





What comes to
mind when you
hear the word:



What comes to
mind when you
hear the word:

AUDIT



What comes to
the mind of
management
when **they** hear
the word:

AUDIT

FTP



Who am I?

Who are we?





President Board of Trustees

Chief Audit & Compliance Officer

Compliance (Institutional Compliance, Title IX, Clery, Safety, Privacy, Investigations etc.)

Internal Audit (Knoxville Chattanooga Pulaski Nashville Martin Memphis)

Audit & Compliance UT System

Industry Shift



- **Adding Value**
- **Trusted Advisor**
- **Findings**
- **Observations & Recommendations**

Building Relationships



- **Business Decision**
- **Perseverance**
- **Pavlovian Conditioning**
- **Remember your ABCs**



“We are not in the audit and compliance business, we are in the business of helping to make the university a better place. Audit and compliance work are some tools at our disposal to achieve this.”*

**Brian Daniels - to Audit & Compliance at the University of Tennessee, ad nauseum*



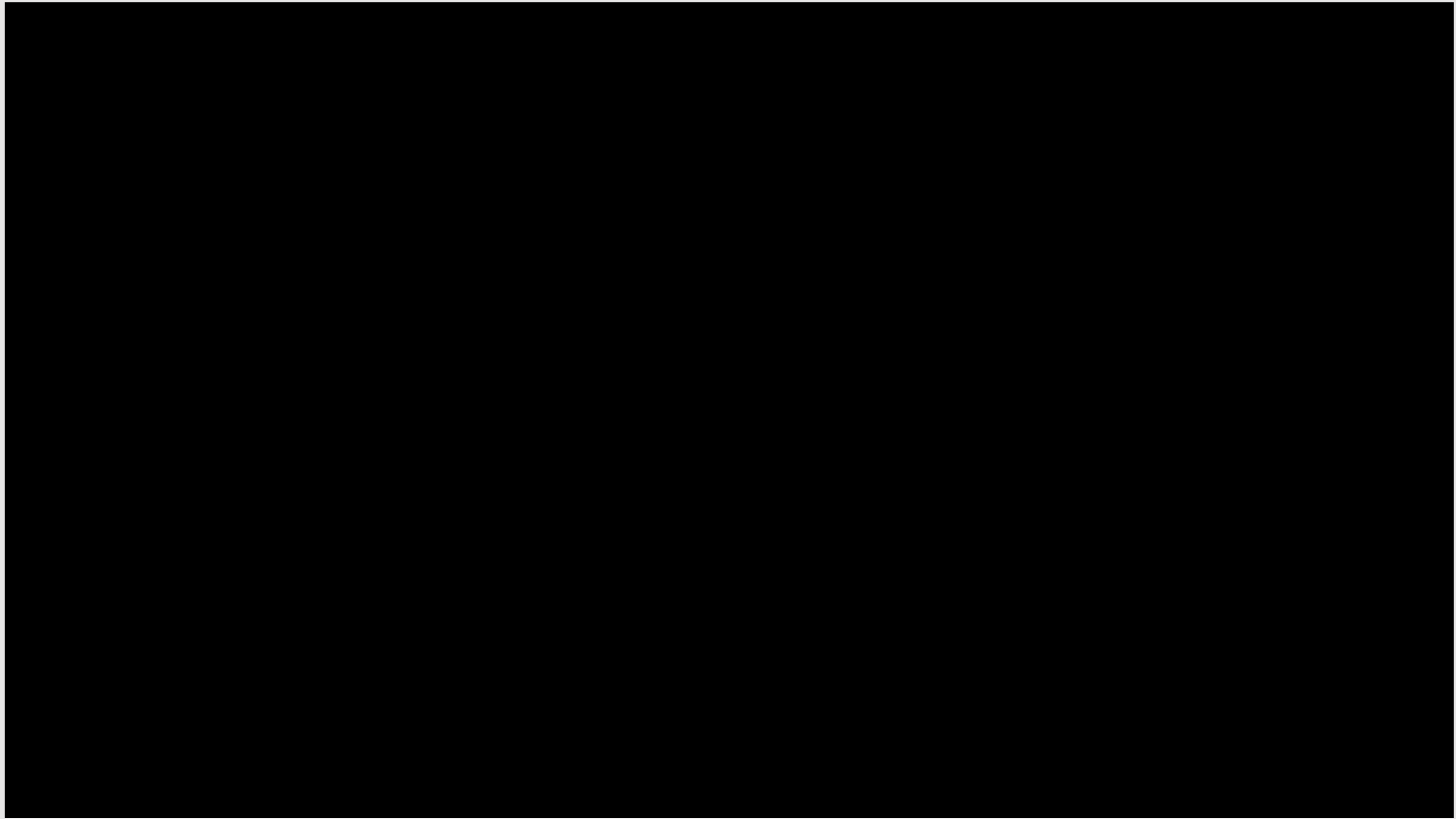
“We are not in the audit and compliance business, we are in the business of helping to make the university a better place. Audit and compliance work are some tools at our disposal to achieve this.”*

