

(Im)Balanced Excellence

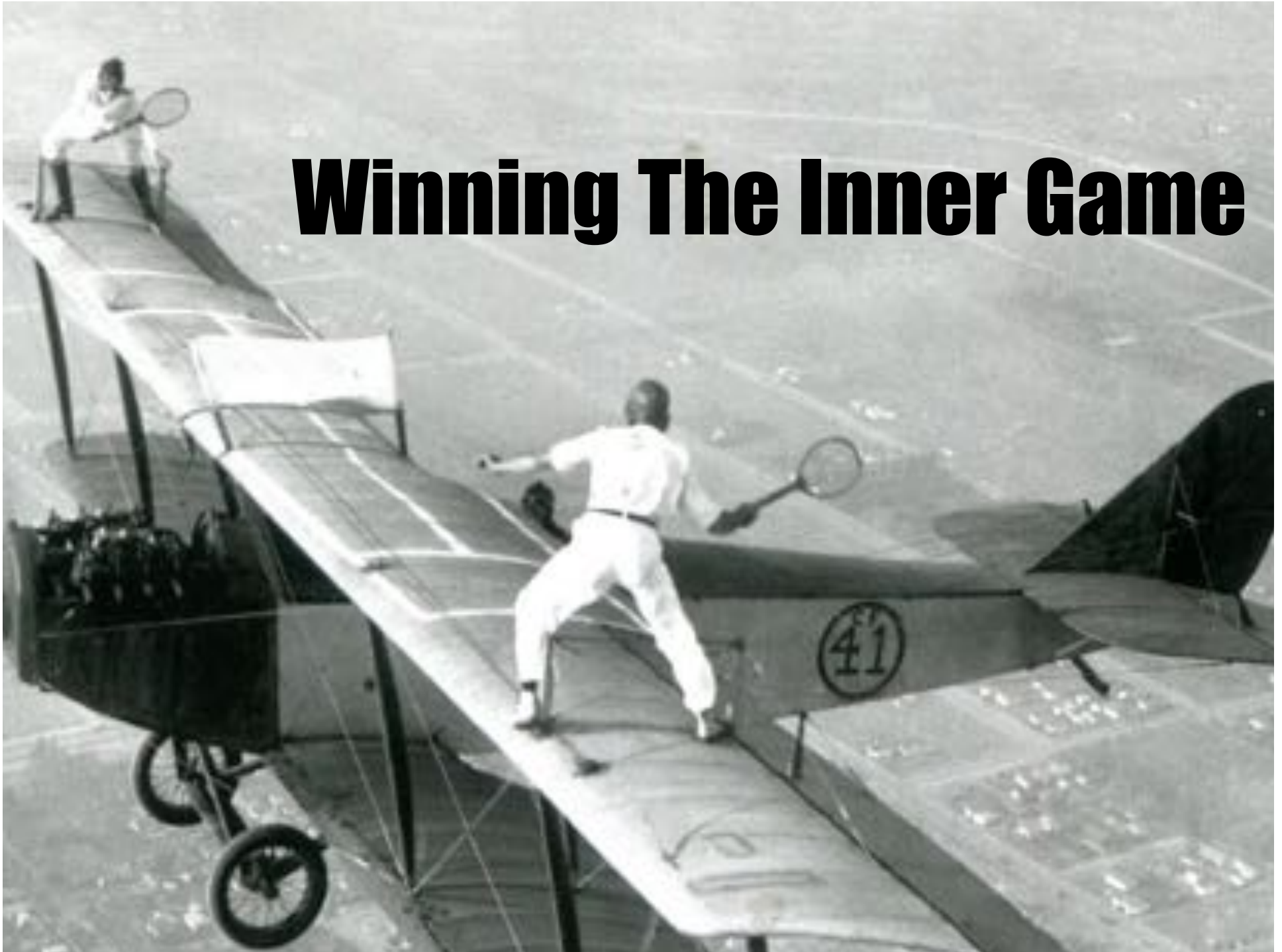
Leading and managing your pursuit of excellence
in an imbalanced world



Workshop Overview



Winning The Inner Game



The Inner Game

“The inner game played against such obstacles as fear, self-doubt, lapses in focus, and limiting beliefs and self-imposed obstacles that prevent an individual from expressing their maximum potential.”

