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Compliance as a profit center

By Nick Gallo and Giovanni Gallo

There's a movement afoot to transform the perception of compliance and ethics from a cost center to a source of strategic value. The ethics experts who recognize and adapt to this opportunity are building amazing careers and powerful programs that improve their teams' perception and effectively serve the good of their missions and all employees.

Below are four ways to broaden your perspective of your division to live out and communicate the true value we provide.

Make the return on investment case

Strategic leaders know how to put their objectives in terms other people care about, and money is one of the most common languages. You don't provide value just by avoiding fines! Never submit a budget request without highlighting the positive ways improving an ethical culture will influence employees and the specific objectives currently top of mind for executives.

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