

INDUSTRY ICON 2026 • PRIMEFUL INSIGHTS

I was named Industry Icon for

one reason: I learned to shut up.

Listening isn't passive.

Swipe → From Industry Icon feature

Most leaders talk 80% of meetings.

I flipped it to 20% talk.

80% listen.

The result?

Better questions.

Better decisions.

Better business.

FRAMEWORK 1

Talk 20% in meetings.

Ask:

1. What are we avoiding?

2. Who benefits if we fail?

3. What's the simplest next step?



FRAMEWORK 2

Brooklyn taught me:

Say it straight.

Shanghai taught me:

Listen twice as long.



From memoir:

THE ACCENT NEVER LEAVES

The streets, the savvy,

the people, the pride.

It never lets go.

Available for purchase at Barnes & Noble- BN.com

FRAMEWORK 3

Resilience isn't loud.

It's consistent.



From memoir:

AFTER THE FALL

Faith. Resilience.

Rebuilding what matters most.

LITERARY TITAN GOLD

Available for purchase at Barnes & Noble- BN.com

What's ONE meeting you'll try the 20/80 rule in this week?

Listening is active.

Documentation is leadership.







Leadership is listening.

Both stories are in my memoirs →