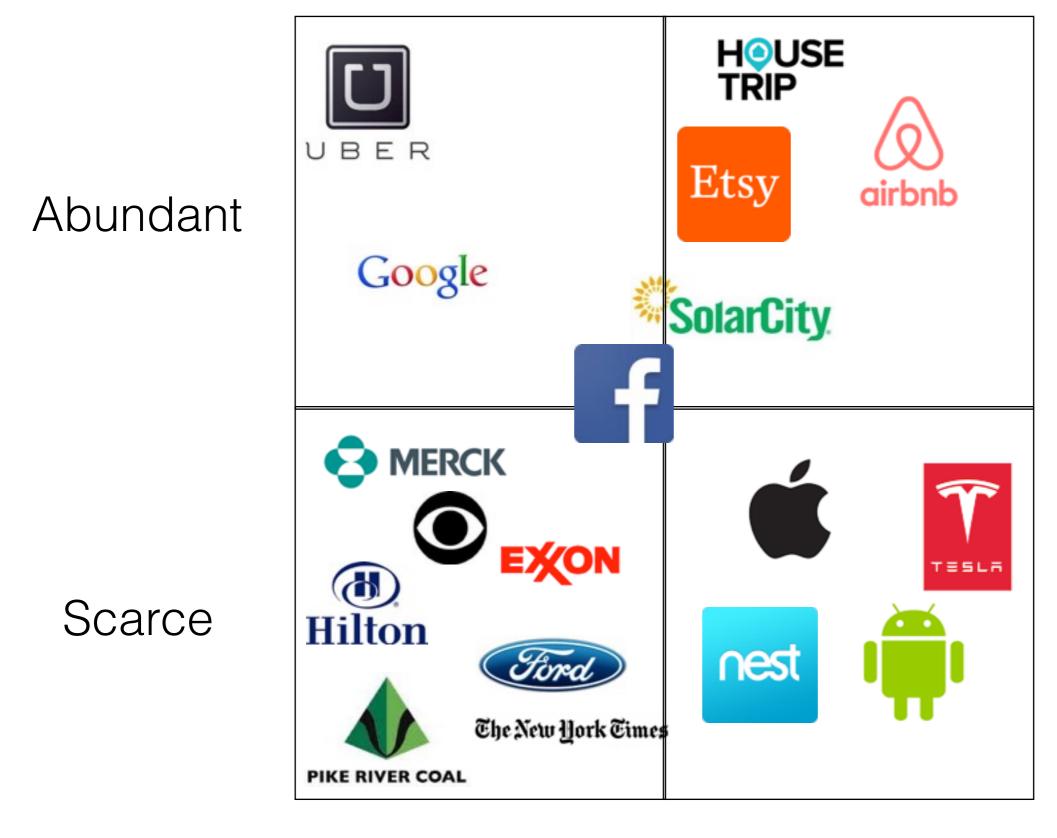






# Those who don't create the future will be stuck fighting it.

The digital shift toward abundance based business models are remaking the world.



Extractive

Generative

## ACCOMMODATION



93 YEARS TO BUILD



#### 610,000 ROOMS, 88 COUNTRIES



**4** YEARS TO AMASS



650,000 ROOMS, 192 COUNTRIES

RACHEL BOTSMAN 2014

Why do smart people, armed with logical information, fail over and over again to make strategic shifts despite the overwhelming case for change?



No-till farming is a perfect example about why innovation so often fails

Despite huge advantages over traditional farming techniques, this approach from the Sixties is just now gaining momentum.

## The Benefits of No-Till farming

Reduction of fuel use

May sequester greenhouse gasses

Dramatically improves soil health-1" increase in organic matter saves 20,000 gallons per acre

Significantly reduces nitrogen pollution in lakes and rivers

And, perhaps most importantly, it's more profitable

So why isn't it used by the majority of farmers?



