

Chance Encounters

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Elevator Pitch

What is a 'Chance Encounter'?

- Dictionary.com - 'a possibility or probability of anything happening'
- Cambridge Dictionary - 'an occasion that allows something to be done; an opportunity'
- Reverso -
'the unknown and unpredictable element that causes an event to result in a certain way rather than another'

Chance Encounters

The Event.....

One minute of chance.

- 60 secs to get the attention and interest of potential customers, and people important to your business.
- In simple terms who you are, what you do, and why it's important to the listener, presented in a way makes a listener interested enough to say, "Tell me more."
- Four questions to answer

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The Event.....

1st Who are you?

- Who you are and what's your involvement:
- Name, title, and pertinent, and relevant details such as years of experience in the industry, your accomplishments, or anything else you think is appropriate.

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The Event.....

2nd What Do You Do?

- The second part of your pitch explains what you do. This is the place to mention one outstanding accomplishment, internship, a highly sought after product, etc., that will wow your listener.
- Remember - your accomplishment / product must relate to the listeners need.
- Like all parts of your pitch, this needs to be brief, but it should also be detailed and help the listener get an idea of what you're capable of....

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The Event.....

3rd Why You, Why Your Product, or Service?

- The next section of your pitch includes something unique about you. While this can include specific skills, you can also trace accomplishments to illustrate how you use your skills.
- Resist listing your skills, accomplishments, or services like a grocery list. Try to link them to an outcome or something you can do.

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The Event.....

4th...What's Your Ask?

- The final part of your pitch includes an ask.
- “I would love to speak to you about _____ , if you have time?”

Chance Encounter

15 Minutes

A successful 'chance encounter' leads to a planned follow up meeting, or may lead to an extended unplanned brief on your company's ability to meet a specific need.

- Know you company, your products, services, and capabilities.

Total Wellness



WELLNESS

What is wellness?

- The experience of health, happiness, and prosperity.
- It includes good mental health, high life satisfaction, a sense of meaning or purpose, and ability to manage stress. More generally, wellbeing isjust feeling well.



Mental Health at Work

An overview of findings from *Mind Share Partners' 2019 Mental Health at Work Report*.

Download the full report: www.mindsharepartners.org/mentalhealthatworkreport



in partnership with:



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Experiencing symptoms of negative mental health at work is the norm, not the exception.

60%

experienced symptoms of a mental health condition in the past year.



Symptoms were **equally prevalent** across levels of seniority.

Work and mental health are inextricably tied.

61%

said that their **productivity** was affected by their mental health.



37%

said that their **work environment** contributed to their symptoms.

Demographic groups experience mental health differently; mental health is a diversity and inclusion issue.

Millennial, Gen Z & LGBTQ+ respondents

had higher rates of mental health **symptoms.**

had symptoms for **longer durations.**

were more likely to have gotten mental health **treatment.**

were more **comfortable talking** about mental health at work.



Women

were more likely to have **gotten treatment** for a mental health condition in the past.



Black & Latinx respondents

experienced higher rates of **every mental health symptom** compared to all respondents.

were more likely to have **left a previous role** for mental health reasons.



WELLNESS

What is wellness?

Elements Of “Total Wellbeing”

- Physical
- Financial
- Mental
- Environmental
- Career



WELLNESS

Physical Wellbeing:

Involves exercise, eating well-balanced meals (nutrition), getting sufficient sleep and managing stress.

Physical wellness relates to maintaining a healthy body and seeking care when needed. Physical health is attained through exercise, eating well, getting enough sleep and paying attention to the signs of illness and getting help when needed.

Exercise - World Health Org. recommends 1 hour per day

Sleep - 7-9 hours per day

Water - Half of their weight (in pounds) in ounces. For example, a 200-pound adult needs approximately 100 ounces of water each day plus 12 ounces for every 30 minutes of exercise.

WELLNESS

Financial Wellbeing:

Effectively managing your economic life.

Being "well" financially includes the total picture of your financial health

- **Including how your financial situation affects your stress levels and overall mental and physical health.**
- **Financial wellness is not a destination; it's a journey of building resilience to maintain financial balance, not only to pay your bills but also to enjoy a more stable, healthy, and successful life.**

Wellness

Mental Wellness

Mental wellness relates to understanding your emotional health, your feelings and coping effectively with stress. It is important to pay attention to self-care, relaxation, and stress reduction.

- **988 Suicide & Crisis Lifeline**
- **Tom Oxley - Workplace Mental Health Ted Talk**



Wellness

Environmental Wellness

It is the sense of belonging you have with the people around you, in office or out of it. People need to be part of communities that share similar interests.

- It could be a volunteering organization or soup kitchen.**

WELLNESS

Career Wellbeing:



Occupational wellness is an important component of overall well-being. It includes job satisfaction, the ability to use one's talents and skills at work, and ambitions for professional growth and change.

People with good occupational wellness find their work rewarding, have good relationships with co-workers, and find positive ways to handle workplace stress.

- 40-60 hours at work, given 168 hours per week = **~25-35% of your life from the age of 16 - 65.**

WELLNESS

Work Life Balance:

Work Life Balance:

- **Work Life Balance** is critical to the successful entrepreneur
- **Work = 35% Sleep = 33% Exercise = 0.5% Travel = 1%**

Last Words..... Earl Nightingale

Earl Nightingale



and it's puttering and
fixing things around the
boat

