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WHITE PAPER: BOOMERS VS. MILLENNIALS

WHY SO MANY ADVISORY TEAMS FIGHT ABOUT URGENCY

Did you ever watch one of those movies with a pirate ship that had a crew working hard to row the boat while the sailing master beat a drum to set the pace? The sailing master was critical to the motion of the boat. Without him, there would be no coordination, the oars would slam into one another and the ship would flounder.

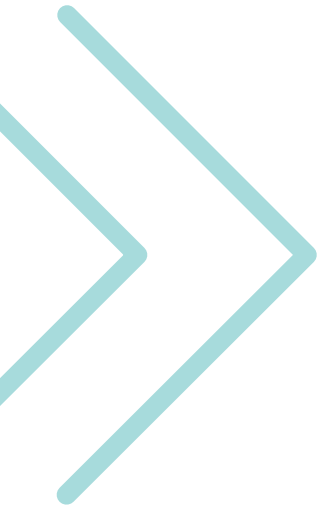
The first mate would call down through a hole in the deck to let the sailing master know how fast the boat needed to go, and the drum would change pace. As with any team, the big challenge was that all those moving parts needed to work together smoothly. Clear communication was the key to team effectiveness—and it continues to be the key today. The sailing master was also the point of contact for other issues between the first mate and the crew.

Imagine what would happen if the sailing master announced, “I have some good news and some bad news for you today!” One of the pirates might call out, “Give us the good news first!” The sailing master would smile and say, “The good news is that everyone gets double rations for lunch today!” The crew would erupt in a short cheer. After a moment, toward the back where the more experienced pirates were seated, someone would ask, “What’s the bad news?” The sailing master would reply, “Well, the bad news is that, after lunch, the captain wants to go water skiing!”

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Ken Haman
Managing Director





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