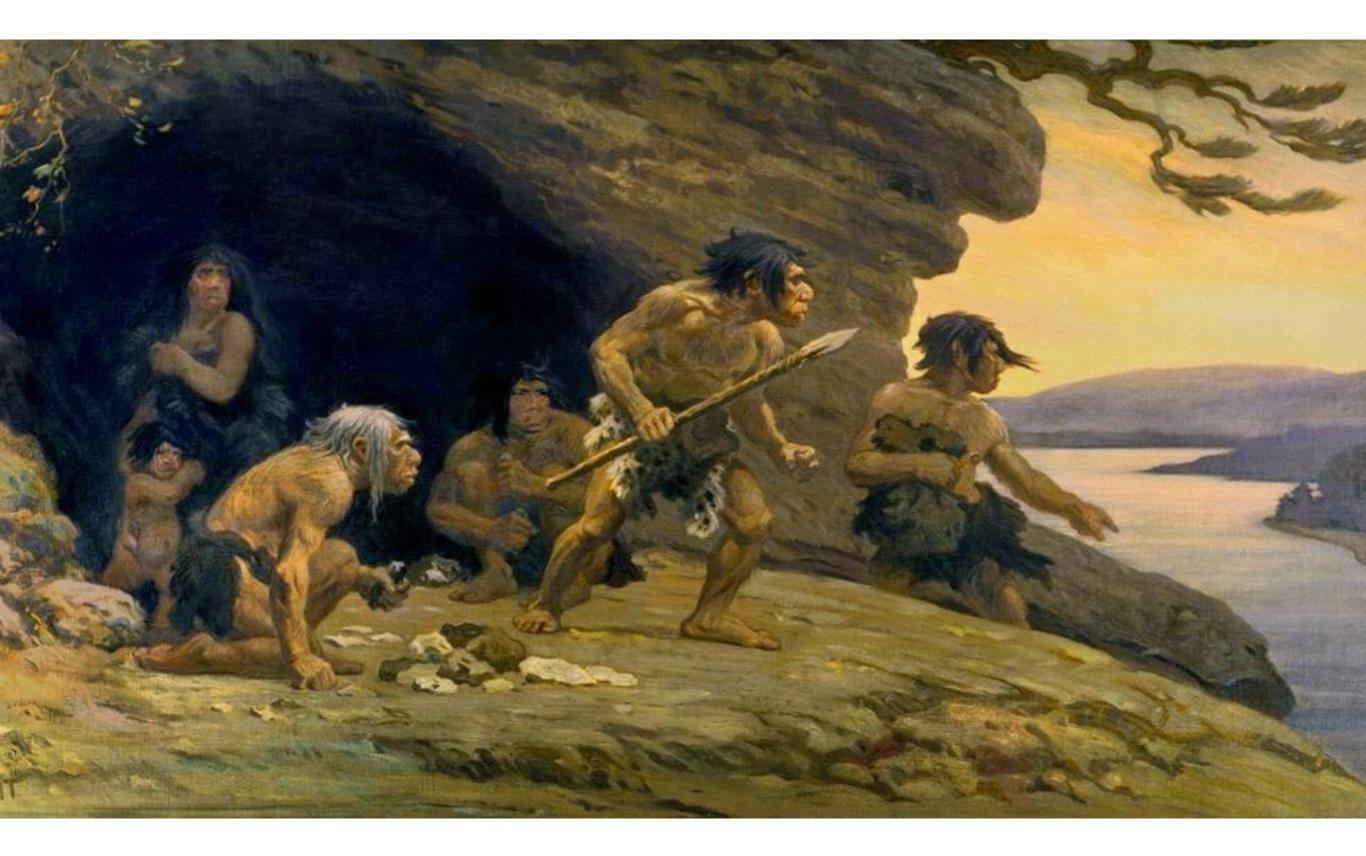
"We have a saying in our area:

'You can't no-till because you haven't buried your father yet.'

