



# A NOTE FROM PTTOW!

The 2023 PTTOW! Summit featured conversations and ideation sessions with culture-shapers and senior leaders from a wide array of industries.

This report was designed to give you a glimpse into some of the Summit moments you may have missed and help you carry the connections and lessons learned through the remainder of 2023 and beyond.

Leverage this document as a resource tool: Scan the sessions, explore the links, and feel free to pass along to friends and colleagues.

With love,

Your Friends at PTTOW!

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### **CHAPTER 1**

# CURRENT IN CULTURE

**FEATURED SESSIONS:** 

**THE DNA OF TRENDS** 

**FUTURE OF ART & FASHION** 

**ELECTION** 

**NON-NUCLEAR FAMILY** 

**CANCEL CULTURE** 



# THE DNA OF TRENDS

Companies should expect quite divergent behavior as consumers cope with ongoing challenges while getting back in their stride.

Source: The Top 10 Global Consumer Trends for 2023



Chief Marketing & Communications Officer, President Healthcare



MEMBER SINCE 2013

"There are classical marketers, contemporary marketers, performance marketers, and marketing innovators."



### **UNDERSTAND**

➤ TOP TRENDING TOPICS OF 2023

### **READ THIS**

- ➤ 27 TIKTOK BRANDS THAT ARE WINNING AT MARKETING IN 2023
- ➤ 10 AGENCY LEADERS SHARE SOCIAL MEDIA TRENDS BRANDS SHOULD CONSIDER EMBRACING
- ➤ 13 SIMPLE SOLUTIONS FOR TRACKING YOUR INDUSTRY'S TRENDS
- ➤ 8 INDUSTRY TRENDS THAT ARE HERE TO STAY

**Highlighted Contributors:** 







GHETTO GASTRO



**CURRENT IN CULTURE** 

# FUTURE OF ART & FASHION

74% of Gen Z/Millennials expect the future of art to be assisted and accelerated by AI (Gen Z: 68%, Millennials: 76% v. 41+: 63%). Source: Harris Poll

ANGELIC VENDETTE CMO

MEMBER SINCE 2023

"I believe your IRL experience should match your URL experience. It should feel elevated, seamless and feel unique to you (the customer)."

# WHAT TO DO NEXT?

### **SPOT THE TREND**

➤ THE FUTURE OF FASHION: EXPLORING HOW ARTIFICIAL INTELLIGENCE IS TRANSFORMING THE MARKET

### **Highlighted Contributors:**







### **READ THIS**

- ➤ THE SUSTAINABLE SIDE OF DIGITAL FASHION
- ➤ READY TO PLUNGE IN? THE RISE AND RISE OF IMMERSIVE ART
- ➤ ARTISTS ARE 'CONCERNED FOR THE FUTURE OF HUMAN CREATIVITY' AFTER THE USE OF AI-GENERATED ART
- ➤ 5 BEST FASHION COLLABORATIONS LAUNCHED IN 2023 SO FAR



### **HIGHLIGHTED CONTRIBUTORS:**

Alder







# WHAT TO DO NEXT?

### **UNDERSTAND**

➤ REVISIT HOW BRANDS ACTIVATED
AROUND THE 2020 ELECTION

### **EXPLORE**

HARRIS POLL REGISTERED VOTERS SURVEY CURRENT IN CUI TURE

# ELECTION

Harris Insights & Analytics LLC, A Stagwell Company @ 2023

"In the 2016 presidential election, a little less than 56 percent of voting-age Americans cast a vote, a rate that lags behind that of recent national elections in Germany, Mexico, South Korea, and most developed countries." Source: The Atlantic

W117 W119 W121 W123 W125 W127 W129 W131 W133 W135 W137 W139 W141 W143 W145 W147 W149 W151 (05/22) (06/05) (06/19) (07/03) (07/17) (07/31) (08/14) (08/28) (09/11) (09/25) (10/09) (10/23) (11/06) (11/20) (12/4) (12/18) (01/01) (01/15)

# THE U.S. NON-NUCLEAR FAMILY

### HIGHLIGHTED CONTRIBUTORS:









8 in 10 Americans (79%) say "You don't need to get married to have a happy and fulfilling life," 49% of singles don't long for companionship and 48% said being single is the most meaningful, authentic and fulfilling way of life.

Source: The Harris Poll

# WHAT TO DO NEXT?

### **EVOLVE**

CREATE AN LGBTQIA+ RESOURCE GROUP AT YOUR ORGANIZATION

### **READ**

- NO KIDS, NO PROBLEM—MILLENNIALS BREAK FROM TRADITION AND EMBRACE BEING CHILD-FREE
- ➤ QUEER, NON-NUCLEAR, NON-CONFORMIST: FAMILY IS WHAT WE MAKE IT
- ► FOR THE LOVE OF FOUND FAMILY
- THE NUCLEAR FAMILY IS NO LONGER THE NORM. GOOD.



