

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.

Which personality are you identifying with?

In today's Newsletter we'll address: how the 'ideal' you can come out to play... and perform.

3 Focal Points:

- **A host of 'many'**
- **Will the 'real' you stand up**
- **Capitalize**

How many personalities do you have?

One of the scariest movies that I saw as a kid was 'The Exorcist'. A tormented child was 'unwillingly' possessed by a 'demon'. This sweet child became a torrent of rage and volatility, possessed by the antichrist. In a similar vein, I remember the gruesome tale of another young girl, in the movie 'Sybil': based on a true story of a young woman whose abusive childhood results in her developing a multiple personality disorder. Both these movies resonate with me because they depict harrowing experiences that influence personality and 'possession'.

The powerful 'images' in these movies appear so extreme and unacceptable, we might right them off as 'fictitious', as in the case of The Exorcist; or, improbable, as in the case of Sybil. Here's the deal: we each have 'multiple faces'... 'multiple personalities', depending on: who we are interacting with; how fatigued and overwhelmed we are; our threshold level of tolerance; our comfort level in the moment; the stories that we tell ourselves - our 'limiting beliefs'; and, the amount of alcohol that we've consumed.

In our professional world we do our best to paint a positive picture, unaware, and sometimes oblivious, to how we look on the outside and what we portray to others. We have **a host of many personalities...** depending on circumstance.

Think of this: you spend up to 12 hours interacting with others in your workplace, daily. Influenced by your environment, interactions with peers and clients, an earlier spousal flare-up, a demanding interaction with one of your kids... **So who is showing up when you need composure, focus and results?**

Will the 'real you' stand up!?

If it's not happening now, think back to a time when your performance and output were optimal. Everything about you was (is) glowing, and authentic. It's this 'authenticity' that I want to hit on, and I'll introduce this authenticity in the form of 'psychological performance.'

There exists a therapy termed, 'Parts Therapy' - based on the notion that our personality is composed of a number of various parts from our subconscious. The goal: to have the 'powerful, suitable, subconscious you' show up when needed. Let me be clear: this is psychoanalytical therapy that I'm not involved in. However, I am powerfully involved in helping you turn up as 'your ideal'... **High Energy Performer status, on command.** Let's start by shedding the distractions and traits that encumber you. If you were free of these, **how would you turn up?**

I know for me, my goal is to remain super-charged. This means stripping away the subconscious traits and 'limiting beliefs' that impede my potential and output. To have the 'ideal super-charged you show up, and sustain this, takes powerful intervention. What I do with clients is hold up a mirror, and have them reflect back to me what they see, when I trigger 'with them' a difficult or confronting situation. Depending on 'who shows up', the reflection can be daunting or empowering. It's this simple tool and 'exercise' that often triggers a 'shift'.

In the 2003 movie 'Anger Management', Arnie Shankman, played by Adam Sandler, is sitting on a plane next to his soon to be therapist, Buddy Rydell, played by Robert De Niro. Shankman thinks he is playing it calm and collected when he quietly requests from a flight attendant a headset. To his surprise an air marshal tases him. Seeing the playback of his interaction with the flight attendant, Shankman is astonished to see how volatile and reactive he was on the plane. His issue... *anger management*, that he wasn't even aware existed. Frustration, limited time, fatigue, discouragement poor connection with peers... plays into 'who turns up' every hour of every day. It's this 'uncertainty' that can be destabilizing for others as it is for you. What's even more destabilizing... not being aware of it.

It's so important to be aware of 'who turns up', so you don't do a 'Shankman' and pull the wool over your eyes. In a competitive environment, you want and deserve to be on top of your game. So, will the 'real you' please stand up.

You owe it to yourself to be 'the most dynamic you', because it's there to access and harness. I get it: you are undergoing a lot. There are difficulties, responsibilities, transitions, time-commitments... However, no one is going to work on your composure, happiness and presence, because they can't. This leaves the ball in your court. This leaves you on the court, smashing the return down the line, taking point, set and match, because you're composed, and powerfully influencing who of you is going to turn up every moment of everyday... This is the authentic High Energy Performer that you profess to be, or can be...and sustain.

I see and interact with multi-personalities every day. For goodness sakes, there are times when I'm feeling rattled by one of my kids, or wife... and the bear wants to come out. Sometimes it does. Though I use the 'mirror exercise' to catch myself, and hopefully 'shift' potential confrontation. The reason for this response: I have powerful values and I'm chasing down self-mastery. It's all an evolution and a powerful investment in my relationships and the rest of my life.

For you, it's a powerful admission when you recognize that you're not performing at your best, or you are being inauthentic on the playing field: professionally, family, socially, financially... As we've discussed in previous Newsletters and interactions: realization (admission) is the first step to creating change... to powerfully influence the rest of your life. It's now time to *capitalize*.

Capitalize

Here's some of the absolute best advice I can give you, after more than 2 decades analyzing, researching, studying, interacting with hundreds, if not thousands of people across 4 continents. It's simple, yet profound; challenging, though highly, highly rewarding: **capitalize by being authentic.**

Authenticity is the real you... the dynamic mover and shaker, with great purpose, intent and follow-through. I spend valuable time with my clients identifying what makes them tick and what barriers limit their full potential and output. We hone in on their 'real personality', whittling down the 'Sybil's' until we capture their 'authentic self'. Imagine not doing this rewarding work, and waking up one day to realize that 20 or 30 years have slipped by and you've been inauthentic in your profession, family, social, financial... lives. Being 'authentic' is key to optimizing your performance. Just have a look in the mirror and see who's showing up.

“When you've got a chance, you've got to capitalize.”
- Khalil Mack, American Football outside linebacker

Take-Away

So many personalities to sort through. It all starts with authenticity and being prepared to ‘reframe’ your performance and output, while building you High Energy Performance. Apart from authenticity, your greatest takeaway is being prepared to, and following up with: investing in the rest of your life.

... no-one can do this for you, though you can team up with others to transform your frustrations into High Energy Performance. The ball is in your court, knowing that you can smash it down the line and secure the win.

Have a powerful week...



Paul Lewis
President
Immortal Executive



