**Survival Mode**(Word Version)

*(In the background, intense music is playing throughout the presentation)*

**Slide 1**: This is a video of what looks like the ocean and its waves are crashing into a wall of windows and our perspective is from within a building that's being flooded from the outside. At the top of the video it asks, “Feel like the water’s rising?”

**Slide 2**: This is a video is of a massive forest fire, and on the left side of the screen we see a ladder which has extended from a fire truck and has a firefighter trying to spray water to put out the fire. On top of the screen it asks, “Putting out fires every single day?”

**Slide 3**: This is a video that shows a man who is trying to balance on a tightrope that is extended between two rock walls, and he is precariously perched over a canyon. During this video we see the man very gingerly take his arms and raise them above his head trying to maintain his balance on the tightrope. At the top of the video clip it asks, “Balancing on a tightrope between money, mandates, and madness?”

**Slide 4**: This is a video from the perspective of a person who is drowning, and we see the surface of the water followed by a shot underwater as if you were submerged. At the top of this video it says, “My friend, you are in Survival Mode!” And as this video continues, we can see the camera lens going above and below the water line.

**Slide 5**: On the next screen, a dial that appears on the left side of the screen and within the dial it says, “The difference between who you are and who you want to be is what you do NOW.” And then on the right side of the screen another dial appears and inside it says, “The difference between drowning and surviving is just a life saver away...”

**Slide 6**: The next screen shows a photograph of Greg Schmieg’s head superimposed over a body from the shoulders to the waist, and during the video the hands open up the shirt to expose a white T-shirt underneath that features a superhero launching with his cape billowing behind him! And at the top of the screen, we see: TAH DAH!

**Slide 7**: This is a video clip in a hallway of an office building. We see a man approaching the camera with a briefcase in each hand, and on screen we read, “I've truly been where you are, I too was in survival mode, and I survived. Now I'm ready to help you survive too!”

**Slide 8**: On the screen a banner reads, “The truth is... I'm not really a superhero, a superhuman, or even a super consultant... But I was an agency director from 2012 to 2016 when I retired from the state, and this was my survival mode...” On the left side of the screen, there is a text box labeled “My Inheritance” with the following bullet points: $20 million VR deficit, RSA “watchlist” as a bad agency, inaccurate RSA reports for prior years, out-of-control service providers, horrible consumer satisfaction, very little state support for match, and plus we had to close all priority categories! On the right side of the screen is another text box labeled “My Survival” with the following bullet points: $20 million VR surplus, RSA's “good graces” as a turnaround, 100% accurate RSA reports, better aligned service providers, formalized consumer engagement, increased state match, and we opened all priority categories!

**Slide 9**: The next screen is titled at the top... “But I didn't do it alone!” On the left side screen is a list with the following bullet points: engaged with RSA, reorganized, realigned some people, hired some great people, found hidden talent and staff, adjusted provider contracts, standardized VR operations, simplified VR policies, put in better fiscal controls, worked hard with legislature, developed new partners, etc. On the right side of the screen, is text that reads “I've been helping VR agencies for the last eight years.”

**Slide 10**: The next screen starts out with a hand writes, “Together we can…” and three photos appear on the screen. On the left, there is a photograph of a young boy who's sitting on the edge of a dock looking into the water. Under the photo it reads, “Slow down the rising waters.” In the middle screen there is another photograph of firefighters outside of a building, and under the photo it reads, “Get the daily fires under control.” And the on the right, there is another photograph of feet that are firmly on the ground, and under this photograph it says, “Get you off the tightrope.”

**Slide 11**: The final screen appears and at the top it says, “I'm here whenever you need me.” The slide shows the Schmieg Consulting…Blueprint for Success logo “Blueprinting for Success.” Under the logo it reads, “A small company wanting to make a big impact” followed by contact information.