You can't take on an endeavor like this with someone leaning over your shoulder every day telling you you're wrong and it's not going to work."

- Terry McAlister, who farms 6,000 acres of drought-stricken cropland in North Texas.

Why do smart people, armed with logical information, fail over and over again to make strategic shifts despite the overwhelming case for change? Why is change so hard?



As Homo Sapiens, we are around 200,000 years old.

If an alien anthropologist visited earth every 10,000 years for the last 100,000 years...

1 visit : < 10 m. hunter-gatherers, stone tools 2 visit : < 10 m. hunter-gatherers, stone tools 3 visit : < 10 m. hunter-gatherers, stone tools 4 visit : < 10 m. hunter-gatherers, stone tools 5 visit : < 10 m. hunter-gatherers, stone tools 6 visit : < 10 m. hunter-gatherers, stone tools 7 visit : < 10 m. hunter-gatherers, stone tools 8 visit : < 10 m. hunter-gatherers, stone tools 9 visit : < 10 m. hunter-gatherers, stone tools

### 10 visit : > 7 b. complex societies, high tech

### We evolved to be pattern recognition experts.

## Tree-Tree-Tree-Tiger-Tree

## The power of *certainty*.

Your brain recognizes patterns, makes predictions then rewards you when its accurate.



The more ambiguity the bigger the threat response.

We do everything we can to stay away from uncertainty.

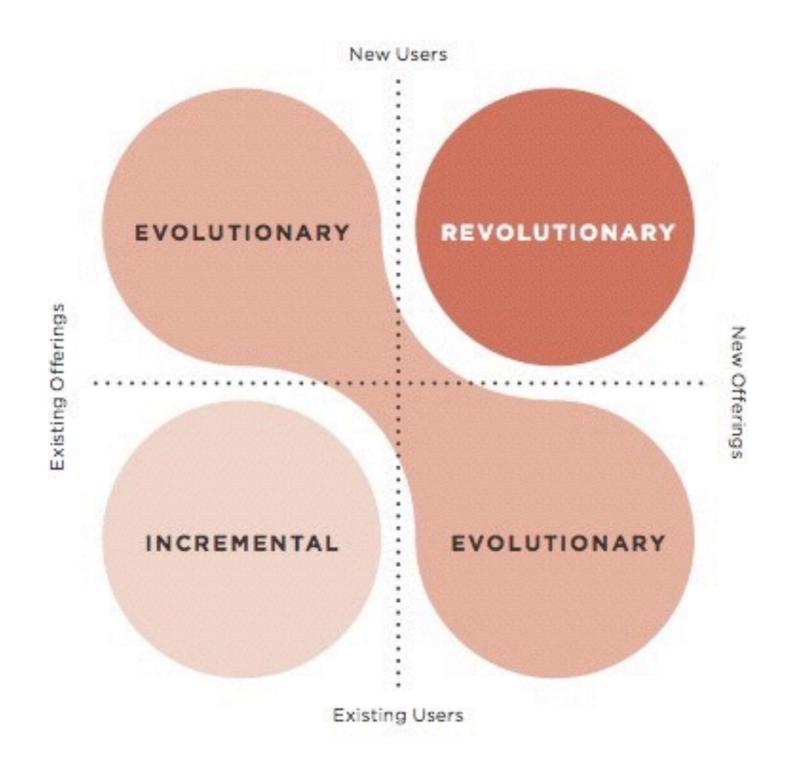
We build business cultures that drive uncertainty out.

