



PROFESSIONAL  
DEVELOPMENT  
SUMMIT

# EVOLVE | 2018

YOUR FUTURE

YOUR CAREER | YOUR COMPANY | **OUR** INDUSTRY

*How to spot*

*the next breakthrough*

# *Blindsided*

*that will change*

*your business forever*

J I M H A R R I S

PROFESSIONAL  
DEVELOPMENT  
SUMMIT

**EVOLVE|2018**  
YOUR FUTURE  
YOUR CAREER | YOUR COMPANY | **OUR** INDUSTRY

## ***Disruptive Innovation***

**jim@jimharris.com**



**in/JimHarrisProfile**



**@JimHarris**

**94%**









***\$500 Billion***



Tesla Autopilot collision warning before accident

<https://www.youtube.com/watch?v=CaOX9js8oGc>

38,943 views



132



11



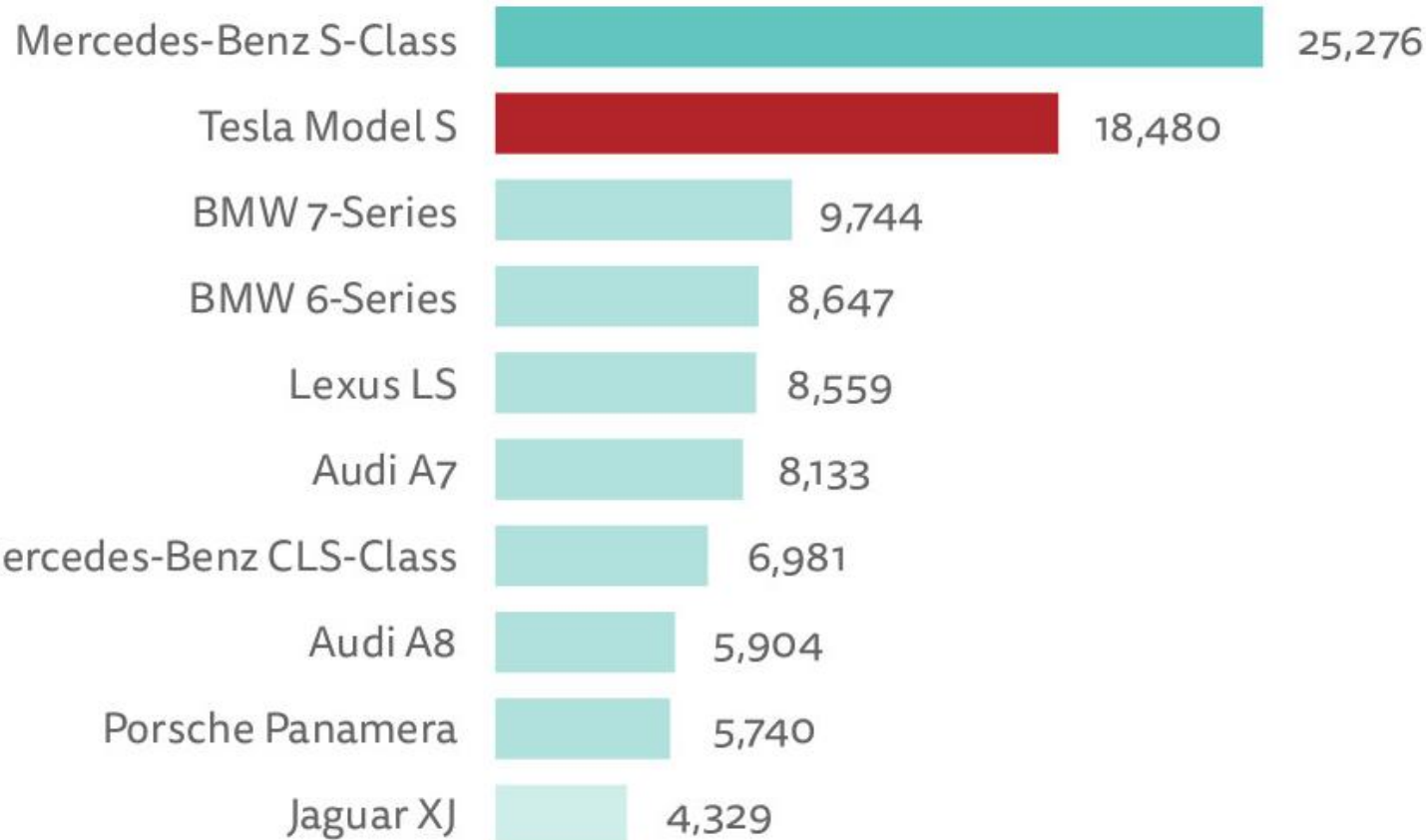
SHARE



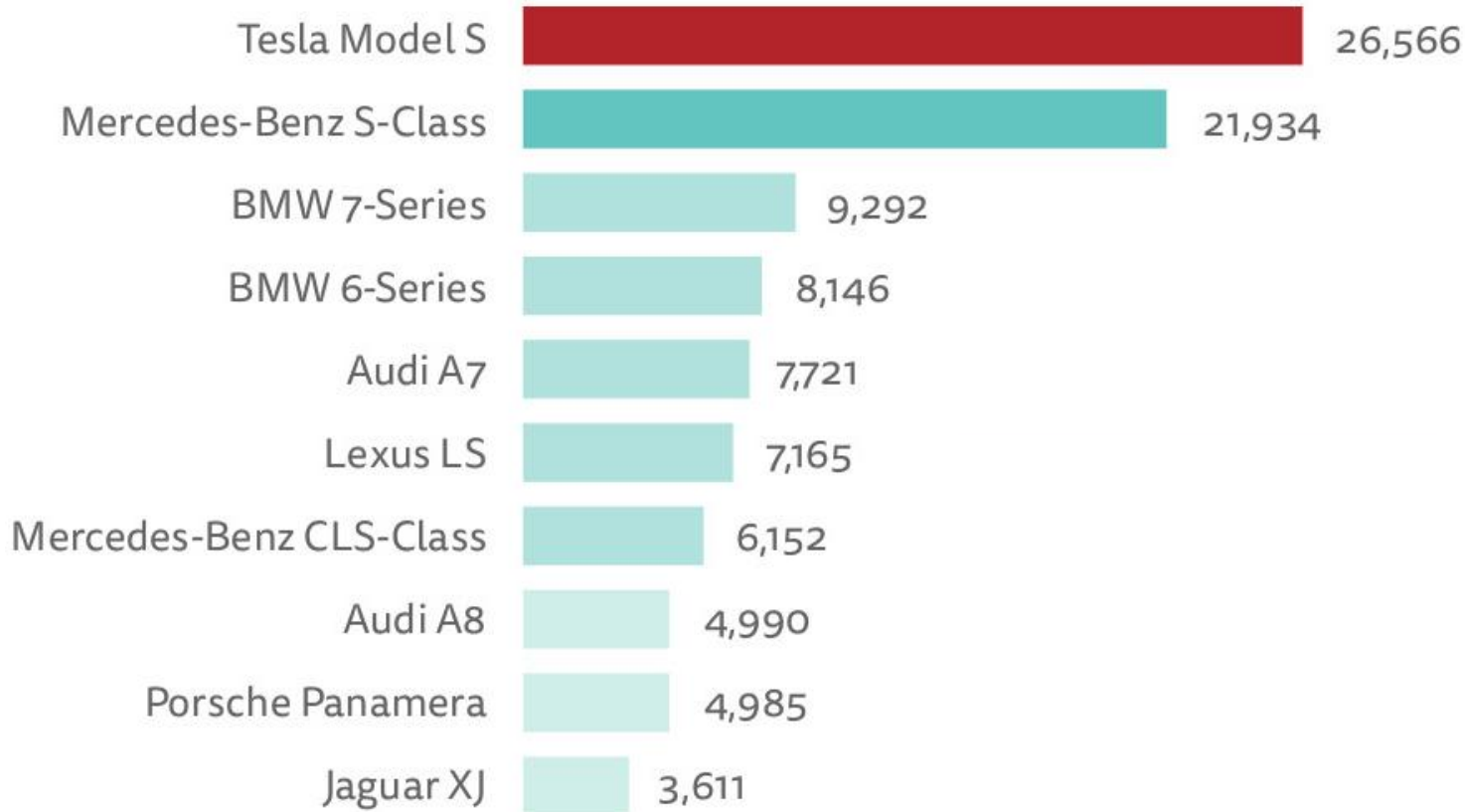




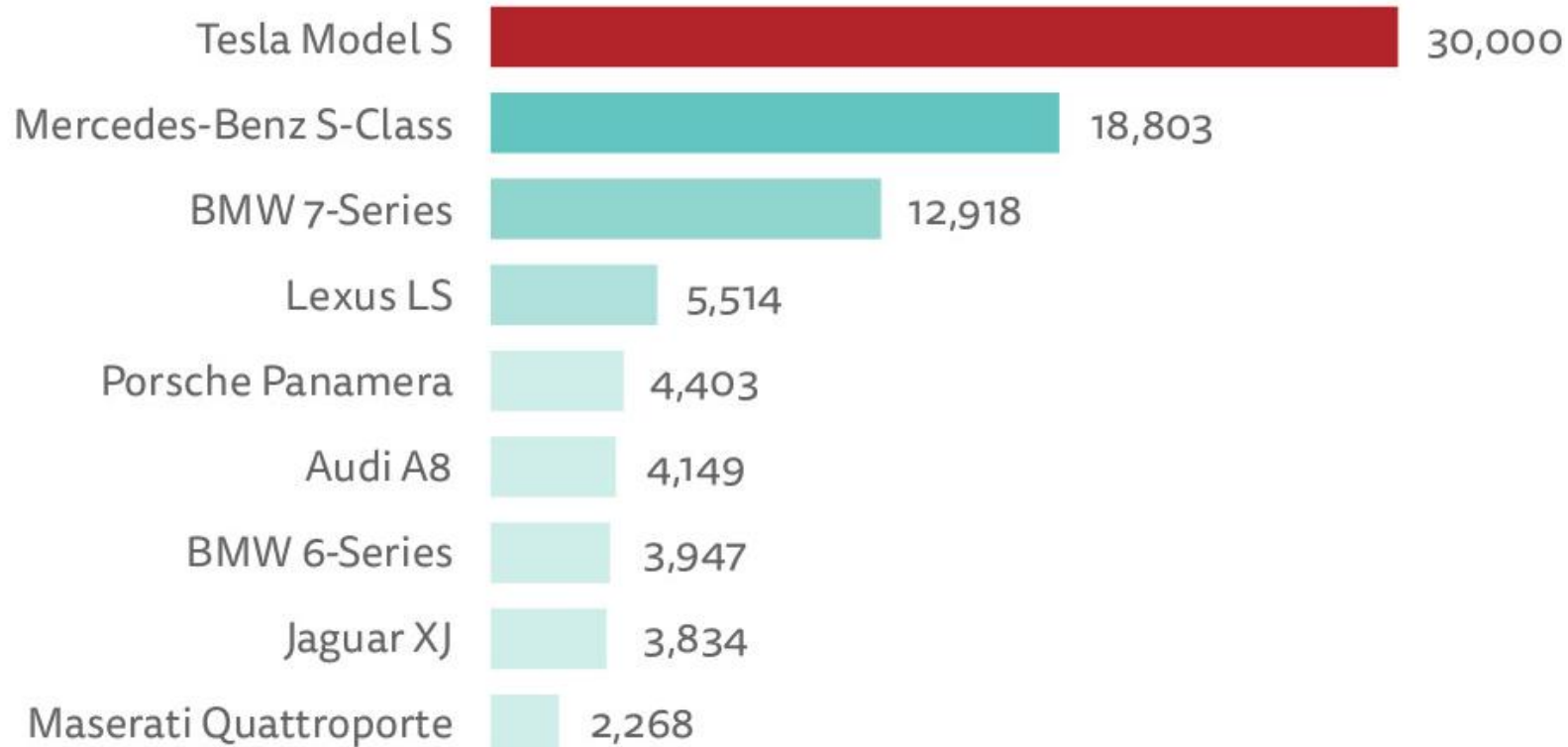
# US Large Luxury Car Sales 2014



# US Large Luxury Car Sales 2015

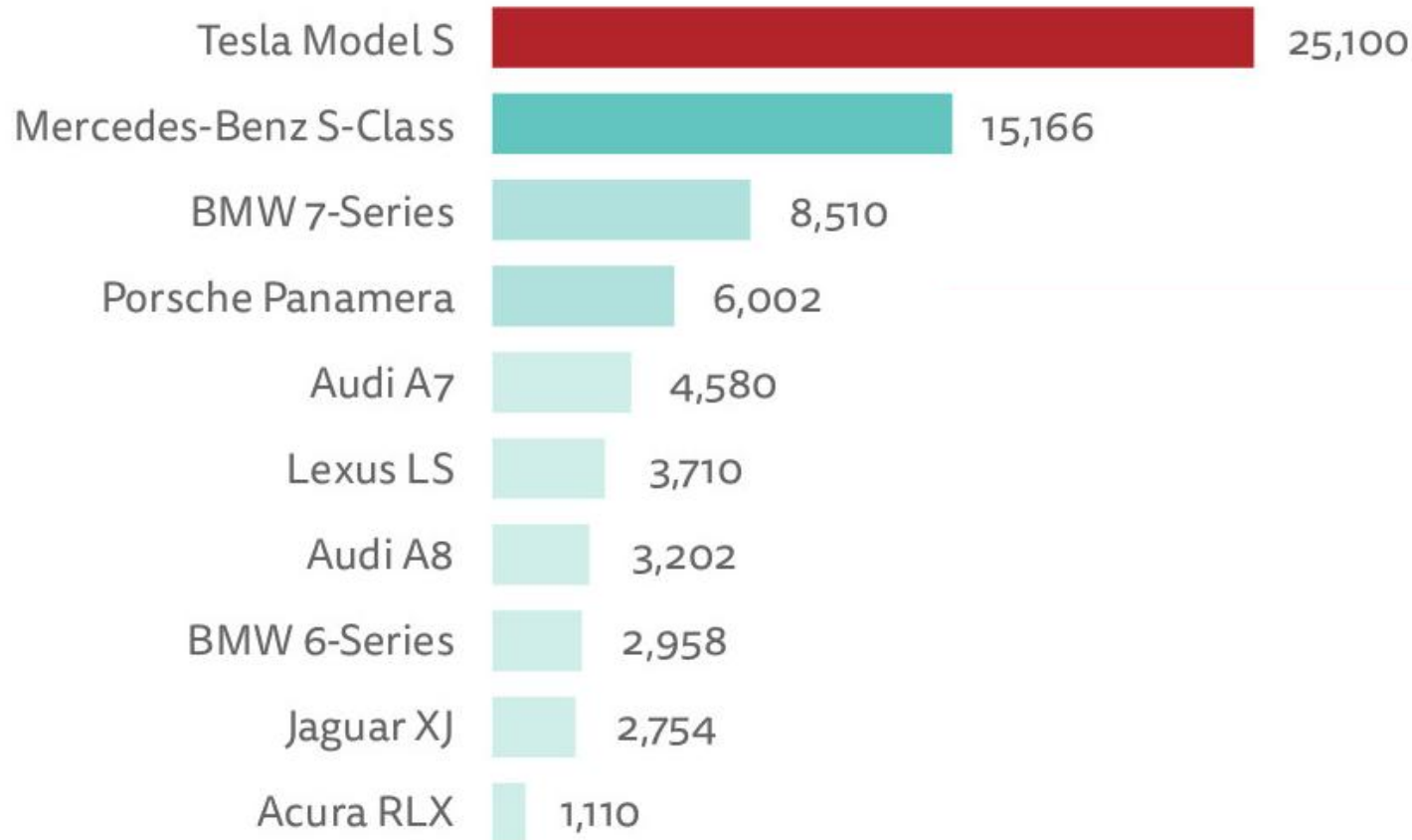


# US Large Luxury Car Sales 2016

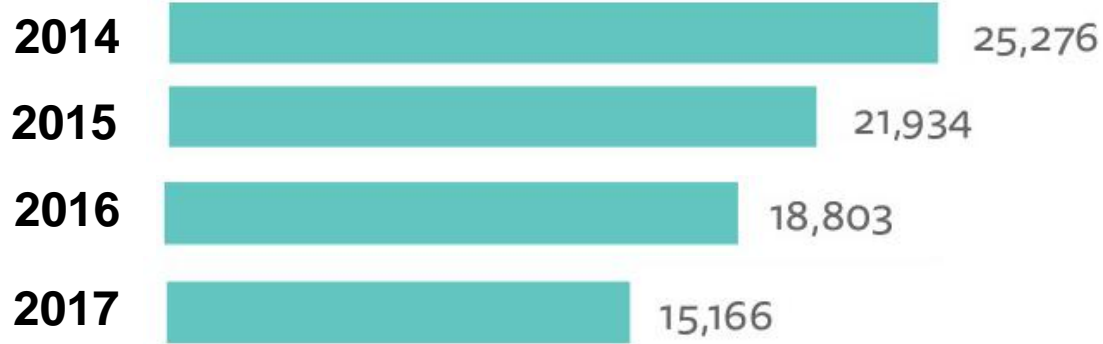




# US Large Luxury Car Sales 2017



# Mercedes Benz S-Class





**Sold 10 Million cars in 2017**  
**Market Cap = \$55 Billion**





**100,000 cars 2017 \$50B Mkt Cap**



# *Market Cap/Car*

*GM \$5,500*

*Tesla \$500,000*







Hertz

Hertz

RENTAL CAR  
STOP ONLY

Hertz

84

85

drive







PERSONAL INJURY



LAW



# \$6 Billion





1966

OFF MAX A/C A/C HEAT DEF

WARM



Five rectangular buttons or indicators arranged horizontally below the gauge.