# CANCEL CULTURE

### **HIGHLIGHTED CONTRIBUTORS:**







# WHAT TO DO NEXT?

"Cancel culture has finally allowed consumers to call out brands and individuals for bad behavior. Yet, Zs acknowledge cancel culture can be a double-edged sword, with 6 in 10 admitting it does not allow brands or people to learn from their mistakes and make better choices." Source: The Harris Poll Exponential

### **READ**

- A LAW THAT CANCELS CANCEL CULTURE? THIS COUNTRY IS CONSIDERING IT
- A GROWING SHARE OF AMERICANS ARE FAMILIAR WITH 'CANCEL CULTURE'
- ➤ UNPACKING CANCEL CULTURE
- SAY THE RIGHT THING: DEI AND THE PATHWAY TO POSITIVE AN **CONSTRUCTIVE DIALOGUE**





# RETAIL EXPERIENCES

FEATURED SESSIONS:

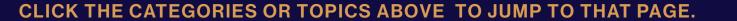
**BRICK-AND-MORTAR & BOPUS** 

**LIVE EVENTS & EXPERIENTIAL** 

RETAIL MEDIA
(POINT OF PURCHASE MARKETING)

THE BUSINESS OF SPORTS FANDOM

**PHIGITAL LOYALTY HACK-A-THON** 



# BRICK-AND-MORTAR & BOPUS

"Online customer acquisition costs have gone up by at least 60% in the last five years, and brands lose an average of \$29 on each acquisition... That, combined with a shift in investor priorities from achieving growth at all costs to establishing a stable path toward near-term profitability, has led brands to embrace physical retail." Source: Glossy

**CRAIG BROMMERS** CMO

AMERICAN EAGLE

MEMBER SINCE 2013

"As a retailer, we're not just in the retail industry anymore, we're in the entertainment industry...And experiences that are unique, different and eye-catching are dominating and leading to sales."

# WHAT TO DO NEXT?

### **SEE HOW**

BRICK-AND-MORTAR RETAILERS ARE UNLOCKING THE KEY TO SAME-DAY DELIVERY

**Highlighted Contributors:** 

JHIJEIDO CAVA BOISSON whalar



### **READ**

- 'BRICK-AND-MORTAR RETAIL IS COMING BACK': HOW BRANDS ARE RETHINKING THE STORE
- HOW "BUY ONLINE, PICK UP IN-STORE" GIVES RETAILERS AN EDGE
- 2023 RETAIL INDUSTRY OUTLOOK
- GROCERS ARE PLAYING CLICK-AND-COLLECT CATCH UP



# LIVE EVENTS & EXPERIENTIAL

A good brand experience incorporates all the sensations, thoughts, feelings and reactions individuals have of your brand and provides space for this to be shared with other consumers. Source: LinkedIn

# **PARIS HILTON**Global Influencer & CEO



MEMBER SINCE 2020

# WHAT TO DO NEXT?

### WATCH

> SEE PARIS HILTON, KIM PETRAS PERFORM 'STARS ARE BLIND' AT HEIRESS' FIRST-EVER CONCERT

### **EXPLORE**

▶ \$40 WILL BUY YOU 15 SECONDS OF FAME ON ONE OF TIMES SQUARE'S LARGEST BILLBOARDS

### **Highlighted Contributors:**









On creating a brand new live concert experience (6/7/2023) for her fans. "I am so grateful for all of the support and love I felt on stage, the energy from the crowd was absolutely electrifying. It's always been a dream of mine to perform live and share this experience with my incredible fans, and I can't wait for my next show!"

### **READ**

- ► HYBRID CONCERTS: THE FUTURE OF LIVE EVENTS
- <u>GUESTS STAYING AT SELECT FOUR SEASONS CAN NOW</u>
  <u>BORROW DESIGNER HANDBAGS FOR FREE</u>
- ➤ EXPERIENCE THE WORLD'S FIRST DIGITAL PERFUME SAMPLE WITH VIKTOR&ROLF
- ➤ SHAKE SHACK SERVES UP FINE DINING EXPERIENCE FOR GUESTS TO SAVOR TRUFFLE COURSES



# RETAIL MEDIA (POINT OF PURCHASE MARKETING)

They (retail media networks) allow brands to advertise their products as consumers shop. Because it is near the point of sale and your audience is actively seeking out products they're more likely to convert. Source: Channel Site

**Highlighted Contributors:** 





coterie



# WHAT TO DO NEXT?

### **READ**

- POP (POINT OF PURCHASE) VS. POS (POINT OF SALE)
- RETAIL MEDIA NETWORKS: CAPTURING AUDIENCES AT (OR NEAR) POINT OF SA
- ➤ POINT OF PURCHASE (POP): DEFINITION, HOW IT WORKS, AND EXAMPLE



On finding the right mix, "Digitization is changing how consumers live, play and shop and is therefore reshaping our industry at speed. The convergence of media, entertainment and commerce in digital environments is enabling us to build brands and convert to sales in the same place."