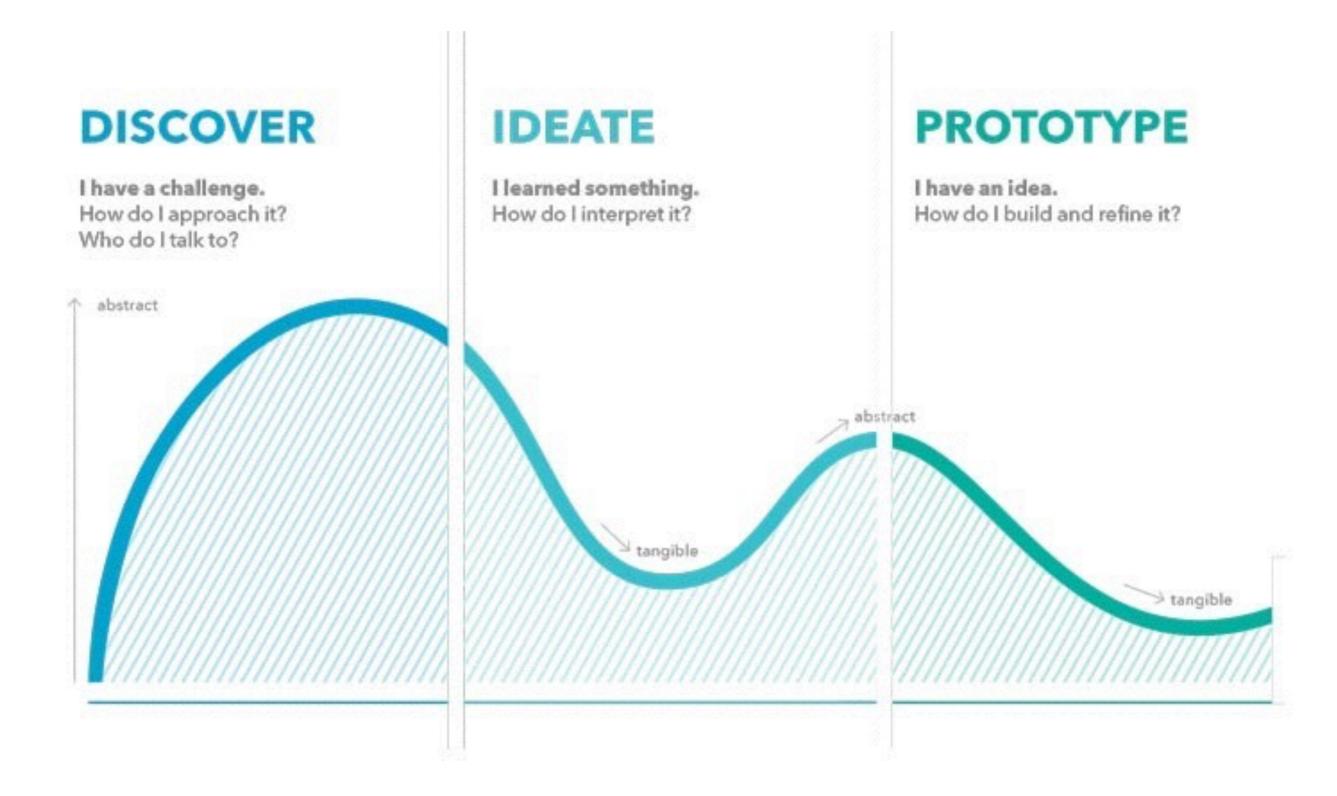
This usually means suppressing creativity as much as possible.

Without creativity there isn't divergent thinking.

