

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.

What happens when you're well 'connected' ?

In today's Newsletter we'll address: I'll share with you just how important it is to connect with others.

3 Focal Points:

- **Information overload**
- **Connecting with others**
- **Outcome**

How connected are you?

Back in Sydney, OZ, I remember my black and white TV and wire antennas. I would have to jiggle the antennas to adjust the static, and hope that it would last long enough for me to enjoy an episode of M.A.S.H.

Yes, Hawkeye, B.J. 'Hot Lips' Houlihan, Frank, Radar, Max...et.al. were my go to. I wouldn't miss an episode, except when bad weather hampered reception. I'd be up jiggling with the antenna, until I saw a clearer picture. This lack of clarity was something that hampered my focus and enjoyment, and impacted my mood, if I couldn't make out the characters and scenes.

That was then, this is now...With the advent of 5G *you will be super connected*. No jiggling antennas; no dial ups; no 'static'. Really?

With all the information and 'static' in your *busy work world*, it's no wonder that the competition is fine-tuning itself in an attempt to sprint to the front of the market. Up to the minute information has become up to the microsecond input, responses, activity, expectations, overload... You're expected to keep up, exceed and excel... with all this information overload.

How well prepared are you?

I watch my kids absorb information at insane rates. They are programmed to do so from the youngest age. At the same age, we were fumbling with pencils and papers. Our children, and their children, blaze the digital age. Every breath we take... they are creating and designing.

There's a lot of 'static' that accompanies this digital, information, electronics age. Non-stop input, greater expectations, and a lack of interpersonal connection.

'Connecting' is something that our children are losing sight of. Their heads are not stuck in the sand. Their heads are stuck to their screens.

For us, traditionally, communication means connecting directly with people around us, in business and life. Yet, like our kids, we are also hooked and reliant on technology, rather than face-to-face connection.

Leave your laptop and phone home for a day and you'll soon experience how 'out of sync' you are.

This inability to 'disconnect', in order to connect (with others) is often a problem in the workplace.

I have a client, who handed off responsibilities for his company to a CEO. His CEO is all about 'streamlining'. He has laid off 3 critical sales staff, replacing them with 'technology'.

OK, you might see this as evolution in a vibrant economy. Though, as I discussed with my client: **what happens when the economy falters or even tanks?**

There's a hint of driving with blinders on in this scenario. You can't see what's approaching you from the sides, or even behind.

It's individual, face-to-face connection that drives business... as well as performance. It might be acceptable to streamline... though this is short-sighted, which is reactive, rather than proactive.

Indeed, this is a problem, and doesn't only relate to your profession.

I see too many personal relationships falter the same way. A lack of understanding and connection, too much happening, one partner making changes without informing the other. This is the 'static' that gets in the way of effective communication.

Whether it's professional or personal, it's important to take into consideration the impact. Motivational speaker, Tony Gaskins points out the obvious:

"Communication to a relationship is like oxygen to life. Without it... it dies."

So, whether it's in the workplace or at home: **How much are you investing in your relationships?**
The 5 top reasons that relationships fail in business and personally:

- Lack of trust
- Having different expectations
- Not being in sync with goals
- Compatibility issues
- Communication issues

This speaks volumes. It's an inability to connect with each other, and a lack of desire to create a win-win.

So what needs to be done for the outcome to be a win-win?

The answer is obvious - 'get connected'. Though here's the issue that I see again and again:

Human nature makes it easy for us to make promises... though we are challenged to follow-through. So fast is the pace that we are expected to perform, we end up 'streamlining' our time and the people that are critically important to us.

In the good times it's easy to make modifications. In the more challenging times these short-sighted 'modifications' might have irreversible effects.

One of my many goals working with dissatisfied executives, and people in general, is to help them 'effectively connect with others by learning to 'effectively connect with themselves.'

The premise: once you fine-tune yourself you are more able to powerfully connect with others and create the win-win.

Take-Away

This is a call to action. You have the ability to 'remove the static'. It takes work... and is an investment in the rest of your life. Without deliberation the changes will be profound.

Think of a situation where you can take action and profoundly shift how you communicate. It's not the 'communication' itself that's the outcome. The outcome is: robust, healthy professional and personal 'relationships' that results in:

- Trust
- Matching expectations
- Shared goals
- Compatibility
- Great communication

Have a powerful week...



Paul Lewis
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