

# **THE POWER OF THE PIVOT: HOW TO ADAPT IN CHANGING TIMES**

**Southern Legislative Conference - July 2025**

**Presented By: Jennifer Franks, US GAO**



# Introduction To **Jennifer Franks**

- 19 Years Federal Service with the U.S. GAO
- Director, Center for Enhanced Cybersecurity
- Acting Director, Analytics Foundry
- Certified Adjunct Faculty
- Certified Gallup Strengths Coach
- Board Member
- Mentor

Top 5 Core Leadership Strengths

Positivity – Arranger – **Adaptability** – Achiever – WOO





When obstacles arise, you  
change your direction to  
reach your goal; you do not  
change your decision to get  
there.

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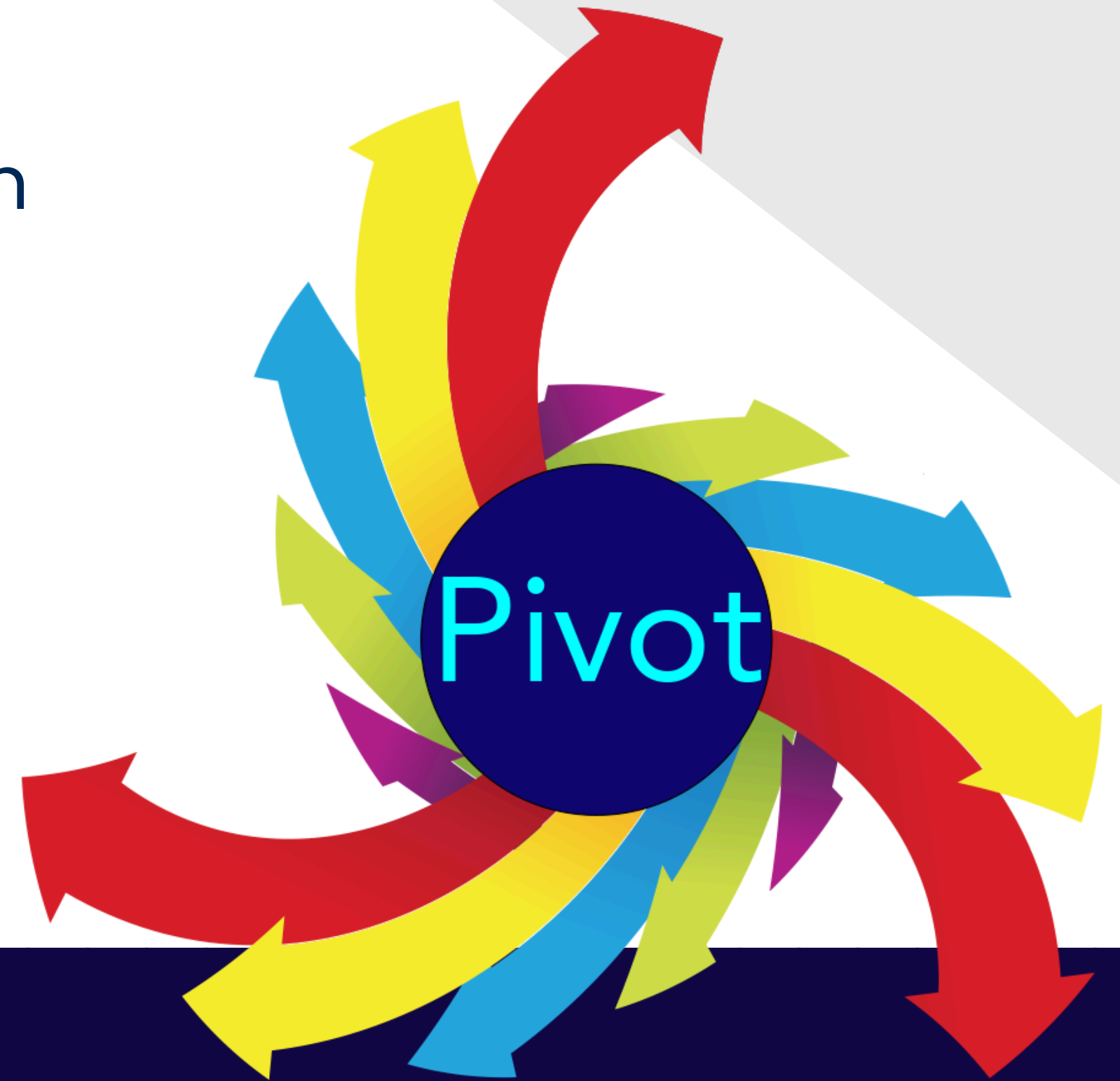
# Session Objectives

- Understand what it means to pivot and why it's essential in today's environment.
- Develop strategies to adapt with a flexible, growth-oriented mindset.
- Tap into renewed personal energy through reflection and mindfulness.
- Recognize the role of self-care in sustaining motivation during change.
- Ask deeper, more intentional questions that clarify direction.
- Create a Pivot Plan with actionable next steps.