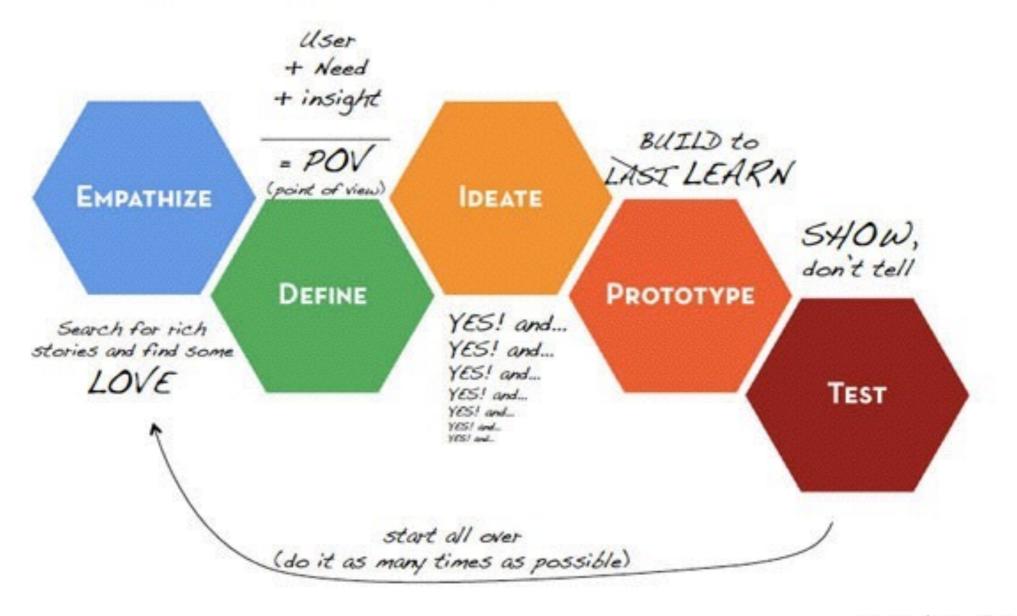
Divergent, transformative thinking will save your business.

That is what we are looking for in big innovation.



