

## **Pivoting your business**

- Don't pivot on "what"\*
- Pivot on "why"\*
- Pivoting on "what" limits your capability
- Your "why" opens up more creativity



"People don't buy what you do; they buy why you do it. And what you do simply proves what you believe."

SIMON SINEK
AUTHOR & SPEAKER

Is it time to pivot your business?

<sup>\*</sup>Reference "Start With Why" by Simon Sinek - <u>simonsinek.com</u>