

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.

Do you want the home run?

In today's Newsletter: Energy, not time, is your power go to.

3 Focal Points

- **Time constraints**
- **Energy - the 'power performer'**
- **Hitting the home run - out of the park**

First...second...third...HOME RUN!

60 seconds in a minute...60 minutes in an hour... 24 hours in a day... 1440 minutes a day to capitalize on, perform your best, and produce results.

Whoever says to you that time management is key to your success is focused on the small picture... if they are focused on the picture at all.

As far as human performance and your output is concerned, **energy is the key resource that optimizes your potential.**

Time, on the other hand, is a performance restrictor...It's finite.

Where's the logic here?

"Your time is limited, so don't waste it living someone else's life. Don't be trapped by dogma - which is living with the results of other people's thinking. Don't let the noise of others' opinions drown out your own inner voice. And most important, have the courage to follow your heart and intuition."

- Steve Jobs

You don't have to go too far back to see how time constraints stress you and your performance. Time is pressure...though it doesn't have to be. This 'pressure' is often triggered by the expectations of others, as well as 'overthink'. Most people will tell you that there isn't enough time in their busy day. This is because time is finite.

Here's the issue with this 'abundant' 1440 minutes:

- 360-480 minutes sleep nightly
- 15 minute shower
- 15 minutes grooming and dressing if you are a male. If you are female... maybe 60 minutes.
- 15 minutes walking the dog
- Breakfast and kids 30-45 minutes
- 30 minute drive to work, bombarded with the latest news
- 15 minutes to unwind from the latest news

This is 600 minutes of sleep (possibly poor quality, because you are processing your day's activities) and prepping before your busy day begins. This is only the introduction to the beginning of your day. Against time, you have 840 minutes to get things done. Your professional day starts and the pressure of time constraints is on...

Add the following mind-blowing part to your equation:

Between 12 000 and 60 000 thoughts a day; 80% negative; 95% recurring thoughts from the day before. This, based on 2005 research from The National Science Foundation.

The above stat's adds pressure to the already busy work/time pressure cooker. At the pace you function day after day, it doesn't help that thousands of thoughts are traversing your brain and blocking powerful decision making.

STOP!

Where's your energy, joy, passion...?

Choose what you do with your time by focusing on your energy.

Let's intervene and rescue you from this work/time continuum. Time constraints and a mind that juggles many balls at once limits your performance and output. As a result... you drain the life out of you... you drain your energy. The reason: **time is the focus, it's finite, and it's choking your potential.**

When energy is your 'star player'... you'll hit the ball out of the park again and again. This is a paradigm shift that I share with every potential client, and reinforce with every client, until they 'get it'... and soar. It's this breakthrough that makes your performance and output extraordinary.

You can't expect to approach the base, bases loaded, and hit the ball out of the park, let alone hit the ball, when your energy is sub-par and you are drained. You will swing and miss every time.

So, what does refocusing your performance on energy, rather than time, actually look like?

This week I sat with a potential client, addressing this specific issue. Time was the blocker that shaped his decisions and actions, leading to frustration and exhaustion. The critical dialogue looked like this, after listening to his story:

"How does 'limited time' benefit your performance?"

"It' doesn't"

"Recognizing this, what happens when you 'let go' of your attachment to time?"

30 seconds silence... then: *"It frees me to focus on my tasks at hand."*

There it is... the Aha moment:

... the ability to effectively compartmentalize, focusing on what you can and will achieve in the moment. **This is energy optimization.** You let go of time constraints; you are present; you're fully-engaged; there are no distractions because you are in your zone. What a powerful place to exist... and perform.

What most people don't get, though always ask is: how do I get there?

Start by:

- Investing in yourself
- Letting go of your attachment to time
- Have structures in place to ensure that you are not interrupted
- Practice 5 minutes focusing on one specific task without interruption
- Build this process until you are 'energetically' present and focussed over a one hour period... no internal thoughts and external distractions.
- ...and the biggie: Choose what you do with your time by focusing on your energy.

This is a phenomenal practice and starting point to experience High Energy Performance.

Bases loaded, the 100+ mile an hour pitch comes your way. Energized, you swing, connect, and hit the ball out of the park. 4 runs, as you all jog the bases. You are part of a system, and your High Energy Performance leads the surge. This is how powerful you are. This is how powerful your results will impact everyone and everything around you, **when you dump time constraints and optimize your energy.**

Your Investment In You

I am always going to ask you: where are you in the picture?

The reason that I refer back to this powerful question is: you cannot expect to change others. You can invest in and change you. By leading from the front, you'll powerfully influence others to lead with you.

This investment in you will energize you... keep you on top of your game, and challenge you to see and experience greater possibility and purpose.

1440 minutes a day becomes irrelevant. You turn your attention to energy optimization, persisting through barriers. When failure occurs, you embrace it as opportunity... and you keep moving forward.

"Energy and persistence conquer all things."
-Benjamin Franklin

... and you conquer your potential.

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Have a powerful week,
Paul



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