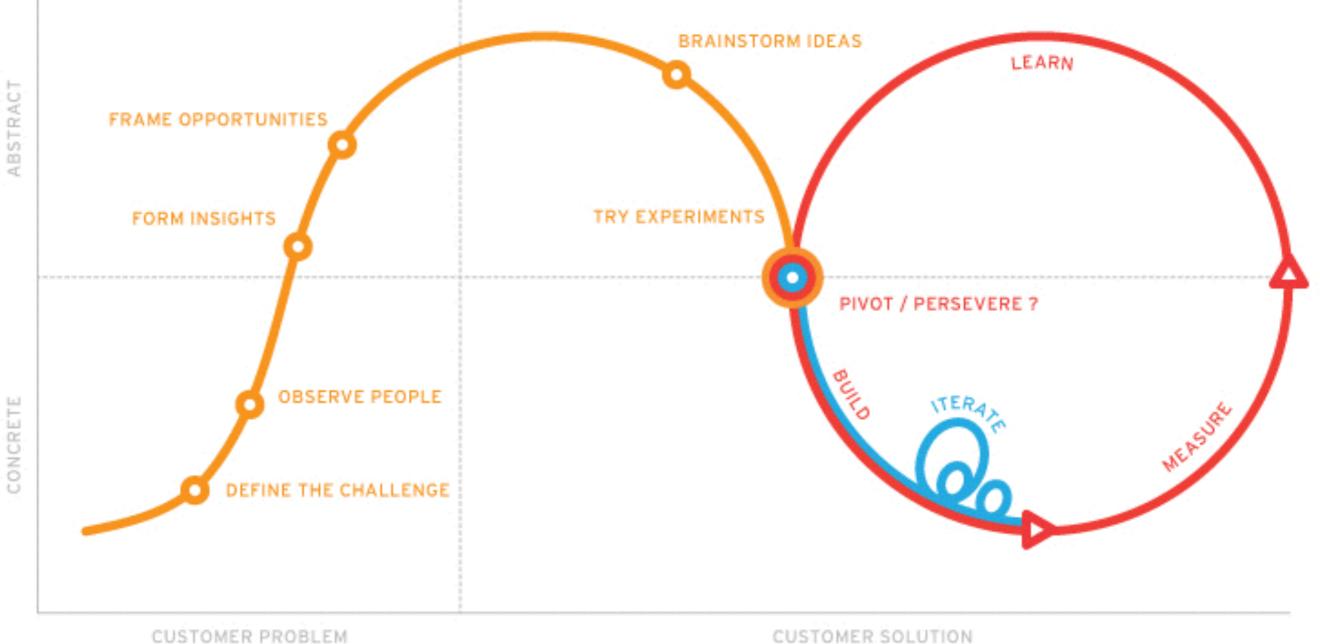


### My design thinking CHEAT SHEET



By Guido Kovalskys

#### DESIGN THINKING DISCOVERS CUSTOMERS

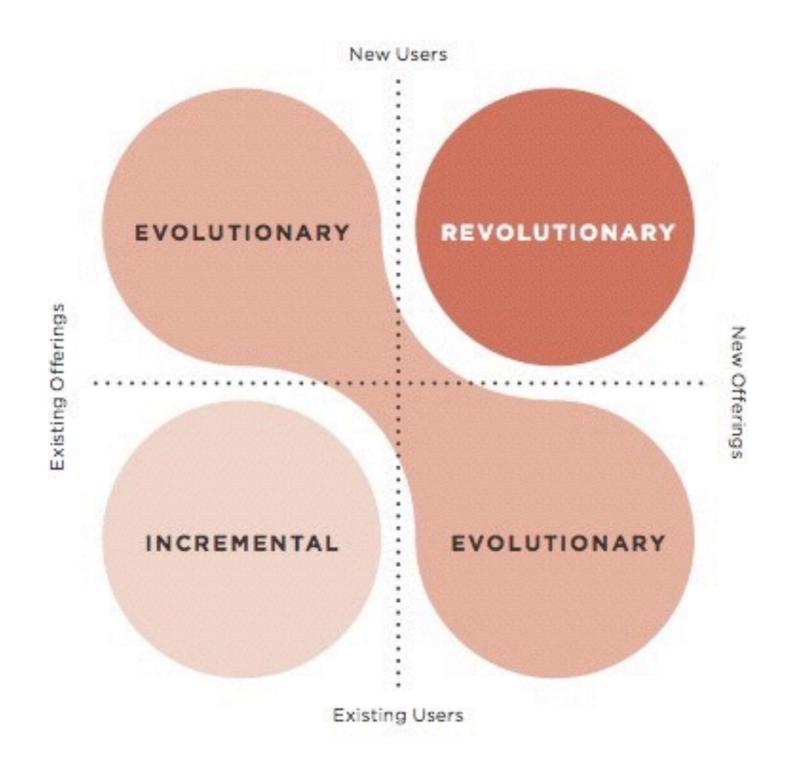


CONCRETE

DESIGN THINKING

LEAN STARTUP

AGILE



### Sustaining, Evolutionary Ideas

These are existing technologies to be more accessible, efficient, cost effective, etc. They do not establish a new market but rather offer an evolutionary version or add-on to existing technology.



We are your one-stop shop for advertising & marketing solutions.