Timothy Gallwey, The Inner Game of Tennis

LFG Mission: Clients

To provide excellence in service and innovative financial product design to help our clients reach their financial objectives.

LFG Mission: Associates

To enable you to reach your maximum potential, even beyond that which you currently believe is possible in all areas of your life.

The Professional Elephant

Personal

Strategic

Technical

Mental/Emotional

Self-leadership &
Management





**leadership
Squeeze**

Be More

POSITIVE about who you are and what you do

FOCUSED on the processes that lead to your
success

FIGHTING to overcome the obstacles and
distractions along the way

$$p = p - i$$

Human Performance

Anytime you harness your energy and direct your focus to achieve a desired outcome



Potential

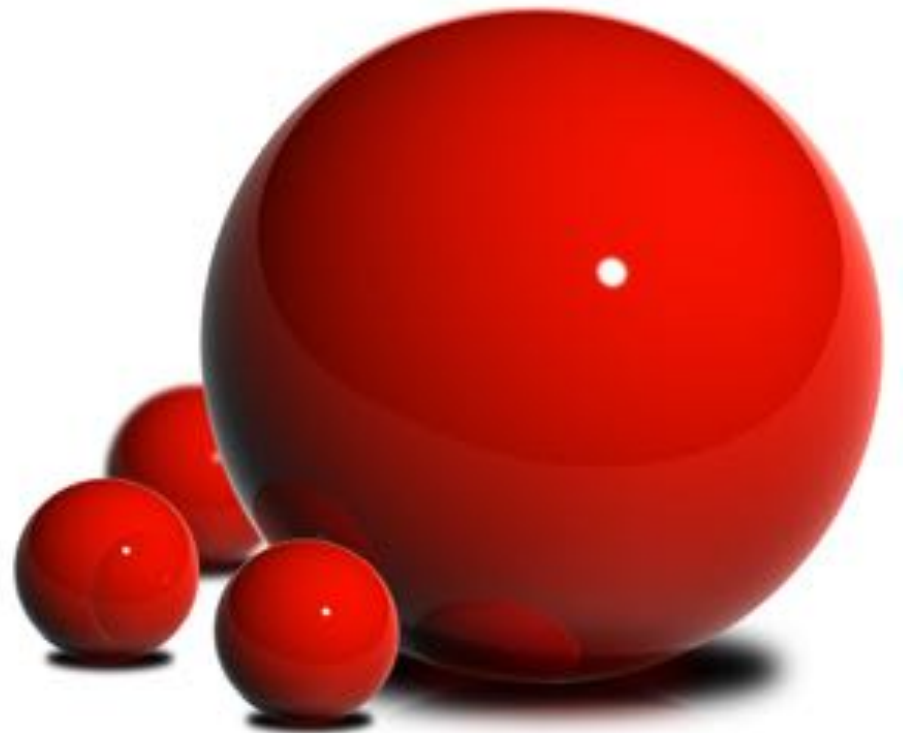
- View of Selling
- Belief in ability
- Personal values
- Sense of worthiness
- Belief in product

INTERFERENCE



Cultural **MYTHS**

... of the imbalanced world



MYTH...

. . . Faster is better than slower

TRUTH...

. . . People are more important
than tasks

MYTH...

. . . Buying something is no different
than earning it

TRUTH...

. . . Meaning is found in the process

MYTH...

... The more you do the more
productive you are

TRUTH...

... Productivity is doing important
things more efficiently

MYTH...

. . . The most urgent is the most important

TRUTH...