**4% utilization**

**20% capacity**

12 to 30





UBER



**Innisfil**





Jesus Loves You Pray Today +

1445

Toronto Parking Authority

**Rates**

**\$3.00**

COINS

CREDIT CARD

For more information: 416-393-PARK (7275) • www.greenp.com

PRESS To Buy  
→ TIME  
OR  
→ MAXIMUM TIME

Pay for Parking with the Green P App

LOCATION ID FOR THIS SIDE OF STREET

**4122**



**NYC 1900**





... supplied by  
**ALDING & BROS.**  
at 25 West 42<sup>nd</sup> St.  
BEHN 5/4

# NYC 1910

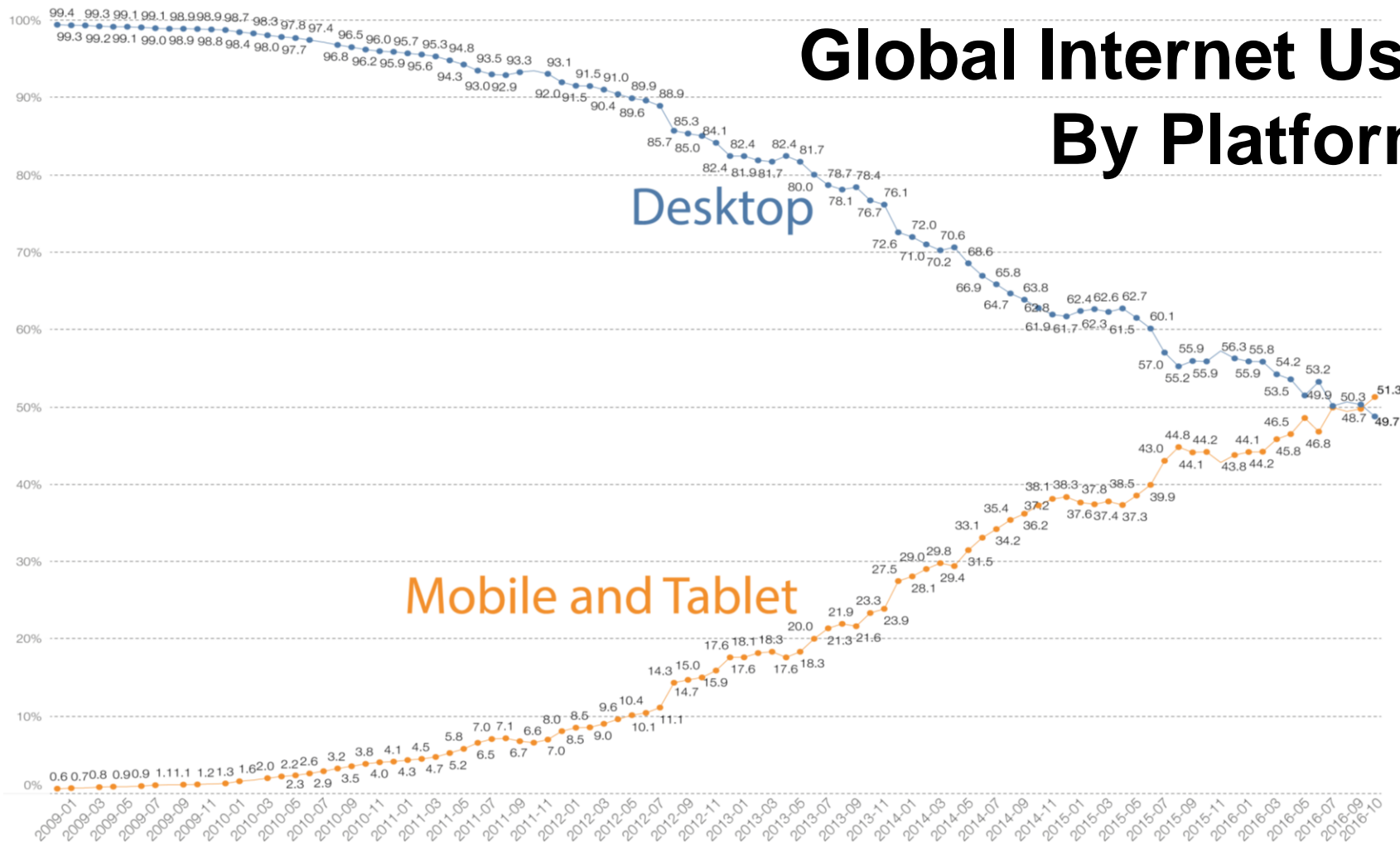








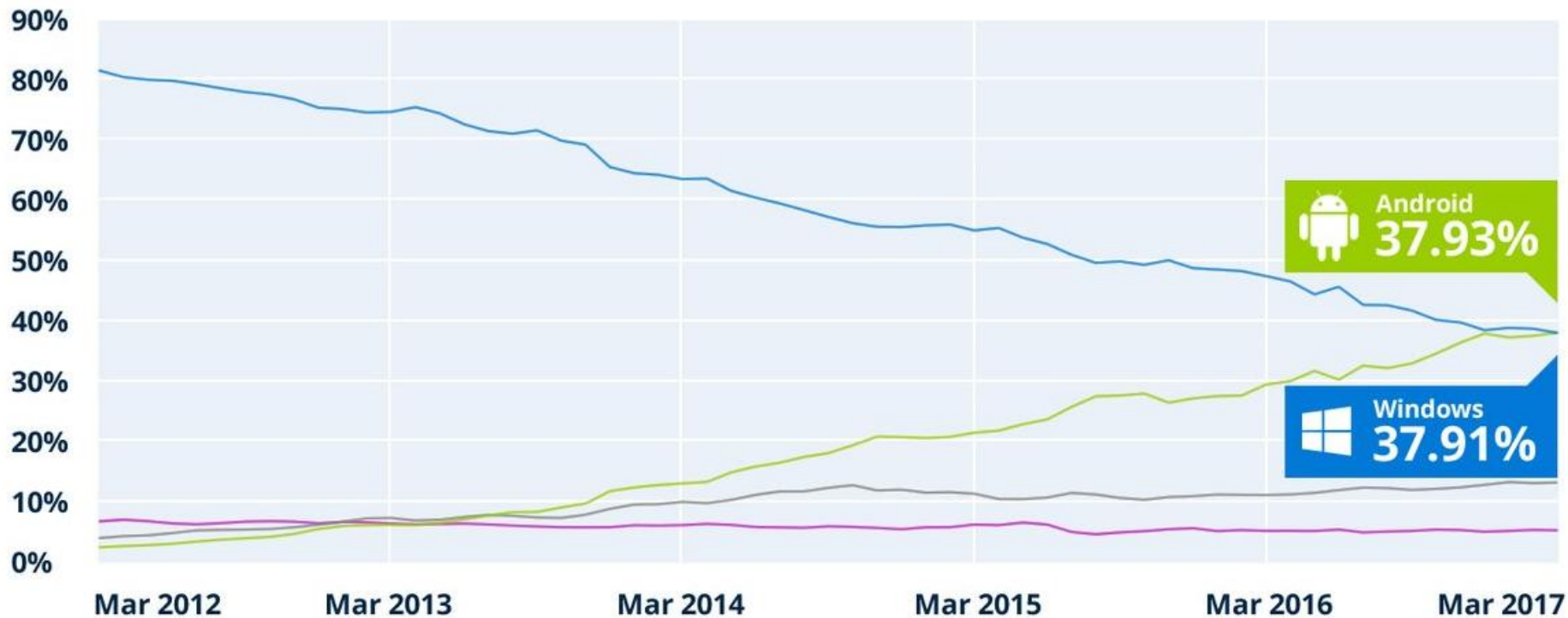
# Global Internet Use By Platform



# OS Market Share Worldwide

March 2012 – March 2017

■ Android ■ Windows ■ iOS ■ OS X





2015



\$1.5 trillion

2016



\$5 trillion

2017



\$15 trillion

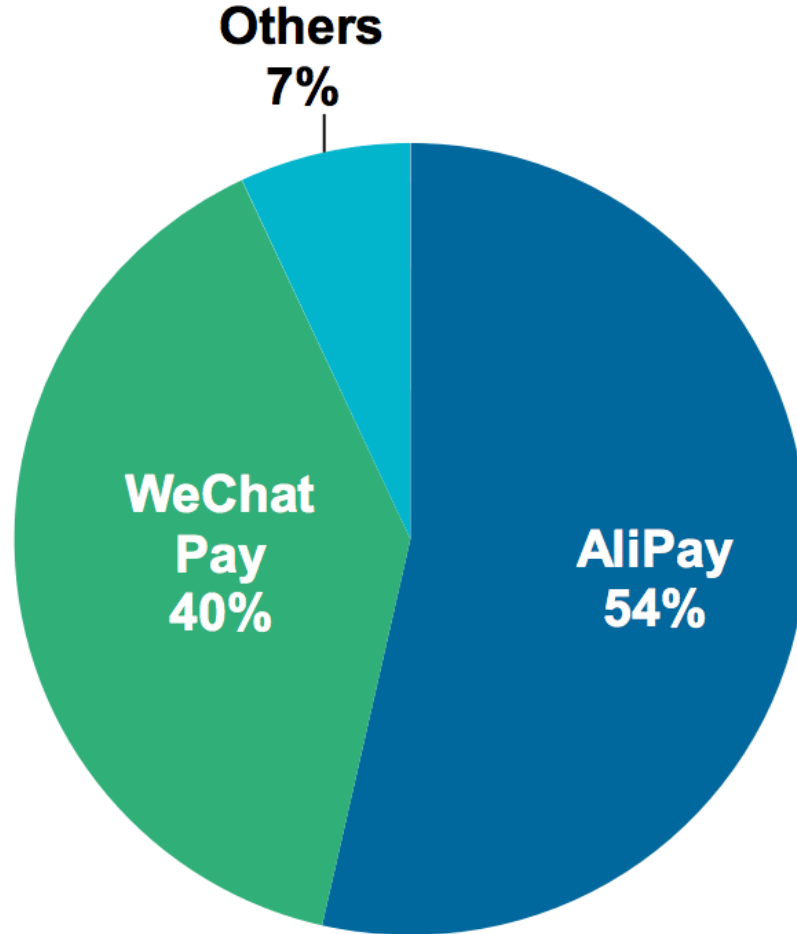
...2021



\$45.5 trillion



# China Mobile Payment Market Share, Q1 2017





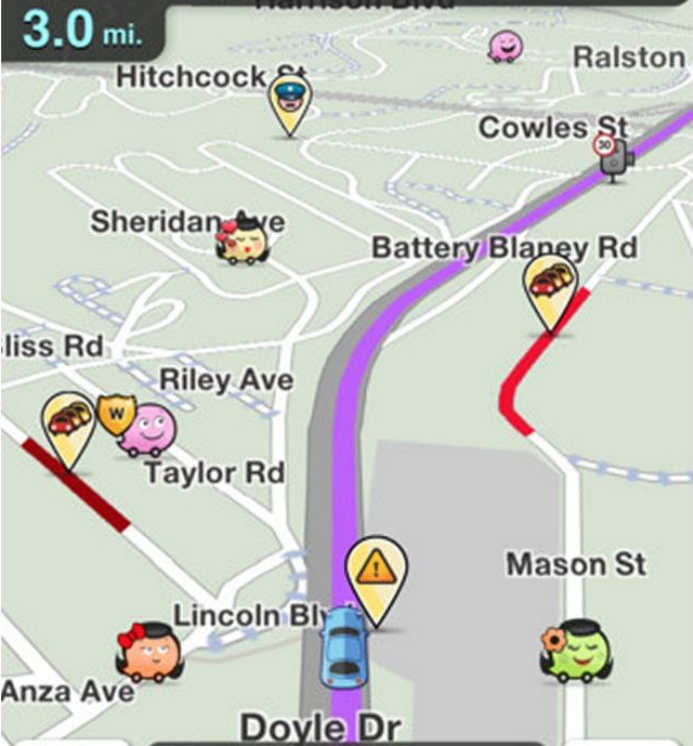


waze

OUTSMARTING TRAFFIC, TOGETHER










# Exit to Alexander Ave

3.0 mi.