Think Tank: Not An Impulse Buy // Retail Media Pushes Point of Purchase

# THE BUSINESS OF SPORTS FANDOM

The average "sports fanatic" would be willing to travel five hours and 48 minutes for a game, and they'd spend \$762.20 for tickets. 44% of sports fanatics have a trip planned in 2023 to see a specific sporting event and 45% have left the country to see a game. Source: SurveyFinds, Feb 2023

**Highlighted Contributors:** 







amazon music



### READ

THE EXPANDING DEFINITION OF SPORTS FANDOM AND WHAT SPORTS BUSINESS IS DOING ABOUT IT

NCAA ATHLETES ARE RECEIVING MILLIONS OF DOLLARS FROM COLLECTIVES
CREATED BY RICH COLLEGE SPORTS FANS

► INSIDE THE MINDSET OF THE AMERICAN SPORTS FAN DURING INFLATION: 'I'M SPLURGING WHATEVER I GOT TO SPEND TO MAKE IT HAPPEN'



MEMBER SINCE 2014

On why sports will always be the best place to create loyalty, "I like how much consumers love it. From that perspective, it's a brand marketer's dream."



# PHIGITAL LOYALTY HACK-A-THON

"When it comes to loyalty programs, 61% of consumers worldwide would use them more if rewards were applied automatically. More than half would be tempted if they could use rewards across multiple brands, personalize their rewards, or track their points easily." Source: Insider Intelligence

DONALD EVANS
CMO
Office eesecake Factory.

MEMBER SINCE 2019

# WHAT TO DO NEXT?

### **CHECK OUT**

► <u>BEYOND COMBINES PHYSICAL AND DIGITAL FASHION WITH</u>
AR SNAPCHAT LENSES

**Highlighted Contributors:** 









The Cheesecake's story around a new loyalty program hitting the market for the first time in its history, "And unlike many loyalty programs, customers won't earn points, but will instead get surprise rewards sent to their account throughout the year."

### READ

- WHAT CONSUMERS WANT FROM LOYALTY PROGRAMS
- FASHION'S NEXT NFT PLAY: TWINNING DIGITAL NFTS TO PHYSICAL ITEMS
- ➤ AI AND CHATGPT ARE SELLING CARS IN THE METAVERSE





# REACHING DEMOGRAPHICS

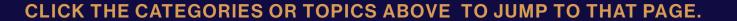
**FEATURED SESSIONS:** 

**BUSINESS WITH ASIA** 

**GEN Z & ALPHA RISING LATINX** 

**DEMO** 

ACCESSIBILITY & MARGINALIZED COMMUNITIES



REACHING DEMOGRAPHICS

# BUSINESS WITH ASIA

"The population growth and pure opportunity around India is the golden goose for Apple. It's been a difficult market to ramp for Apple on the iPhone front over the years but now is clearly starting to find its stride." Source: Dan Ives, Wedbush Securities

**Highlighted Contributors:** 





ILLUMINATION

# WHAT TO DO NEXT?

### READ

➤ U.S. EMBASSY'S GUIDE: DOING BUSINESS IN INDIA

### LISTEN

ACHIEVING GENDER PARITY IN ASIA (MCKINSEY)

### JOIN THE PTTOW! MICRO-COMMUNITY NEXT MEETING

MONDAY, JULY 10TH AT 930AM PST (REACH OUT TO YOUR MEMBERSHIP LEAD FOR ACCESS)



President, Co-Founder, AU Holdings



On the importance of acting now to stop microfibers entering our water sources, "On the information side, we (Asian and Pacific Islanders) realized that we are already a world's majority, so 4.5 billion people. We are domestically the fastest growing population and we will be the second largest race.



# GENZ & ALPHA RISING

Three-quarters (76%) of business executives believe that 'changing generational values' will have an impact on their business operations, with close to a third (30%) predicting it will have a lot of impact. Source: MILKEN

**Highlighted Contributors:** 

Fand m







WHAT TO DO NEXT?

### **EXPLORE**

► THE LATECOMER'S GUIDE TO TIKTOK

### READ

YOUNG PEOPLE ARE MOVING BACK IN WITH THEIR PARENTS...
TO SAVE FOR BIRKINS

### READ

► EVEN WALL STREET INVESTORS THINK GEN Z SHOULD DITCH FINANCE FOR TECH AND GEN ALPHA SHOULD BECOME DOCTORS ZIAD AHMED CEO & Founder

JUV



On understanding consumers are voting with their wallets, "For Gen Z, the personal and the political are not separable."



# LATINX DEMO

80% of Hispanic / Latino homes are multilingual (3x the national average), and more than 1 in 4 of these consumers say they trust brands using the language spoken at home more than brands that do not. Source: Global Newswire

**Highlighted Contributors:** 







SEPHORA

# WHAT TO DO NEXT?

### **READ THIS**

LATINO SPENDING POWER GREATLY UNDERVALUED IN U.S.