. . . The urgent maybe most seductive,
but rarely the most important

Understanding Excellence

... in an Imbalanced world



Excellence

consistently performing at the upper range of potential in all areas of your life and over a long period of time



a process you live . . .

rather than a place you arrive



(Im)Balance Excellence

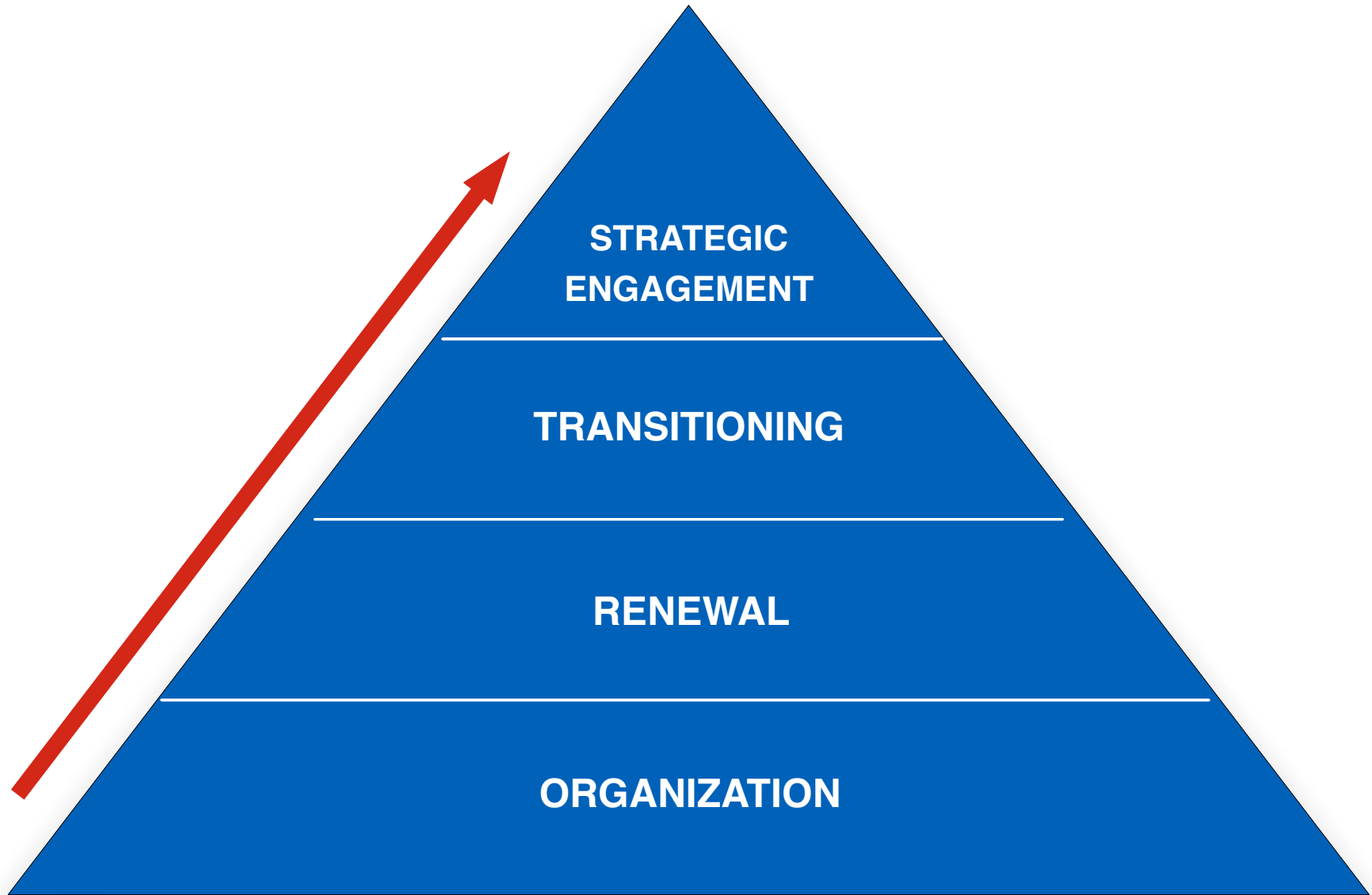


Strategic
Engagement

Energy
Management

Self-
Determination

Model of (Im)Balanced Excellence



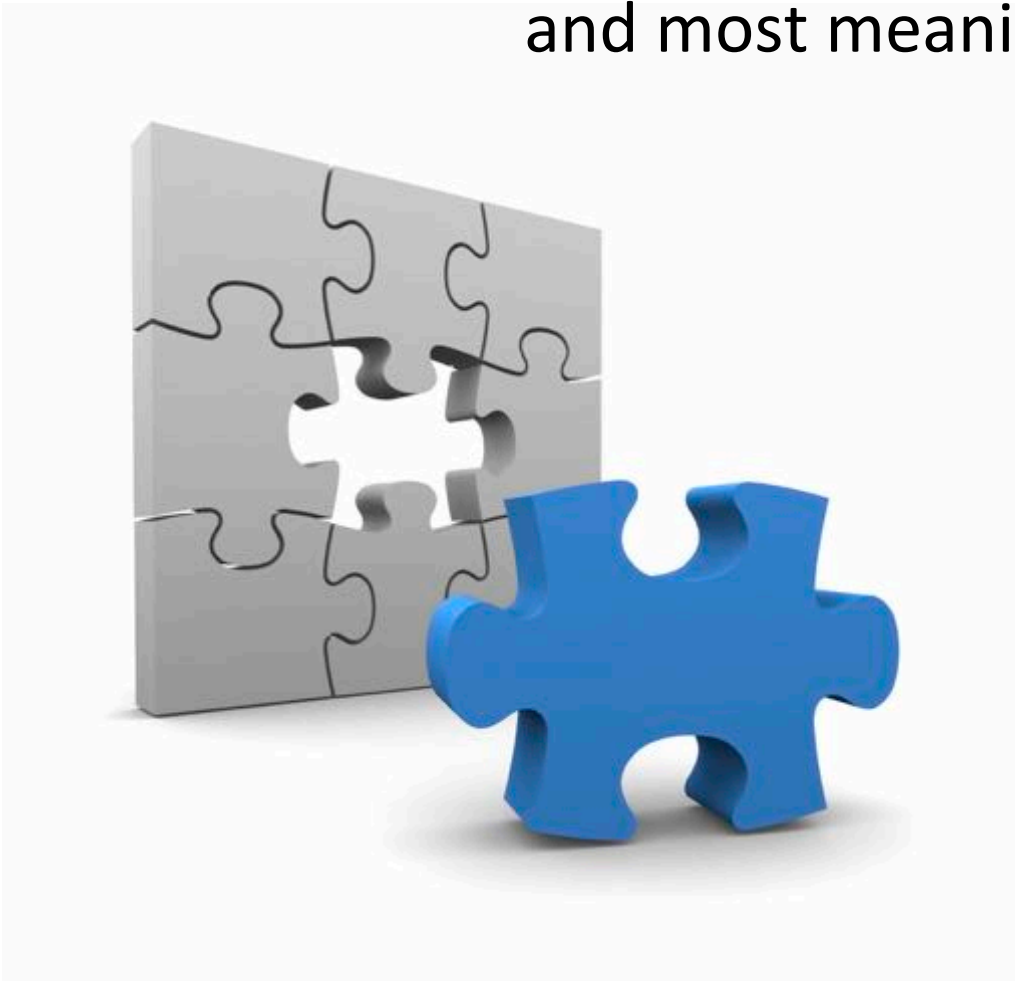
Principle of Self-Determination