ETA **10:36** 5.2 mi.

## Report Close

 Traffic jam	 Police	 Accident
 Hazard	 Camera	 Chit chat
 Map issue	 Gas prices	 Check in

Bottom navigation bar with a speech bubble icon on the left and a location pin icon with an exclamation mark on the right.

***“We will move from  
mobile first to AI  
first.”***

**Sundar Pichai  
2016**







# Exercise

*Which principles struck you most profoundly?*

*What is applicable to your: profession?  
company? industry?*

*What could blindside you?*

**Partner for 10 minutes**

*How to spot*

*the next breakthrough*

# *Blindsided*

*that will change*

*your business forever*

J I M H A R R I S

PROFESSIONAL  
DEVELOPMENT  
SUMMIT

**EVOLVE** | 2018  
YOUR FUTURE  
YOUR CAREER | YOUR COMPANY | **OUR** INDUSTRY

## ***Disruptive Innovation***

**jim@jimharris.com**



**in/JimHarrisProfile**



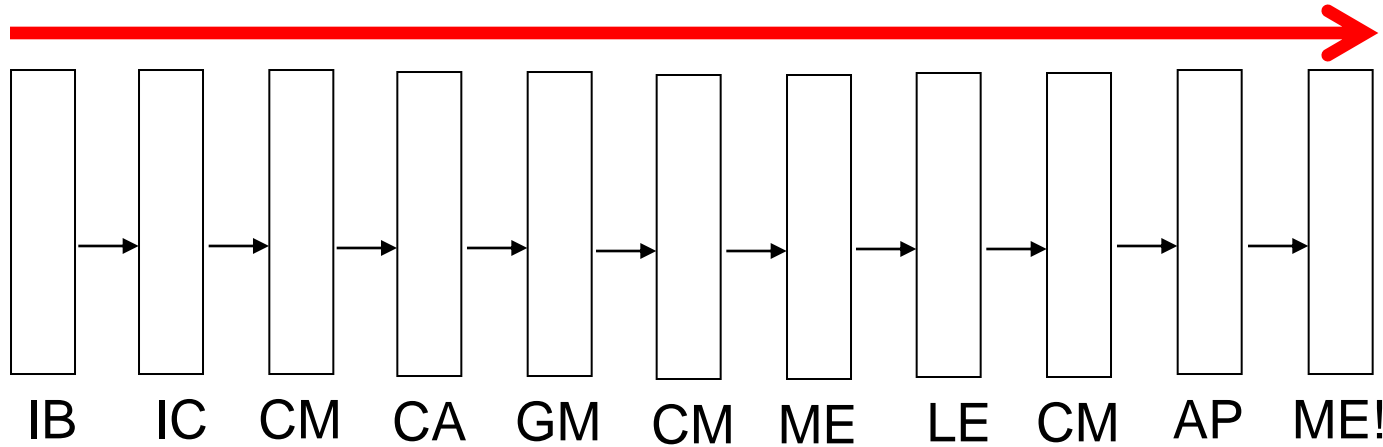
**@JimHarris**



# Insurance Process

(circa 1990)

8 weeks



***Blindsided!***

[www.jimharris.com](http://www.jimharris.com)

