

AI VS. PITCH PERFECT INTEL

THE CHALLENGE

High-profile pitches. Millions at stake. The CEO gets a vote.
Researching a key decision-maker is smart. Really smart.
Leaving the task to AI may not be. Here's why...

THE QUESTION

"Are there quotes from CEO Chrissy Taylor that show how issues in her personal life informed her approach to business?"

THE ANSWERS

AI SAYS:

"I do not have specific quotes. Personal insights and anecdotes about an individual's private life may not always be readily available in public sources."
– ChatGPT 3.5

"I do not have enough information to help with your request. My knowledge about this person is limited."
– Google Bard

"Without access to interviews or profiles, I cannot definitively point to relevant quotes. Please let me know if you have any other questions."
– Claude.AI

VS.

PITCH PERFECT SAYS:

THE PLAYERS

CHRISSY TAYLOR

PRESIDENT/CEO

Approximate Age: 47 Current Position Since: January 2020

Personal: Married with two daughters.

Family affair: "I grew up in the car rental industry listening to my family talk business around the dinner table. While I knew a lot about the industry coming in, I learned quickly there was so much still to learn...and the importance of listening first."

On her leadership style: "I'd describe it as collaborative. There's an old saying that if you're the smartest person in the room, you're in the wrong room. And it's absolutely true. My team makes me better. And I don't take that for granted."

On joining Enterprise: "I was an intern—picking up customers, answering the phone. We would go and wash the cars to help with whatever was going on in the branch. So it was a team sport and that's been my attitude the entire time."

All told: She held 17 different positions at the company before her current one.

Job satisfaction: "I love being part of the travel industry, because travel really does enrich our lives and broaden our perspectives. It gets you out of your comfort zone to go see new places and experience new things."

Guiltily-pleasure: Chocolate chip cookies.

Her regular ride: Jeep Cherokee.

On being a working mom: "I think my husband and I do it the way most working couples do—through good teamwork. Also, when I get home from work, even if it has been a long day, I put all of my focus and effort on our girls."

Free-time pursuits: "I'm a former college field hockey player and fitness is very important to me. I'm always looking for opportunities to be active, whether that's swimming, going to our local parks, or a dance party with my girls."

Favorite travel spot: "The trips I always look forward to the most are visits to London with my family. It's like going home, as my husband is British. Different perspectives and culture, which my girls just soak up."

Career advice: "Ask lots of questions. Never stop learning. That's really, really important. And then raise your hand. Raise your hand for opportunities. We get nervous that we're not ready or don't have the full package. Just raise your hand. I would not be in this position if I didn't raise my hand."

Her father's best advice: "If you don't like what you do, you won't succeed at it, and the people around you will sense your heart's not in it."

What's next: "One of the most important things and something that I continue to be focused on is continuing my grandfather's legacy. He always kept it very simple. It's about customers and employees first, and everything else will fall into line."