We have the ability to choose



Engagement

Where our most effective performances
and most meaningful experiences happen



Transitioning

Emotional



Physical



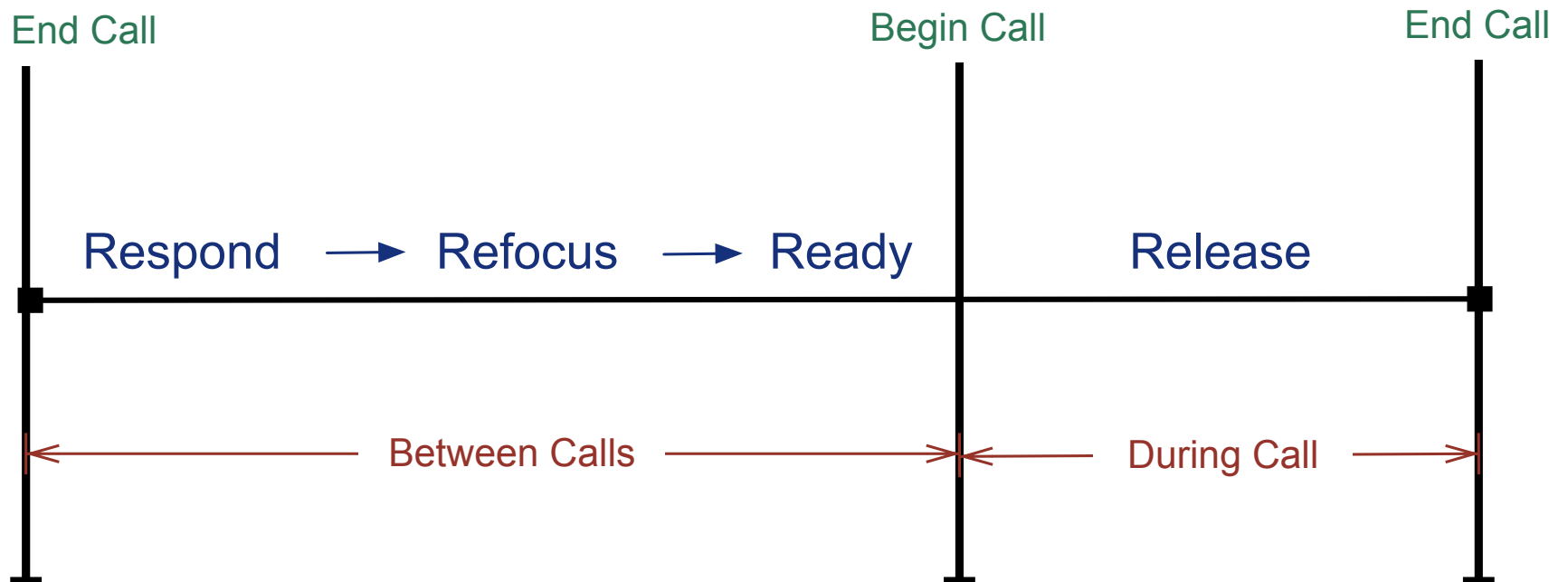
Spiritual



Mental



Between Call Transition

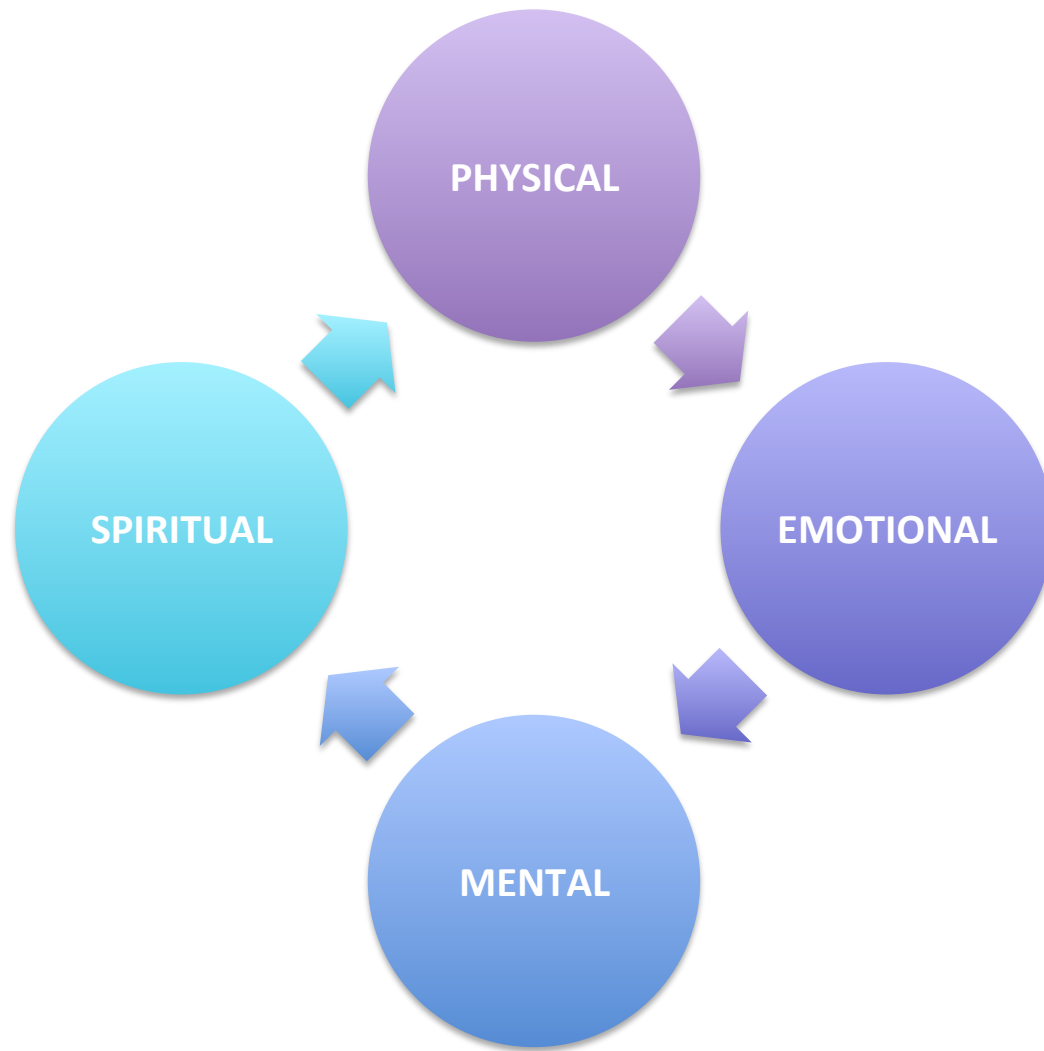


Renewal

Re-energizing the core capacities needed to
meet the demands of your life



Synergy of Self-Renewal





Physical Renewal

Mental Renewal



Emotional Renewal



Spiritual Renewal



Organization

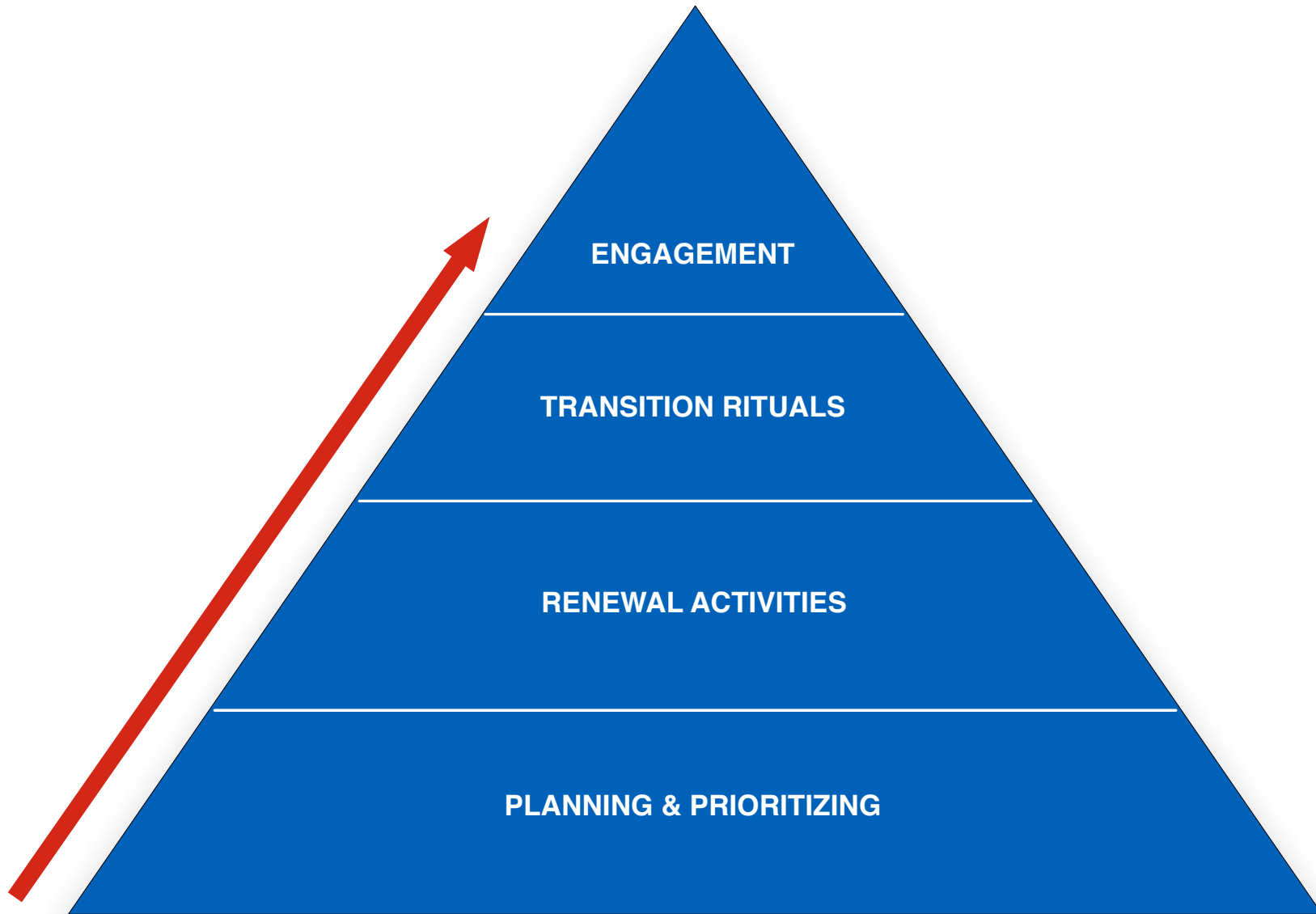
Planning around priorities