### **HIRE & REPRESENT**

UNTAPPED POTENTIAL: THE HISPANIC TALENT ADVANTAGE

### **LISTEN & LEARN**

'DESPACITO,' BAD BUNNY, AND HOW THE WORLD BECAME OBSESSED WITH LATIN MUSIC

SARA **SQUIERS** 

Business Development

Televisa Univision



**MEMBER SINCE** 2019

On the power of an inclusive consumer strategy, "If you want to amplify your growth strategy, the first step is to ensure you're including people in the conversation who have not previously been included.."



# ACCESSIBILITY & MARGINALIZED COMMUNITIES

"It's a missed opportunity for profit-driven businesses; representing a quarter of adults, the disabled population has an estimated spending power of \$490 billion in the United States alone." Source: Forbes

# WHAT TO DO NEXT?

### **MEASURE AN ACCESSIBILITY AUDIT FOR YOUR ORG:**

UN WOMEN ACCESSIBILITY AUDIT

### READ

5 BRANDS MAKING STYLISH ADAPTIVE FASHION GLOBALLY

### **EVOLVE YOUR COMPANY CULTURE**

HOW TO MAKE WORKPLACES MORE INCLUSIVE FOR PEOPLE WITH INVISIBLE DISABILITIES

### **ASK FOR HELP**

GET IN TOUCH WITH MINDY





hulu

MINDY

**SCHEIER** 





MEMBER SINCE 2023

On how to approach creating accessible products for people with disabilities, "Leave your ego at the door — if you want to make change happen — it takes a village."





### **CHAPTER 4**

# GETTING DOWNTO BUSINESS

### **FEATURED SESSIONS:**

**BRAND PARTNERSHIPS & COLLABORATIONS** 

NAME, IMAGE, LIKENESS (NIL)

STRONGER ROAS THROUGH FAST-ERTISING

**COUNTER YOUR BRAND & SUBVERT EXPECTATIONS** 

**RECESSION MARKET** 



# BRAND PARTNERSHIPS & COLLABORATIONS







# WHAT TO DO NEXT?

### UNDERSTAND THE POWER OF COLLABORATION

COLLABORATION CULTURE: WHY BRANDS ARE TEAMING UP TO STAND OUT

### **READ THIS**

- SAWEETIE TEAMS UP WITH CROCS & HIDDEN VALLEY RANCH, CREATES THE COOLEST SHOES
- SHIFTING POWER DYNAMICS ARE CHAMPIONING CREATORS IN BRAND MARKETING
- ► HOW MUCH SWAY DOES INFLUENCER MARKETING HAVE ON PURCHASE DECISIONS?
- THE FUTURE IS MICRO: HOW EMERGING INFLUENCER TRENDS POINT TO THE EVOLUTION OF MARKETING
- ➤ WAIT, IS A GUCCI AND BIRKENSTOCK COLLABORATION IN THE MIX?

It might seem counter-intuitive for brands to partner up to stand out, but distinctive collaborations can generate buzz for those involved. Recent examples include Primark launching an apparel range with bakery chain Greggs and sportswear brand Adidas collaborating with fashion brand Gucci. Source: Marketing Week

### **Highlighted Contributors:**











Think Tank: Peanut Butter & Banana // Unlikely Partnerships That Move Us

**GETTING DOWN TO BUSINESS** 

# NIL (NAME, IMAGE, LIKENESS)

48% of Americans have heard at least some about the NCAA's decision last year to allow college athletes to be paid when their name or image is used commercially, such as in video games or to sell merchandise. Of those who have heard, 60% say "it hasn't made a difference" in their enjoyment of college sports (28% say positive impact, 11% negative impact). Source: Washington Post

# WHAT TO DO NEXT?

### **UNDERSTAND**

REPORT ABOUT THE DISTRIBUTION OF MONEY, BRANDS AND ATHLETES IN THE FIRST YEAR OF THE NIL

### READ

- COLLEGE SPORTS ARE A TREASURE. DON'T TURN THEM INTO THE MINOR LEAGUES.
- ➤ EVEN THE SUPREME COURT CAN'T SAVE THE N.C.A.A. FROM ITSELF
- ➤ NIL HAS CHANGED INFLUENCER MARKETING, AND BRANDS NEED TO CATCH UP
- ► HOW BRANDS LIKE H&R BLOCK, DEGREE AND LG ARE CLOSING THE EQUITY GAP FOR NIL IN COLLEGE SPORTS

## **CHASE GRIFFIN**

UCLA Quarterback, 2x NIL Athlete of the Year & Entrepreneur



On how brands and athletes can best collaborate, "It is important to understand who you are and what you are about so that you can offer that as an asset to brands and partners that stand for the same values."