What business is your Audit Shop in?

**Brian Daniels - to Audit & Compliance at the University of Tennessee, ad nauseum*

Perseverance





Perseverance

Other Metaphors?

Perseverance

Other Metaphors?

Gains are not always linear

Perseverance

Other *Metaphors*?

Gains are not always linear

Change course when needed

Perseverance

Other *Metaphors?*

Gains are not always linear

Change course when needed

Enthusiasm

Gains are not always linear



At your table, take 5-10 minutes to discuss steps you or others have taken to advance your standing or the standing of your shop within the organization.

- *Incremental or seismic*
- *Slow or Fast*

Gains are not always linear



What steps you have taken to advance your standing or the standing of your shop within the organization?



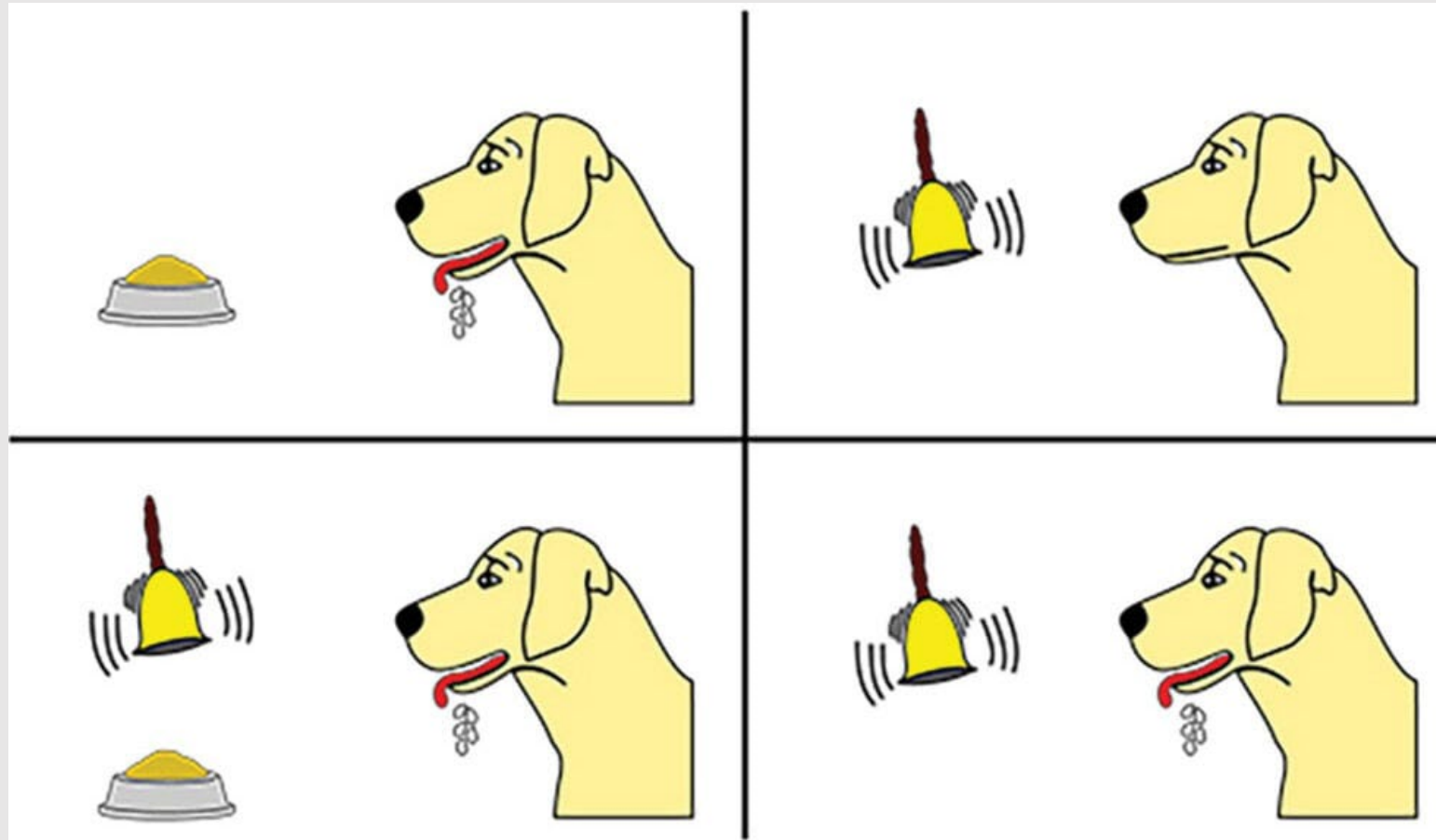
Perseverance

Embrace Crisis

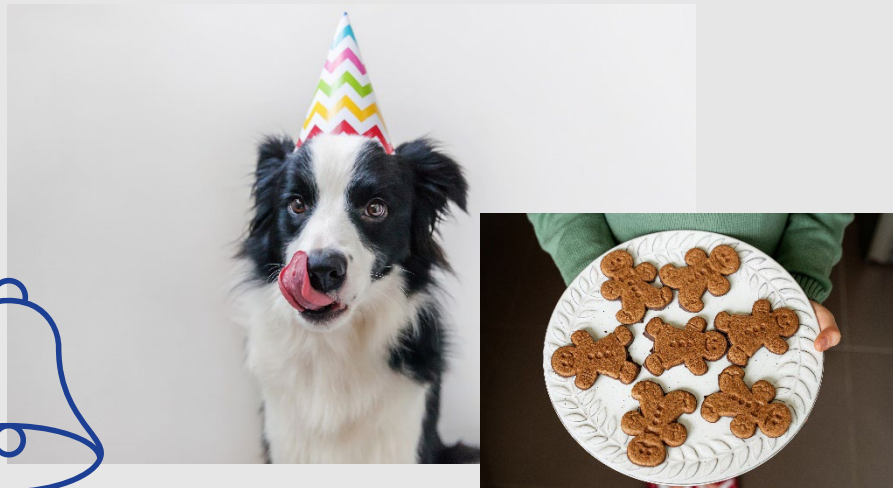
