

Run of Show for Terry Jones' Virtual Presentations

Mr. Jones is an accomplished Virtual Presenter. He has a sophisticated video production studio and staff to help make the presentation world class.

However, in any virtual presentation there can be unplanned interruptions. Mr. Jones has internet backup and automatic failover but there still might be problems. If you would like a backup copy of Mr. Jones slides, they can be obtained at www.tbjones.com the day before the event. Please provide a phone number you can call in case of program interruption to continue the presentation via phone as soon as possible.

Mr. Jones' presentations move very quickly and are full of slide builds and video.

- After the host introduces Mr. Jones, the person hosting the virtual meeting should "spotlight" Mr. Jones (If using Zoom or the equivalent). Please be sure all attendees are muted and have their screens in full screen.
- Mr. Jones does not need to share his screen during the presentation as it is all video and mixed locally.
- During the presentation, Mr. Jones will move on and off the screen to allow for full screen slides

- If you wish to record, you must sign an additional agreement.
- When the show ends the curtains will close, then open again to show where attendees can download the slides. At that time Mr. Jones will physically move to another seat so will need about 60 seconds before he is ready.

The use of a waiting room for 5 – 10 minutes before is a great idea. Please let us know what time you will open the doors. Mr. Jones will have a pre presentation on his computer that can be joined at any time.

There is an intro video available that can be provided in addition to the introduction below. Please contact Monique (Monique@tbjones.com) to obtain the video instead of the written introduction.

If there is to be a Q&A session, all questions should be held and reviewed by the host during the presentation. Mr. Jones will finish with "Thank you very much". At that time, he will move to sit in front of his computer. The moderator/host should review the questions and choose the best ones to ask Mr. Jones.

If the moderator wants to take live questions from the Group, that is also acceptable.

Possible Questions for a Q&A Session

Below you will find several questions to either ask Mr. Jones as the moderator or to plant within the audience. These questions are designed to help get the ball rolling and are not limited to the “only questions” he will answer.

1. What are the most impactful technologies of those you discussed?
2. What is the most disruptive business model you discussed?
3. What is the most important thing that companies can do to avoid disruption?
4. What causes digital transformation to fail?
5. Must every company transform?

INTRODUCTION

Terry Jones began his career as a travel agent, he spent ten years in Product Marketing at American Airlines. The next ten years in information technology led him to become the Chief Information Office of American Airlines/SABRE.

His experiences prepared him to become CEO of Travelocity, which he led from a team of six to a three billion dollar, public company. He retired from Travelocity when it was taken private and then help founded Kayak.com, where he was chairman for seven years until it was sold to Priceline for \$1.8 Billion Dollars.

He has served on over 19 boards, is a serial entrepreneur and a best selling author of 2 books. He is a proven innovator, digital disruptor and here today to share his ideas on disruption and innovation with us.

Please welcome, Terry Jones