### **Highlighted Contributors:**

AMERICAN EAGLE









# STRONGER ROAS THROUGH FAST-ERTISING

### **ROAS Formula**

TOTAL REVENUE

= ROAS

MARKETING SPEND

Marketing spend may include vendor costs, affiliate comission costs, personnel salaries, and ad fees such as cost per click (CPC)

WHAT TO DO NEXT?

### READ

- BETTER ROAS WITH STREAMING
- THE ROAS FORMULA
- WHAT IS RETURN ON AD SPEND (ROAS) & HOW TO CALCULATE IT
- ➤ IS YOUR ADVERTISING SPEND GOING TO WASTE?

"After an all-time high one year ago, [traditional ad spend] once again reverts to a decade-long trend of negative growth. All economic sectors have taken a dip in traditional advertising spending, with B2B Product dropping the most (-3.6%)." Source: The CMO Survey slide 24

**Highlighted Contributors:** 



ROKT

A+E NETWORKS" LVMH



# COUNTER YOUR BRAND & SUBVERT EXPECTATIONS

Seventy-six percent of the consumers surveyed said they shopped over the extended holiday weekend, up from 70% in 2021. More than 122.7 million people visited brick-and-mortar stores, while 130.2 million shopped online. Source: Card Rates

# WHAT TO DO NEXT?

### **TASTE**

RANCH-FLAVORED ICE CREAM IS COMING—AND IT WILL SOON BE ALL OVER TIKTOK

### READ

- BALENCIAGA SELLING 'MOST EXPENSIVE TRASH BAG IN THE WORLD' FOR \$1,790
- **EXAMPLES FOR INSPIRATION IN 2023**
- 5 UNUSUAL BRANDED PRODUCTS THAT SOLD OUT INSTANTLY
- ALDI'S NEW DRIP IS SEXY AS HELL

### **KORY MARCHISOTTO**

CMO, e.l.f. Beauty & President, Keys Soulcare



MEMBER SINCE 2019

On how to subvert expectations and keep customers engaged, "We want to build brands that are disrupting the industry norms and are inclusive and connect with the community."

**Highlighted Contributors:** 

ONTWIK POREAL







# RECESSION MARKET

In reference to LVMH's Bernard Arnault's Strategy "When he talks about potential acquisitions, he's not looking for the brand that's hot right now. He's looking for a brand that he thinks can be here 100 years from now."

WHAT TO DO NEXT?

With 84% of Americans are concerned about the economy & inflation, 79% of Americans are concerned about a potential U.S. economic recession. Source: The Harris Poll April 19th

**Highlighted Contributors:** 

### READ

- ➤ <u>IS THE LUXURY SECTOR RECESSION-PROOF?</u>
- ➤ 5 WAYS TO RECESSION-PROOF YOUR BRAND WITH PURPOSE
- ➤ HOW LUXURY GIANT LVMH BUILT A RECESSION-PROOF EMPIRE
- ➤ DON'T TELL AMERICANS THE ECONOMY IS GETTING BETTER THEY'RE STILL WORRIED ABOUT A RECESSION, POLL FINDS
- ➤ RETAIL SPENDING FELL IN MARCH AS CONSUMERS PULL BACK











Think Tank: Lions, Tigers & A Bear Market // Recession Remedies For Success

### **CHAPTER 5**

# ALL THINGS TECH

**FEATURED SESSIONS:** 

AI & AVOIDING OBSOLESCENCE

MAKING MONEY IN THE METAVERSE

**SOCIAL COMMERCE** 

**WEAPONIZING DATA** 

**SHORT FORM CONTENT** 

AUTONOMOUS TRANSPORTATION, DELIVERY & FLYING

# AI & AVOIDING OBSOLESCENCE

"81% of Americans support government regulation and the need for the industry to invest more in Al assurance measures to protect the public – a sentiment that tech experts agree with even more (91% and 92%, respectively)." Source: Harris Poll

# WHAT TO DO NEXT?

### **TEST IT & PLAY**

➤ OPEN AI'S - CHATGPT

### READ

AI: THE UNSEEN THREAT AND THE AGI SMOKE SCREEN

### PREPARE FOR IT

HOW TO MAKE AI WORK IN YOUR ORGANIZATION

### **JOIN THE PTTOW! MICRO-COMMUNITY**

NEXT MEETING | MONDAY, JULY 10TH AT 11AM PST (REACH OUT TO YOUR MEMBERSHIP LEAD FOR ACCESS)

# **SHELLY PALMER**

Professor of Advanced Media in Residence // Syracuse University's S.I. Newhouse School of Public Communications

MEMBER SINCE 2023

On the true threats and opportunities about the dawn of Al, "We may be mesmerized by this high-stakes narrative, but we're also being misled. The real threats of Al are already here, lurking in our everyday digital experiences."