SMI

99.4%

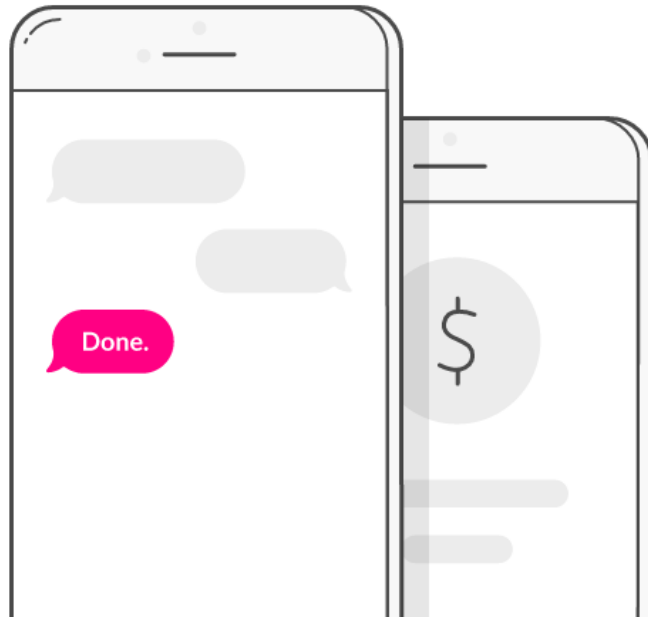


# Instant Everything

Maya, our charming artificial intelligence bot will craft the perfect insurance for you.  
It couldn't be easier, or faster.

[▶ See the Lemonade App in action](#)

90 Seconds  
To get insured



3 Minutes  
To get paid



**2 x 99.9%**



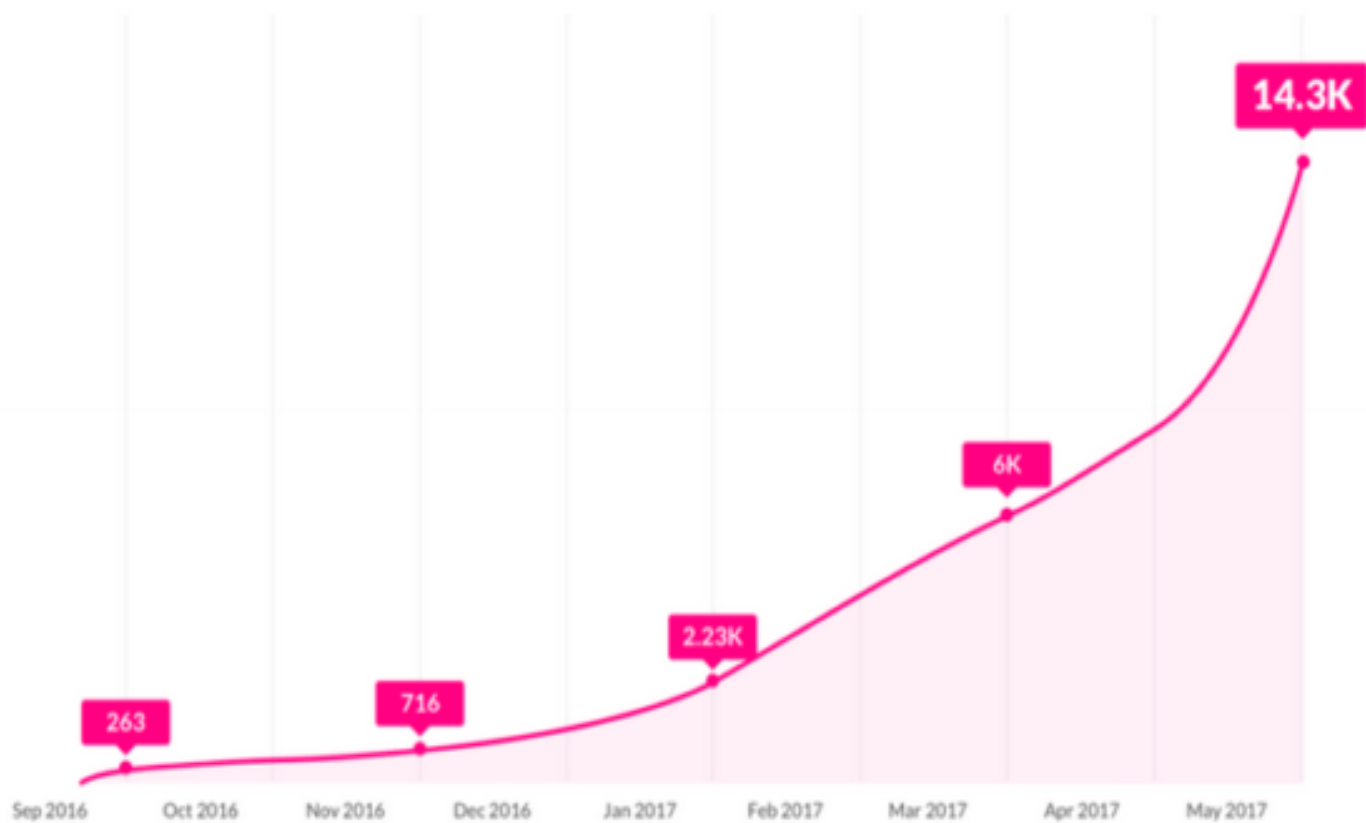
***“We don’t believe insurance can be fixed by sprinkling technology, pixie dust style, on top of a century old edifice”***

**Daniel Schreiber  
CEO & Co-Founder  
Lemonade**

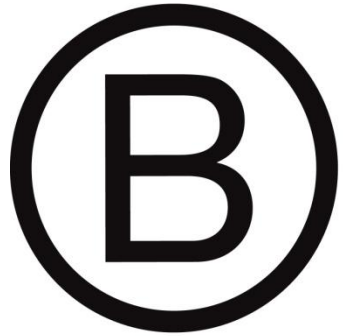


**\$100M**

## Lemonade's Growth Trajectory



**Certified**



**Corporation<sup>®</sup>**

**[bcorporation.net](http://bcorporation.net)**

## Revenue Donated To Non-Profits



**10.2%**

**Lemonade**



**0.08%**

**Fortune 100**



**disru**



*metromile*

**PAY PER MILE**





UBER

EVERYONE'S PRIVATE DRIVER



**Eliminate Friction**





... ROGERS 11:02 AM

Logout

DIAMOND



361 King Street West



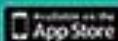
Request Pickup



**A CAB IN  
2 CLICKS**



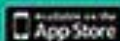
[becktaxiapp.com](http://becktaxiapp.com)



**LESS TALKING  
MORE  
APPING**

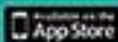


[becktaxiapp.com](http://becktaxiapp.com)



**FASTER  
THAN A  
PHONE CALL**

[becktaxiapp.com](http://becktaxiapp.com)



**THERE'S AN  
APP  
FOR THIS**



[becktaxiapp.com](http://becktaxiapp.com)