(Im)Balanced Excellence Strategies



Model of (Im)Balanced Excellence



Self-Leadership Strategies





Clarify Core Values

Develop Strategic Elements



Draft Personal Vision



Self-Management Strategies



Sunday Night Routine

- Vision Theme
- Weekly Goals & Priorities
- Week-at-a-Glance Planner

Personal Vision

I am a loving husband and a loving father who is mentally, emotionally and physically available. I am a healthy and fit person who engages in regular exercise.

I do my work with authenticity and integrity. I am a positive coach who challenges clients to focus on the processes leading to their success.

I am fighting the good fight to overcome challenges and embrace changes along my journey.

Vision Theme & Affirmation

Theme:

1. To be a loving husband and father
2. To be authentic and positive with clients
3. To be healthy and fit

Affirmation:

1. I greet both Nicki and Ian with affection
2. I bring a high energy level to clients
3. I exercise everyday

Anticipated Weekly Challenges

Personal Challenges

1. Workout 1 hr. everyday
2. Use My Fitness Pal app
3. Keep energy up in evenings

Professional Challenges

1. Write for 2 hrs. every morning
2. Respond to clients in a timely manor
3. Complete my daily work before picking up Ian

Weekly Goals & Priorities

- Life categories
- This weeks goals
- Priority activities
- Week-at-a-glance calendar

Daily Planning Routine

- Quadrant system
- Notes
- Things I get to enjoy today
- Today's affirmation / verse / prayer

Pre-call Preparation

- Name & Profile
- I will help by. . .
- Questions/notes/affirmation:
- How will these people feel after I help them?
- How will I feel after I help them?