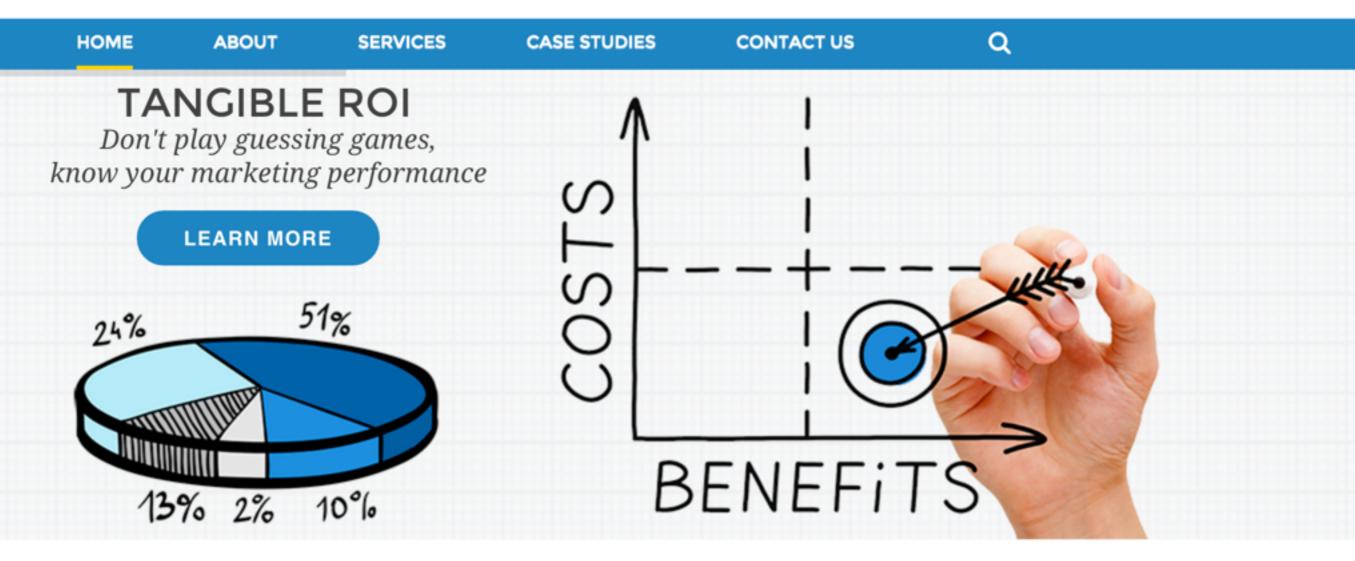


## **THE OKLAHOMAN**



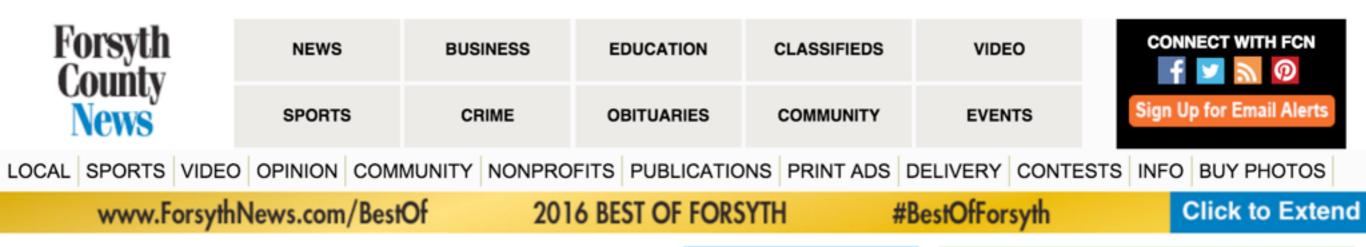


①LOGIN



#### Welcome to Proven Performance Media

Our Key Focus Areas Include





#### COUNTY WORKER RECALLS TRAGEDY

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#### TOP STORIES

Deputies fire at suspect during traffic stop in north Forsyth

Construction worker injured in fall at South Forsyth Middle

House fire displaces two in north Forsyth

Forsyth County commission hopeful cleared to run

Upgrade of Two Mile Creek Park in north Forsyth worries residents

K9 officers in Forsyth County to get protective vests

More news in LOCAL

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#### SPINE CENTER

#### Northside.com/SpineCenter

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> For an appointment, call (404) 459-1809

3 Locations: Atlanta, Cherokee & Forsyth

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SPORTS

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EDUCATION

THE GRIND: I ambart's Wakafield

Surgeon leads effort in robotic

Riverwatch student to be featured in



Another compelling year of high school sports has come to an end in Forsyth County. The FCN sports staff ranks the 10 biggest moments of the year.





