## O for 2: Beyond the Data - Workforce Implications VIDEO TRANSCRIPT

Hey folks, it's Owen, with an "O for 2" coming to you from our Liquid Studio here in Palo Alto, California. I love coming out to this place it's part of our innovation architecture. It's a place where we hold sessions to actually explore different aspects of clients' businesses' problems, to come up with innovative solutions. You can see a little bit of the main floor here – the main lobby and a wonderful view we have out here. Today's session was awesome. I always get excited about coming out here and doing those things I wish we could do them, you know, every day or every week.

I'm talking to you today about one of my colleagues, Tracey Poole. She's somebody who lives and breathes data, and she's very knowledgeable in the industry. We've encouraged her to create a blog focused on the data and her passion for data, and it's called "Beyond the Data." You can see the link, the link below here in this. I'd encourage you to take a look at it. I'm not going to regurgitate what's in her material - she does a nice job explaining it. Her key, her key data point, or her key fact is that 75% of the public retirees actually want more information about their retirement options. I agree with her, right, that's what the data from our research shows. But one of the implications of that is to your workforce and trying to deliver that education in a way that's effective, engaging, and all those kinds of fun things. It's a new set of skills potentially because it's new channels. It's potentially a new performance management culture, new ways of measuring what success is and new ways of incenting people. Interesting stuff. Challenging stuff, but there are workforce implications.

If you get a chance, take a look at it. Tracey's going to try and do one of those, maybe once a month or something like that, so keep looking for those and keep watching.

Thanks!

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