

immortal
executive

Creating
Powerful
Performers
via
High Energy
Performance



I help dissatisfied executives transform their frustration into High Energy Performance in all areas of their life.

How are you performing 'right now'?

In today's Newsletter we'll address: the value of assessing your performance right here, right now.

3 Focal Points:

- **Values**
- **Barriers**
- **Solutions**

What's the 'value' for you?

Every time I interact with a potential client I'm after one specific 'find': **their intent and reason to take on a new 'chapter' as a High Energy Performer.** Not everyone has what it takes, at that specific moment in time, because 'time', rather than 'energy investment', is their focus.

Time is that ever elusive component that gets them bogged down, leading to inertia. There's no reason for either of us to head into a highly rewarding 'team' interaction if 'time' is the barrier. My response to this is the following: this is an investment in the rest of your life. There's a solution to every barrier, including 'time'. You deserve to start out by 'valuing' yourself over anything. When you recognize and achieve this... you'll fly.

So what are the values that make you unique?

Personally, I love this question. It gets to the heart of who you are, and I want to get to know you better, while you get to know yourself better. As part of your assessment, and High Energy Performance journey, understanding what makes you tick is that BOOM/Aha Moment... that will carry you forward. Your 'values' - the prescription that makes up your 'unique style' - the qualities that you live by and hopefully practice relentlessly. This is your backbone and it's important to label them. The reason for this: your personal values are what you believe are essential in the way you live and work. You can use them as a baseline to determine if your life and profession is turning out the way you want it to. So, if I request that you to label 'your values', **what do you come up with?**

This is a criteria for initiating momentum, and as a 'team', I want us to get the most out of you. Sometimes I'm challenged with the response: "Are identifying values that important to the 'process'?" My answer: "Absolutely. It's an integral part of your success and sustainability." I find that the 'deflection' is often the reason for 'relapse' and recurring failure - there's no anchoring, no foundation, no accountability...

Barriers

Another critical part of the equation is addressing 'barriers'. **How do I say this succinctly?** If you are not addressing the barriers before you set into motion your strategy... you may as well give in before you try and kick your strategy into gear. You can try and duck, dodge and weave the barriers when they inevitably arise, though they'll hit you square between the eyes... and your momentum dries up. Here's the parallel: if you've ever been 'fortunate' enough to see the movie *Dodgeball*, now deceased actor, Rip Torn, comes up with a beauty:

"If you can dodge a wrench, you can dodge a ball."

He then proceeds to throw wrenches at the team he's training. You guessed it... *right between the eyes*. Here's the perfect example: over 80% of New Years Resolutions fail. People are artificially motivated by 'time'... In this case, a new year.

We want to get to the heart of what makes you tick, by listing all the potential barriers that will stand in the way of your successes. It's not just the endpoint we are honing in on. We want to label all the steps, as well as all the barriers that will potentially uproot you... and here's why:

Solutions

The perfect counter-punch to barriers is solutions. You might not know how to get there, though this is the critical work that we do together. It all starts with listing the barriers and stepping back. When you step back and look in, as if you're an outside observer, the solutions become a lot clearer. We might have to actively intervene and transition the way that you think, as you might not see all the options clearly, though this is an essential part of the process. You are creating 'momentum'. To turn this momentum into continuum, it's important to be open to risk and radical discovery. Remember, we're talking about your potential... and sometimes this potential is latent, hiding in the crevices... waiting to be activated by you.

What does it feel like when you define solutions?

You are busy and you've got a lot going on. Often your mind is awash with responsibilities; agenda's; interacting with staff or peers, if this is the case for you; family commitments... it's a veritable shopping list of to do's and you're left to get it done, tidy it up, and continue with a smile on your face. It all comes to a head, as you fortuitously prepare for your upcoming vacation. You are off to Capri, Italy. It takes you 2 days to unwind and another to 'let everything go'. This is the feeling of what it's like to define solutions... ripping off the suit and tie, kicking back and sipping vino, overlooking the Blue Grotto and waters of Capri. It's that powerful. It's that effective. (If you haven't been to Capri, you need to book a trip. In the meantime, think of your ideal vacation spot, and you'll know what I'm talking about).

The only difference between visiting your 'Capri' and creating solutions for your long standing barriers is: after vacation you come back to reality: a busy desk and life that needs sorting through once again... back to the grind. As for solutions to barriers... you never look back, as you unload and powerfully move forward.

What happens when you combine Values, Barriers & Solutions?

Powerful foundation that builds sustainability. Let's jump on the importance of this 'assessment' approach: you are investing in the rest of your life. **So, why wouldn't you want to get it right the first time around?** I've seen, witnessed and experienced the endless struggles associated with recurring failure. It's often 'treat the symptom' rather than 'address the root issues'. A powerful process to get you the results that you deserve in any area of your life takes a 1-2-3 approach: establish your values... address your barriers... create dynamic solutions.

I want you to succeed in every venture that you put your mind to, big or small. This is my promise to you, and I back it up with the fact that I've been doing this for over 2 decades, and I've seen it all. It all comes down to one common theme:

The desire to make it work... or fateful indecision. I can guarantee you that the latter turns out like Bill Murray's recurring 'Groundhog Day' scenario. The former... builds champions... High Energy Performers, because it's a proven template for success.

Take-Away

You deserve to make a powerful impact on the rest of your life. A great kickstart for you is to ensure that you build a solid and action-oriented assessment. Get to the heart of your values; be honest with every possible barrier that will potentially arise; create dynamic solutions; and get yourself ready for 'Capri', knowing that when you return from your vacation this time, there's no chronic stress, because you've done the groundwork to eliminate obstacles, allowing for High Energy Performance.

This is your 'game' to win. I'm coaching you to make profound 'shifts' and powerfully impact the rest of your life.

“When the assessment of goalkeepers is made by people who have never actually stood there in a game and experienced it, then it's hard to take it without a large pinch of salt.”

- Author, Robert Green

I've been in the game long enough to make the tactical saves, and I'm taking your with me.

Have a powerful week...



Paul Lewis
President
Immortal Executive



