

|                                |                                 |                |                   |                    |
|--------------------------------|---------------------------------|----------------|-------------------|--------------------|
| <b>B</b>                       | <b>I</b>                        | <b>N</b>       | <b>G</b>          | <b>O</b>           |
| Unpack                         | At the end of the day           | Going forward  | Perfect storm     | Nine cows one hair |
| Deep dive                      | Synergy                         | Paradigm shift | Best practice     | Strategic          |
| Big picture                    | Outside the box                 | <b>FREE</b>    | Low hanging fruit | Straw man          |
| Manage expectations            | Sliding in on a shrimp sandwich | Next steps     | Parking lot       | High level         |
| He cooked the fish on his lips | Now it's about the sausage!     | Close the loop | Crunch point      | Pivot              |

|                            |                                 |                       |                                 |                                 |
|----------------------------|---------------------------------|-----------------------|---------------------------------|---------------------------------|
| <b>B</b>                   | <b>I</b>                        | <b>N</b>              | <b>G</b>                        | <b>O</b>                        |
| Let's start a conversation | Big picture                     | Low hanging fruit     | Synergy                         | Best practice                   |
| Unpack                     | Straw man                       | Outside the box       | Perfect storm                   | Now it's about the sausage!     |
| Manage expectations        | Nine cows one hair              | <b>FREE</b>           | Deep dive                       | Going forward                   |
| Paradigm shift             | Whatdoesgingerbreadhavetodowith | Pivot                 | Sliding in on a shrimp sandwich | Close the loop                  |
| Crunch point               | Parking lot                     | At the end of the day | Next steps                      | Where the rubber meets the road |

|                                 |                               |                                          |                                         |                                   |
|---------------------------------|-------------------------------|------------------------------------------|-----------------------------------------|-----------------------------------|
| <b>B</b>                        | <b>I</b>                      | <b>N</b>                                 | <b>G</b>                                | <b>O</b>                          |
| Whatdoesgingerbreadhavetodowith | Ducks in<br>a row             | Big<br>picture                           | Pivot                                   | Deep<br>dive                      |
| Outside<br>the box              | Elephant<br>in the<br>room    | Where<br>the rubber<br>meets the<br>road | Best<br>practice                        | Unpack                            |
| Next<br>steps                   | Crunch<br>point               | <b>FREE</b>                              | Perfect<br>storm                        | Low<br>hanging<br>fruit           |
| Going<br>forward                | Let's start a<br>conversation | At the<br>end of<br>the day              | He<br>cooked<br>the fish<br>on his lips | Now it's<br>about the<br>sausage! |
| Parking<br>lot                  | Synergy                       | Sliding in<br>on a<br>shrimp<br>sandwich | Manage<br>expectations                  | Strategic                         |