### **Highlighted Contributors:**



VAYNER3





# MAKING MONEY IN THE METAVERSE

"73% of Millennials agree "it's likely that the Metaverse will provide lucrative career paths and money-making opportunities." (Gen Z: 64%) Source: The Harris Poll, April 2023

# WHAT TO DO NEXT?

### **UNDERSTAND**

> THE METAVERSE IS A NEW FRONTIER FOR EARNING PASSIVE INCOME

### LISTEN

BRANDING IN THE METAVERSE WITH ROBLOX

### **PLAY & EXPLORE**

ROBLOX

### SEE WHAT OTHER BRANDS ARE DOING

CHIPOTLE | PARIS HILTON | PACSUN

### READ

'NO LONGER SCIENCE FICTION'? METAVERSE COULD PUMP\$1.4 TRILLION A YEAR INTO ASIA'S GDP

CHRISTINA WOOTTON

**VP Global Partnerships** 

**RQBLOX** 



**MEMBER SINCE** 

With metaverse platforms offering brands the ability to reach new generations and new audiences, "Every brand will need a metaverse strategy in the future" and described those who already have one as being "at the forefront."

**Highlighted Contributors:** 

Audacy

coinbase

ROBLOX



**ALL THINGS TECH** 

SOCIAL COMMERCE

"The global social commerce market grew from \$534.03 billion in 2022 to \$565.83 billion in 2023 at a compound annual growth rate (CAGR) of 6.0%." Source: Globe Newswire

# WHAT TO DO NEXT?

### **UNDERSTAND THIS**

#TIKTOKMADEMEBUYIT: THE FUTURE OF SOCIAL COMMERCE

### READ

- ➤ THE INTENT ECONOMY: WHY SOCIAL COMMERCE IS MORE IMPORTANT THAN EVER
- TIKTOK WILL DRIVE SOCIAL COMMERCE GROWTH IN 2023
- SOCIAL COMMERCE MARKET SIZE SET TO ACHIEVE USD 6,341.3 BILLION BY 2030 GROWING AT 31.1% CAGR
- SOCIAL COMMERCE GLOBAL MARKET REPORT 2023: INDUSTRY SET TO BLOOM IN THE ERA OF BIG DATA

### SANDIE **HAWKINS**

GM, North America, **Business Solutions** 

J TikTok



Social commerce is about community and content is the key, "The consumer wants a frictionless shopping experience."

**Highlighted Contributors:** 

whatnot

Zappos d'Tiktok





# WEAPONIZED DATA

### **HIGHLIGHTED CONTRIBUTORS:**

SONY





## Walgreens

# WHAT TO DO NEXT?

### READ

POLICE ARE USING FACEBOOK CHAT LOGS TO PROSECUTE ABORTION SEEKERS

### **UNDERSTAND**

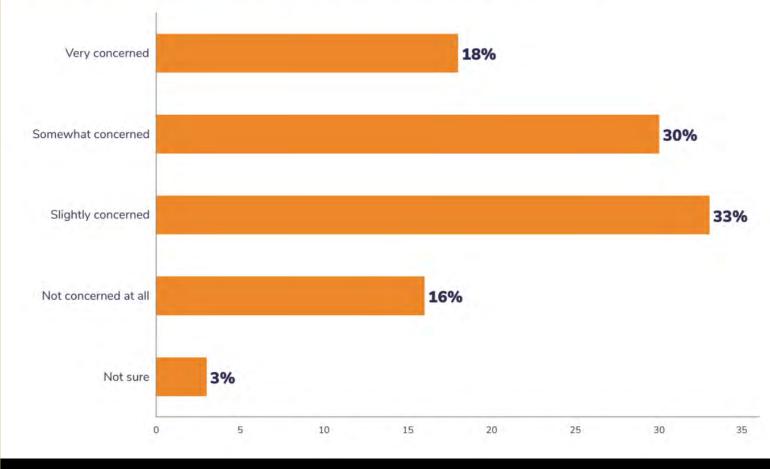
AMAZON SUED FOR NOT DISCLOSING COLLECTION OF CUSTOMERS' BIOMETRIC DATA

### **EXPLORE**

TEXAS SUES GOOGLE FOR COLLECTING BIOMETRIC DATA WITHOUT CONSENT

"With 87% of Americans wanting increased control of personal data + identity in the next version of the internet, 71% of countries globally have put in place legislation to secure the protection of data and privacy." Source: The Harris Poll

### How concerned are you about your personal data being tracked and used by stores?



Source: Nov 22 2022 Findings On Consumer Concern About Data Usage

# SHORT FORM CONTENT

"90% of marketers using short-form video will increase or maintain their investment next year, and 21% of marketers plan to leverage short-form video for the first time in 2023, also the highest of any trend." Source: Hubspot, 2022

### DAN **ROBBINS** VP, Marketing

Roku

**MEMBER SINCE** 2020

# WHAT TO DO NEXT?

### **UNDERSTAND**

BITE-SIZED VIDEOS AND A.I. TOOLS ARE ON THE RISE AMONG **BUSINESSES, ACCORDING TO FIVERR** 

### **GET INSPIRED**

CHECK OUT THE SHORTY AWARD WINNERS

### READ

- SHORT-FORM VIDEO RIGHTS COULD BE WORTH MORE THAN LIVE RIGHTS BY 2030
- INTERNET'S SHORT VIDEO CREATIVITY CRISIS

On how content plays into every organization IP agnostic or otherwise, "Brands that want to be unmissable are getting involved in content discovery, in shoppable moments, and more. It goes all the way from power on to purchase complete."

