Authentic Presence & Presentation Skill Program – Day 3 Presentation

James Warner
CFO - U.S. Army/Marine Corps & Special Operations/Missions
BGS Government Services

Proprietary:
The information contained herein is proprietary to The Boeing Company and shall not be reproduced or disclosed in whole or in part or used for any reason except when such user possesses direct, written authorization from The Boeing Company.

The statements contained herein are based on good faith assumptions and provided for general information purposes only. These statements do not constitute an offer, promise, warranty or guarantee of performance. Actual results may vary depending on certain events or conditions. This document should not be used or relied upon for any purpose other than that intended by Boeing.

BOEING PROPRIETARY

Copyright © 2018 Boeing. All rights reserved.

Authentic Brand Statement

I am an **Executive CFO** who improves Financial Performance, capitalizing on **Opportunities**/**Risk Management** and lean process **improvements.**

I give this by guidance through **direction and support** with a down to earth, approachable, **genuine, understanding** of team dynamics and individual contributors.

Copyright © 2024 Boeing. All rights reserved.

Authentic Presence Qualities (APQ)

Clarity:



- Attention-Getting Opening (AGO)
- Utilize Executive Summary
- Report on Results

Copyright © 2024 Boeing. All rights reserved.

Authentic Presence Qualities (APQ)

Confidence:



- Be Prepared
- Turn off the internal voice (doubt)
- Believe – “I deserve to be here”

Copyright © 2024 Boeing. All rights reserved.

Audience Description

- **Meeting: New Business “GO, No-Go”**
- **Key Decision Makers: BGS-G VP Director and BGS-G CFO**
- **5-10 attendees in person/Webex**
- **Style Assessment: Point Planner and Point Party**

Copyright © 2024 Boeing. All rights reserved.

Attention-Getting Opening

Growth Opportunity



Big Step = Big Growth

$10-12B of Revenue over 10 years

We have proven we can do this!!

Copyright © 2024 Boeing. All rights reserved.

Executive Summary

Purpose:

- Need “Go, No-Go” decision for SOF-GLSS competitive proposal

Value Proposition:

- Grow Portfolio 2X to $2B/year

Desired Outcome:

- Recommend approval to proceed with $2M New Business Funds

Copyright © 2024 Boeing. All rights reserved.