Trends in Executive Talent: Attracting and Retaining the Leaders You Need to Succeed

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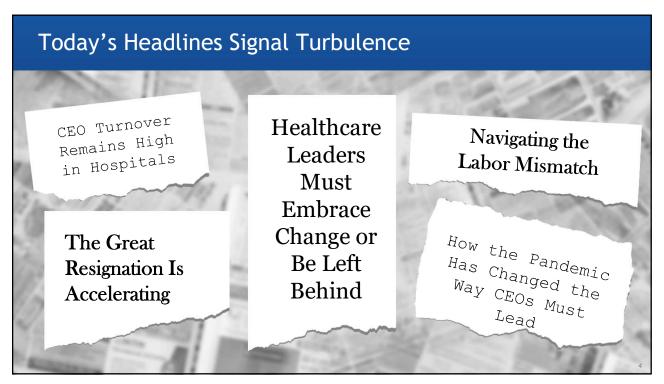
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Drivers of Demand and Supply **Drivers of Increased Demand Drivers of Reduced Supply** Exits from the industry Burnout Retirements Changing skills required Delayed New entrants into the marketplace **Planned** Accelerated one medical Humana **Partial** OPTUM **♥CVS**Health. Sabbaticals Walmart+ DOLLAR GENERAL Expansion of the marketplace

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Poll Question #1

Please rank these in order of concern about your executive team:

- Burnout
- Retirements
- Leaving for new opportunities
- Leaving for more pay
- Lack of talent in the market
- I am not concerned about turnover

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New Skills Required

Our clients are seeking candidates who:

- Are less linear
- Are quick and agile
- Foster innovation
- Address scale
- Partner with new entrants
- Are nontraditional
- Embrace diversity, equity and inclusivity



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Considerations/Solutions for Your Teams Differentiators in this hyper-competitive market: • Active retention planning • Contemporary compensation systems

Poll Question #2

Are you currently looking at your compensation and retention systems?

- a. Yes
- b. No
- c. Don't know
- d. I believe our systems are contemporary and adequate

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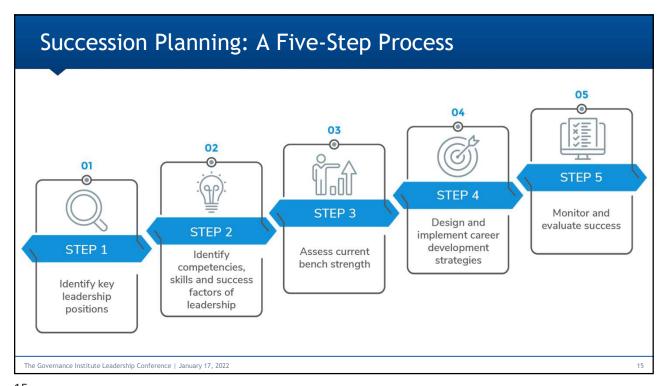
Poll Question #3

Does your organization maintain a written, current executive team succession plan?

- a. Yes
- b. No
- c. In progress
- d. Don't know

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Considerations/Solutions for Your Teams Differentiators in this hyper-competitive market: • Active retention planning • Contemporary compensation systems • Robust talent pipelines • Active succession planning • Active communication about succession, promotional opportunities



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Thank You WittKieffer Andrew Chastain President and CEO, WittKieffer (678) 296-2071 andrewc@wittkieffer.com