### **Highlighted Contributors:**





**S**pypestream





**ALL THINGS TECH** 

# REIMAGINING AN INDUSTRY

**AUTONOMOUS TRANSPORTATION, DELIVERY & FLYING** 

"Retail drones will expand from nearly 35,000 in 2022 to over 110,000 in 2024." Source: Insider Intelligence

RIKARD **STEIBER** Senior Advisor **↓** Jetson



# WHAT TO DO NEXT?

### **EXPLORE**

A FUTURE OF 'FLYING CARS' MAY BE CLOSER THAN YOU THINK

### **UNDERSTAND**

CONSUMER READINESS FOR AUTONOMOUS VEHICLES REMAINS LOW

### READ

- NASA IS CREATING AN ADVANCED AIR MOBILITY PLAYBOOK
- THE MENTAL BLOCK PREVENTING PEOPLE FROM BUYING **ELECTRIC VEHICLES**
- CRUISE SELF-DRIVING TAXIS CAN NOW OPERATE AROUND THE **CLOCK IN SAN FRANCISCO**

On the future of personal transportation, "The idea of flying freely in the skies, without having to share seats with dozens of strangers, has appealed to the imagination ever since man first dreamed of flying. In recent times, however, that dream has almost become a future necessity if the problem of traffic congestion and personal travel is to be ever solved."

**Highlighted Contributors:** 









### **CHAPTER 6**

# ABETTER WORLD ABETTER YOU

### **FEATURED SESSIONS:**

RESPONSIBLE ALLYSHIP & FIGHTING SYSTEMIC RACISM

**GREENWASHING & SUSTAINABILITY** 

**MENTAL HEALTH & BURNOUT AT THE TOP** 

YOUR LEADERSHIP PROFILE & HOW TO SUCCEED

**BOARD SEAT BOOTCAMP** 



# RESPONSIBLE ALLYSHIP & FIGHTING SYSTEMIC RACISM

40% of Americans are unconvinced that systemic racism exists in the U.S. More than 80% of Black or African American respondents believe it does, as well as more than 70% of Asian or Pacific Islander respondents and nearly 70% of Hispanics. Source: U.S. News & World Report and The Harris Poll Survey

DETAVIO SAMUELS CEO

REVOLT

MEMBER SINCE 2021

# WHAT TO DO NEXT?

PARTICIPATE WITH THE SOCIAL JUSTICE TASKFORCE HERE

➤ <u>US UNITED - 30forUS</u>

### **BECOME A MENTOR**

▶ JOIN BIG BROTHERS BIG SISTERS

### READ

BUILDING A BRIGHTER FUTURE FOR BIPOC AT WORK

## JOIN THE PTTOW! TASKFORCE NEXT MEETING

FRIDAY, JUNE 23RD, 8:30AM PST

(REACH OUT TO YOUR MEMBERSHIP LEAD FOR ACCESS)

"Being able to hear these stories from these Black people breaking the very barriers that were erected specifically because they're Black, on a Black-owned media platform is critically important—we don't own enough of our own narratives."



# GREENWASHING & SUSTAINABILITY

59% of executives admitted to overstating — or inaccurately representing — their own sustainability activities. Nearly three-quarters of corporate leaders say most organizations in their industry would be caught greenwashing if they were investigated thoroughly. Source: WSJ

**Highlighted Contributors:** 

NASA

OO SCOPE3

BOXED WATER ALEXIS JACKSON, PHD Ocean Policy and

Plastics Lead

The Nature Conservancy

MEMBER SINCE 2023

On the importance of acting now to stop microfibers entering our water sources, "You deserve to decide what goes into your environment and your body. The world needs a new approach to protecting our oceans, and California is at the forefront."

# WHAT TO DO NEXT?

**UNDERSTAND YOUR ORG'S CARBON FOOTPRINT** 

➤ MEASURE IT HERE!