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#### Smart era at Georgia officially underway

'Working as hard as I can to win a national championship'

ATLANDA (AP) -- Alter 13 years attlet Mack Role's leadership. Georgia in air to tagae 20th with a ten hard reach Alabatas defension containation Kirly Bandi, who regliaud Role on Dis. 6, with be, up -ongenera Alter procing meth-lan up -ongenera share processing Monday's merinsed talle game against Openera.

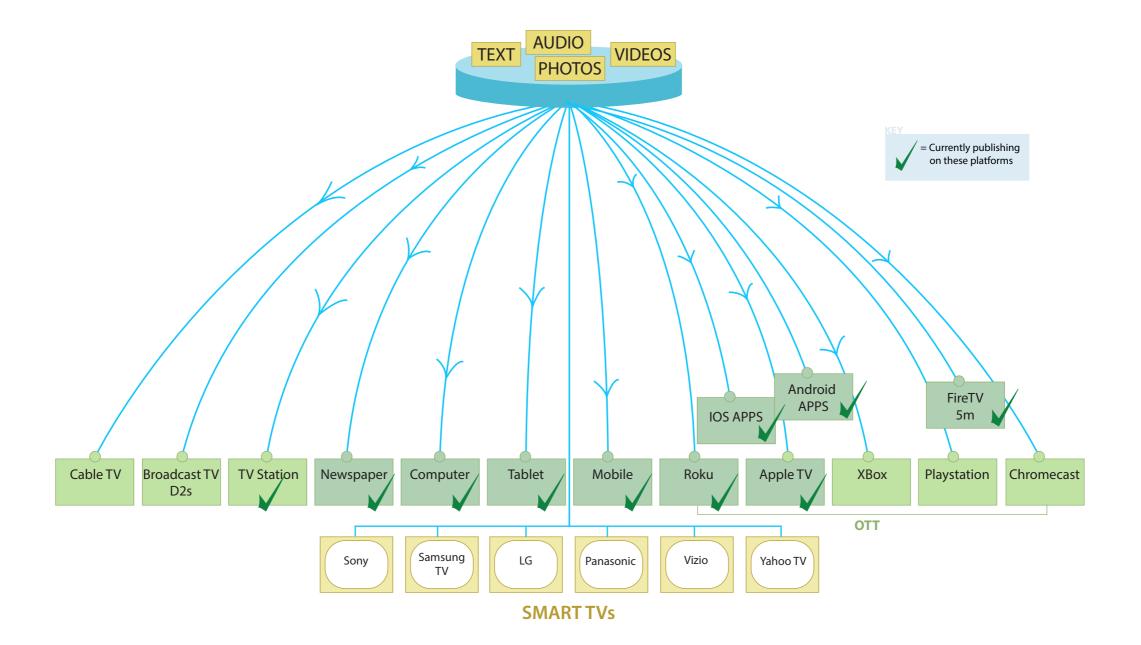
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Rada suffered a big blow when running back Nick Chulte, a heading Horizon

IN REPAIRATION RIDES ON EVERYTHING WE ON





# Why These Matter

- Data-driven, modern approaches
- Maximize existing but fading operations
- Sophisticated solutions for existing advertisers
- Generate new revenue out of existing skills
- Re-capturing lost or small business segments

# Innovation Limitations

- Advertising based models
- They are still push-based and publishing oriented
- Primarily use existing platforms
- Focus on destination sites, not distributed brands
- Lack of effort or data on non-consumers

## EVERY organization should have or be moving forward with these types of services!

If not, you will be left behind and even more disrupted by digital entrants.

The industry must keep every decreasing ad dollar it can while also driving new innovations.

### **Disruptive, Revolutionary Ideas**

Innovation that creates a new market and value network — replacing existing technology and creating a new market demand.

# Our Winner

- Great metrics to prove their innovation
- Brave leadership to radically transform operations
- Moving to fully embrace a distributed model
- "All boats rising" model
- It's not size that matters but approach
- Focus on new markets and non consumers

And the winner is...