Volunteer

Key Relationships

Pavlovian Conditioning



Pavlovian Conditioning



Pavlovian Conditioning

Bad Thing



Mgt.



Auditor



Pavlovian Conditioning



Smooth Sailing



And then...



OR





the ABCs



the ABCs

Always

Be

Closing



the ABCs

Always
Be
Closing

Consulting Services
External Audit Coordination
Rideshare Driver Speech?



the ABCs

Always
Be
Closing

*Develop your
rideshare pitch.*

Consulting Services
External Audit Coordination
Rideshare Driver Speech?

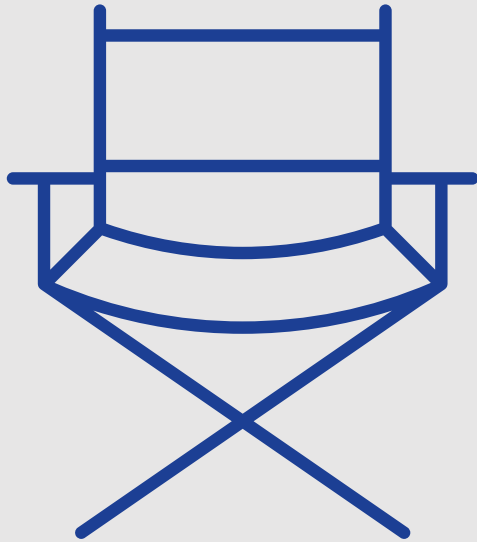


the ABCs

Always
Be
Closing

*Develop your
rideshare pitch.*

relationships lead to a seat at the table



Even with:

Business Decisions

Perseverance

Pavlovian Conditioning

ABCs

**"If they don't give you a seat at the table, bring a folding chair."
-Shirley Chisholm**

<https://www.bringyourownchair.org>

Questions?

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