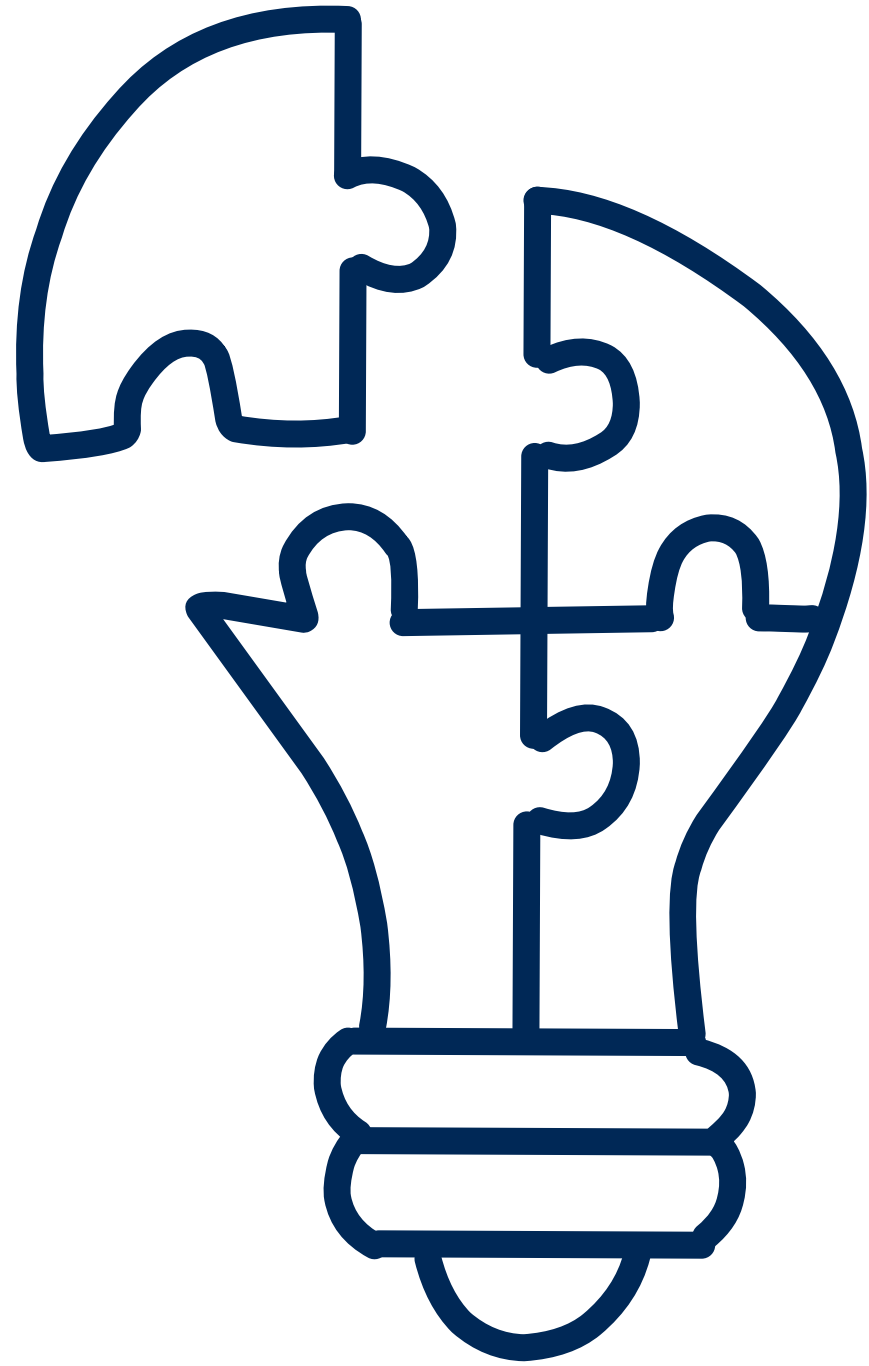
# The Power of the Pivot: **Why It Matters**

- A **pivot** is a deliberate, strategic shift in direction to better align with goals, changes, or opportunities.
- Abandon Purpose, or Refine the Path?
- Survival & Growth: Those who don't adapt get left behind



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Individuals can increase their chances of achieving long-term success.



**"Your Last Pivot"**

*A Reflective Story*

# How to Pivot: **The Framework**

The Steps	The Drive
P – Pause & Perceive	Take stock of your current situation and environment.
I – Identify the Opportunity	Look for gaps, unmet needs, or better directions.
V – Validate the Idea	Test with small experiments, feedback, or data.
O – Own the Shift	Commit and communicate the new direction clearly.
T – Take Action	Execute with agility; iterate as needed.



# The Mindset: **Adapting to Change**

*From Resistance to Readiness–*

- What beliefs or thoughts make it hard to change?
- What would you tell a friend going through this?
- What new mindset will help you move forward?

“IT IS NOT THE STRONGEST  
OF THE SPECIES THAT  
SURVIVE, NOR THE MOST  
INTELLIGENT, BUT THE ONE  
MOST RESPONSIVE  
TO CHANGE.”

– CHARLES DARWIN

# **Self-Care Reflection:**

## **What Refuels You In Times of Transition?**

- What activities give you energy?
- What boundaries help protect your peace?
- What are signs you're burning out?

# The Power of Questions: **Asking vs. Assuming**

- Reduces misunderstandings and improves clarity
- Encourages participation and builds ownership
- Identifies and addresses concerns proactively
- Drives better decision-making and innovation
- Fosters trust and transparency

# Taking Action: **A Commitment**

- What situation do you need to adapt to?
- What small pivot can you try this month?
- Who can support you?
- What's one pivot you'll commit to starting today?



# Key Takeaways

- Pivoting Is Not Quitting—It's Evolving!
- Change Is Inevitable—How You Respond Is a Choice
- Growth Requires a Mindset Shift
- Energy Fuels Adaptability—Selfcare is part of the strategy!
- Questions Unlock Possibility
- Small Shifts Create Major Impact Over Time
- You Are Not Alone in the Pivot
- The Power Is in the Plan

THANK  
you!

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