**\$400K**

**~90%**

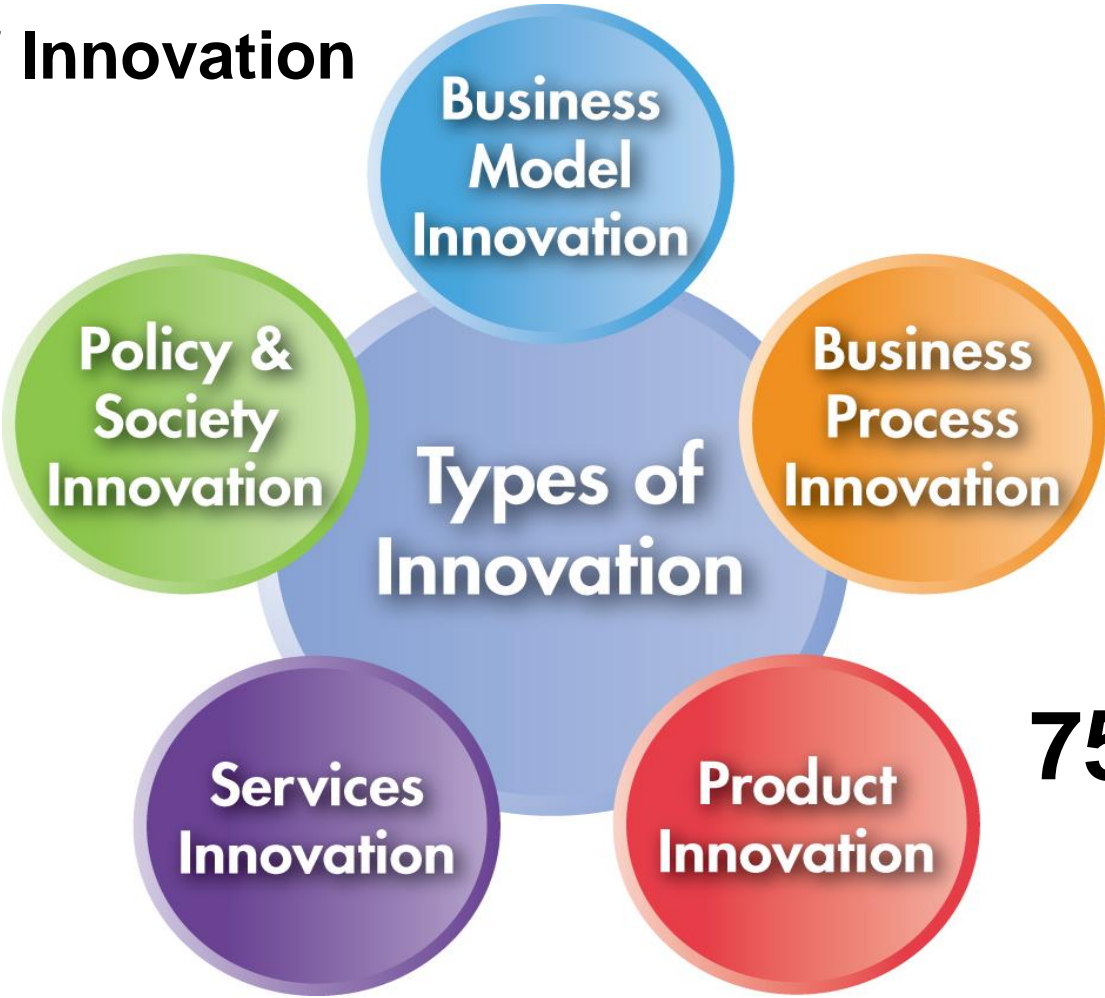
**\$50K**

**Innovation?**





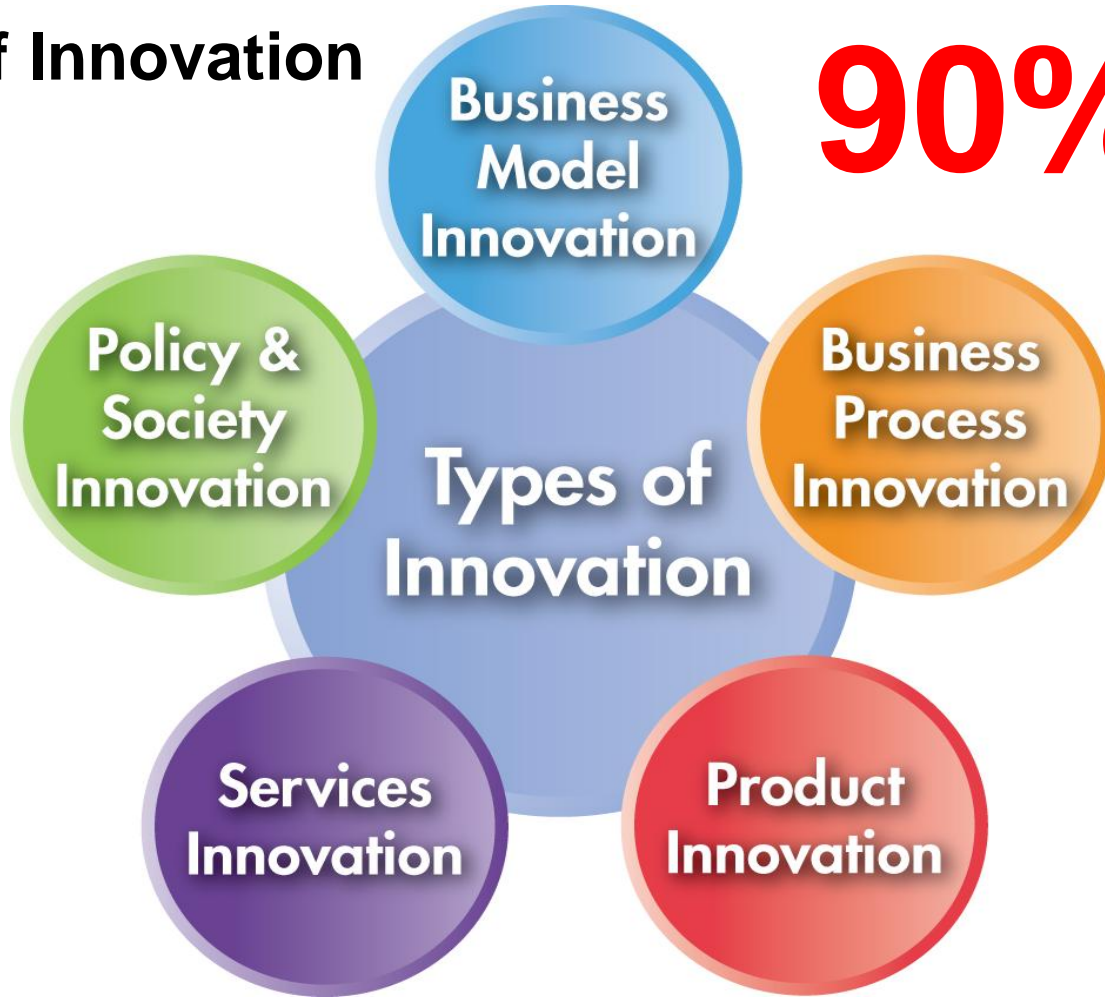
# Types of Innovation



**75% Focus**

# Types of Innovation

**90% Value**



# Exercise

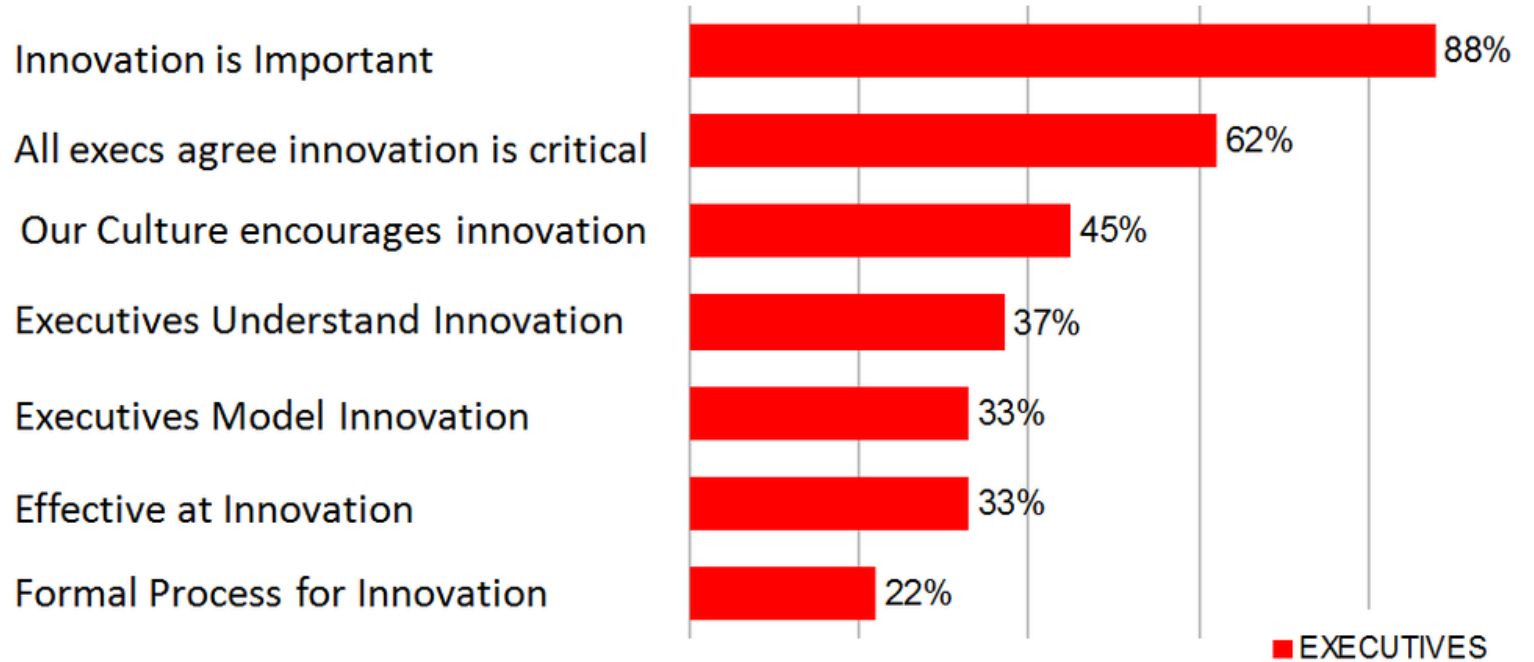
*How could you use these principles to*

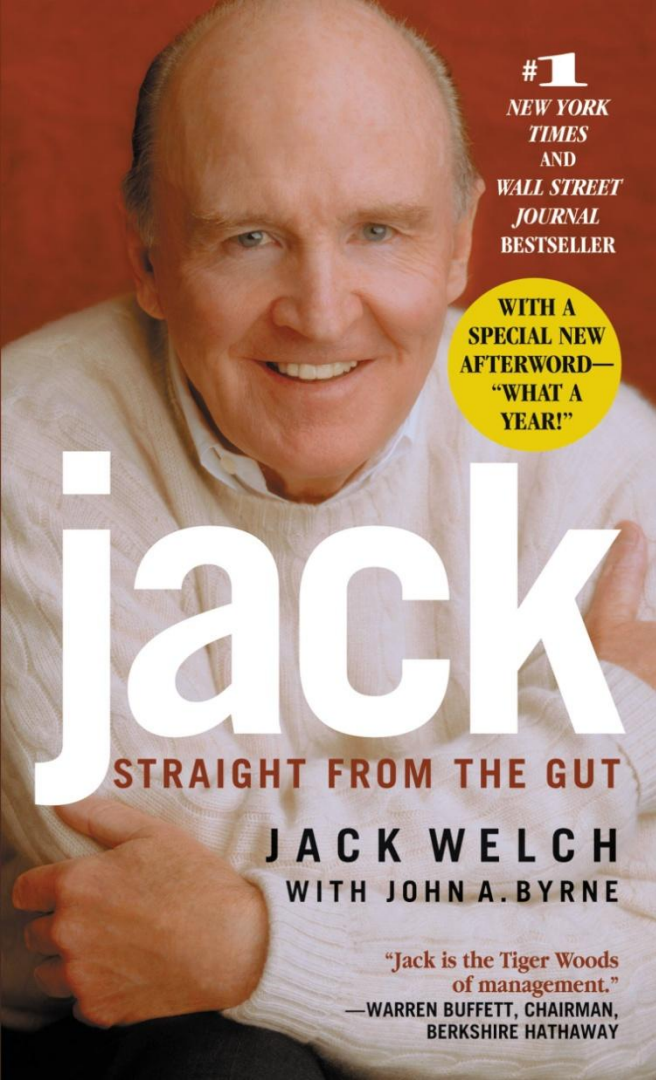
- Increase employee engagement & satisfaction?*
- Add substantial new value to the customer experience (UX)?*

**Partner for 3 minutes**



# The Innovation Process Deficiency





#1

NEW YORK  
TIMES  
AND  
WALL STREET  
JOURNAL  
BESTSELLER

WITH A  
SPECIAL NEW  
AFTERWORD—  
“WHAT A  
YEAR!”

# jack

STRAIGHT FROM THE GUT

JACK WELCH  
WITH JOHN A. BYRNE

“Jack is the Tiger Woods  
of management.”  
—WARREN BUFFETT, CHAIRMAN,  
BERKSHIRE HATHAWAY

# Reverse Mentoring