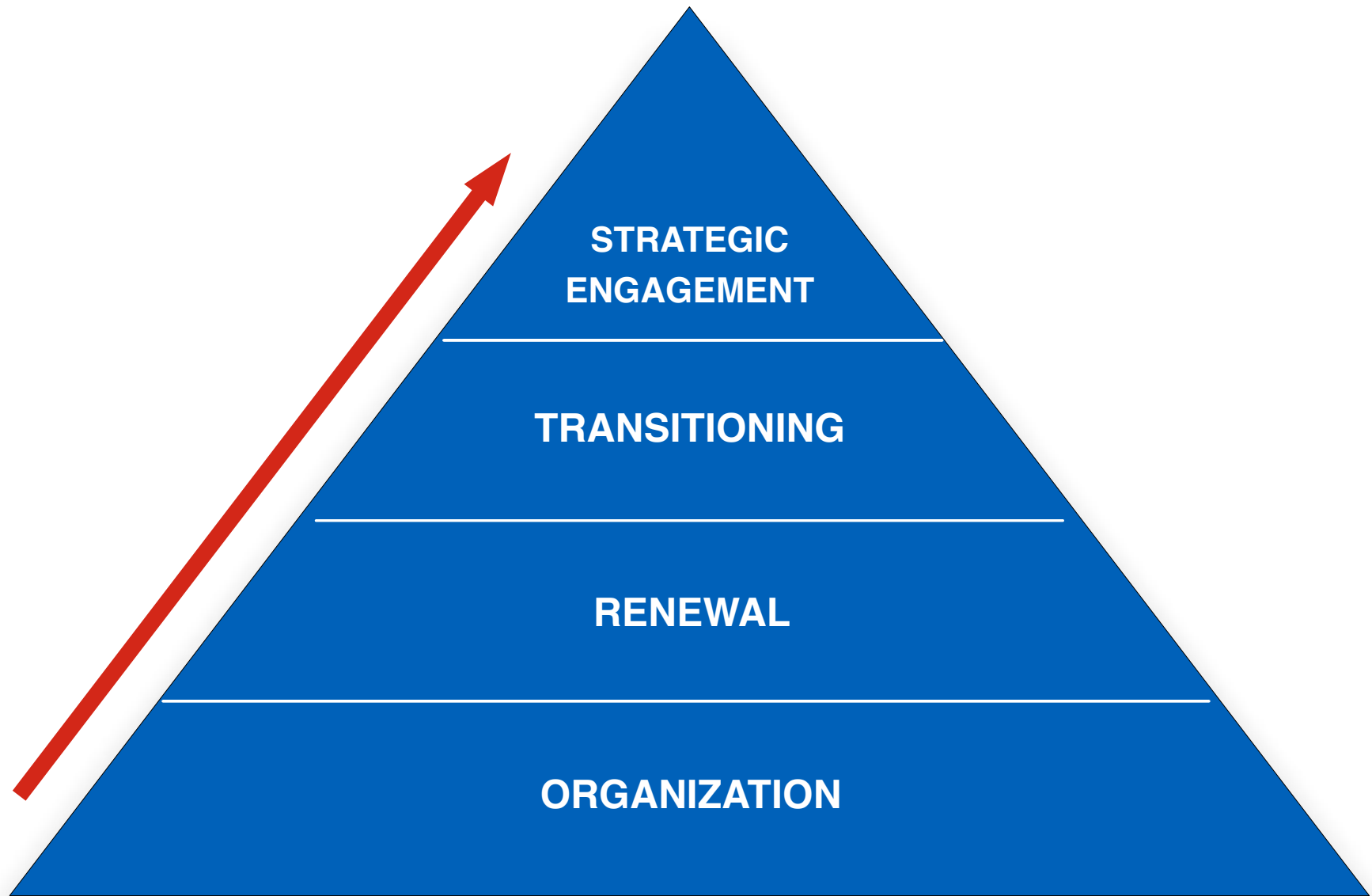
Today's Evaluation

- My mood going into today?
- How did I feel about what I did today?
- Best or most enjoyable aspects of today
- What I learned from today
- What I thankful for today
- Reminders and key points from today

Friday Zip-Up Routine

- Review. . .Record. . .Release
- Quadrants
- Things I get to enjoy this weekend

Model of (Im)Balanced Excellence



The Fox Who Lost His Tail

A fox caught in a trap, escaped by tearing off his brushy tail. After that, the other animals mocked him, making him feel so ashamed that his life was a burden to him. He therefore worked out a plan to make all the other foxes the same as him, so in their common loss he might better conceal his own deprivation.

He called a meeting of the foxes. A good many came to it, and he gave a speech, advising them all to cut off their tails. He said they would not only look better without them, but they would get rid of the weight of the brush, which was a great inconvenience.

One of them interrupted his speech. “If you had not lost your own tail, my friend, you would not be giving us this advice.”





Be More Positive, Focused and Fighting