

> If you were stranded on a deserted island but still had find a way to conduct your business, what three tools would you want to have with you, and why?

“If I had to conduct business and assuming everything would still be working (technologically speaking), the three items I would need is:

#1 Cell phone...without a doubt this would be the indispensable item. It would allow me to reach my clients, has all my contact information stored for immediate use and most importantly, allows my clients to reach me. In banking, customer service is of primary importance. If my client can reach me, I can resolve any issue that may arise, even if it means referring them to someone that is not stranded, but has the needed solution.

#2 Laptop.....again, this is assuming that I have all the necessary connections. In addition to the cell phone, the laptop provides me access to the bank's computer systems, internal contacts and general client information. Also, sales is always top of mind and the laptop would allow me a better connection to potential clients.

#3 Charger....without power, the first two items would be useless. I would need my “universal” charger that can charge both items.

Now, if technology isn't available, I would need to take it in a different direction.
Helen Okajima
PNC Bank

“FORTUNATELY, I LOVE WHAT I DO,

so of course I'd still be working on behalf of my clients, even on a deserted island! To continue helping life insurance policyholders determine if their policies are performing properly, I would want my laptop and mobile phone. The phone can serve as a mobile hotspot so I'm able to access our website, PolicyAudits.com, and keep in touch with my clients and colleagues.

My second must-have tool is our PolicyAudits.com welcome packet that enables my team to swiftly and efficiently help potential customers determine if it's time for a life insurance audit. (Nine out of 10 clients performing a life insurance policy audit through PolicyAudits.com find a better performing or less expensive policy!)

Of course, if I had trouble accessing Wi-Fi through my phone, the third item—or group of items—I might need to continue working for my clients without interruption would be a pen, paper and homing pigeon!”

Tricia Pilone
PolicyAudits.com



“ My cell phone if it worked, a pad of paper and a pen.”

– Judith Sachs,
ANYONE CAN DANCE!



“I would find another business that **didn't require technology** and go from there.”

Victoria Wyeth,
Art Educator
and Lecturer

“My two answers both assume there is no power on the island.

Scenario 1 – 1. Paper, writing implement (to keep track of date, to note all thoughts, “brainstorms,” 2. “To Do” list tasks and outline strategies and goals, etc. 3) – to survive

Scenario 2 - 1. A solar powered generator or a solar powered smart phone to keep track of what is going on for material, as a research tool and for communication (though I suppose if the latter – you could ask to be picked up from the desert island) 2. 3 Paper & writing