### READ

► REPORT: EXECUTIVES FEAR GREENWASHING AND THE ECONOMY WILL STALL SUSTAINABILITY PROGRESS



# MENTAL HEALTH & BURNOUT AT THE TOP

42% of Gen Z have a diagnosed mental health condition. The top diagnosed mental health condition is anxiety (90%) followed by depression (78%) and ADHD (27%) Source: Harmony Healthcare, Sept 2022

# **EMILY FLETCHER**

World Renowned Meditation Expert, CEO

ZIVO



MEMBER SINCE 2023

# WHAT TO DO NEXT?

### **DIVE INTO MEDITATION**

EMILY FLETCHER'S PRACTICES (EMILY FLETCHER, PTTOW! MEMBER 2023)

### **GO DIGITAL**

➤ WILL CAMPBELL'S TRUE VOICE APP (WILL CAMPBELL, PTTOW! MEMBER XXX)

### READ

➤ THE C-SUITE'S ROLE IN WELL-BEING

### **UNDERSTAND YOUR BARRIERS**

DOWNLOAD THE FREE E-BOOK HERE (JASON JAGGARD, PTTOW! MEMBER 2023)

### JOIN THE PTTOW! MICRO-COMMUNITY NEXT MEETING

FRIDAY, JULY 7TH AT 9AM PST

(REACH OUT TO YOUR MEMBERSHIP LEAD FOR ACCESS)

**Highlighted Contributors:** 

fab fit fun

On honoring our minds, "The mind thinks involuntarily, just like the heart beats involuntarily."



Town Hall: Burnout to Breakthrough // Facing Mental Health Head-On

# YOUR LEADERSHIP PROFILE & HOW TO SUCCEED

Being aware of your leadership style allows you to claim ownership, take responsibility, and help your company evolve and succeed. Source: Chron

**Highlighted Contributors:** 









# WHAT TO DO NEXT?

### **ID YOUR STYLE**

- TAKE THE PERSONALITY TEST
- ➤ WHAT'S YOUR LEADERSHIP STYLE?

### READ

- > THE CONSCIOUS LIFESTYLE: THE SOUL OF LEADERSHIP
- ➤ 10 WAYS TO BECOME A BETTER LEADER
- ➤ HOW TO GROW AS A LEADER

### JIM KWIK

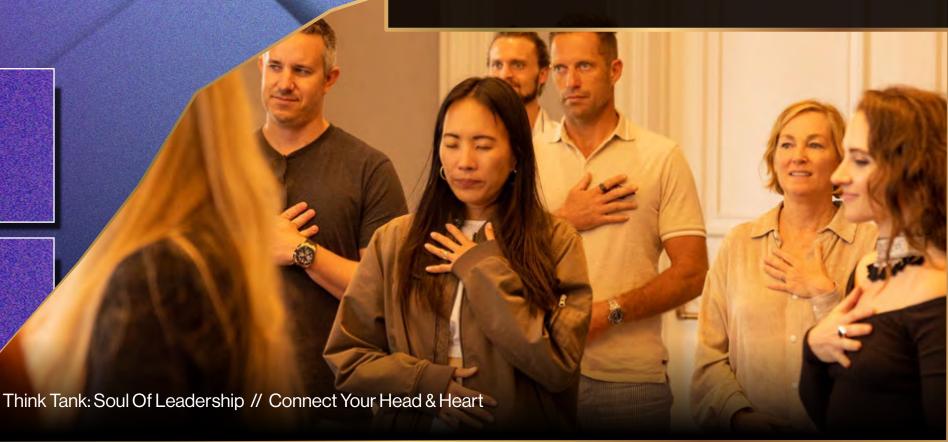
Top Brain Coach, Bestselling Author and Founder & CEO

KW/K Learning



MEMBER SINCE 2016

On the power of understanding our minds and our styles, "We need to understand how our minds work so we can work our minds better."



# BOARD SEAT BOOT CAMP

For some, it is the pinnacle of a long career. For others, it's a part-time role that helps build that career. Whatever its significance, getting tapped for a board seat at a large or small firm is a unique accomplishment.

Source: Korn Ferry

BRIE OLSON CEO PACSUN



MEMBER SINCE 2022

# WHAT TO DO NEXT?

### **HEAR FROM OTHERS**

REACH OUT TO YOUR MEMBERSHIP LEAD SO WE CAN CONNECT YOU TO OTHER MEMBERS CURRENTLY ON BOARDS!

### READ

- WHY CMOS SHOULD MOBILIZE THE BOARD OF DIRECTORS TO SUPPORT GROWTH
- ➤ 4 STRATEGIES TO SECURE A CORPORATE BOARD SEAT
- SEEKING A CORPORATE BOARD SEAT
- ➤ HOW TO SECURE A BOARD SEAT: 12 EXPERT TIPS

On how to set for success, "For me, it's important to lead by example and empower those around me to reach their full potential. That's why I make it a priority to set aside time each week for a leadership team check-in, where we reflect on the week and brainstorm new ideas together."



# THANK YOU!

We're here to support you all-year-round. Reach out to your membership lead for connections to subject matter experts and/or fellow members who can help you tackle your biggest business challenges, as well as our community of world class coaches who can help you reach your limitless potential.

With love, PTTOW!