

UPCOMING EVENTS



03.20-03.21 DELIVERING VALUE WORKSHOPS

03.21-03.22 LEADERS VALUE RETREAT

UPCOMING COACHING CALLS



04.01 CLIENT PROFITABILITY
with Stephanie & Coach Adam

04.08 OFFICE HOURS
with Stephanie & Coach Natalie



USE ZOOM Q&A FOR TODAY'S QUESTIONS



PERSONAL PEAK COACHING CALL

MINDSET/SUCCESS COACHING



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Overcoming
OVERWHELM



THE INVITATION



HOW TO JUMP OUT OF THE
OVERWHELM CYCLE



EMBRACING BOUNDARIES,
PRESENCE, & ENERGY MGT



THE SUREFIRE ANTIDOTE
TO BURNOUT



BUT
MOSTLY...



We want you to
feel more like THIS
every day!





AWARENESS

Know the cycle and
your triggers



ANALYSIS

Separate facts from
personal feelings



ACTION

Have go-to strategies



ACHIEVEMENT

Experience greater
ease and well-being



DEFINITION OF INSANITY



≠



Doing the same
thing over and over...

...and expecting
different results



THE BIGGEST DISCOVERY IN BEHAVIORAL SCIENCE IN 100 YEARS

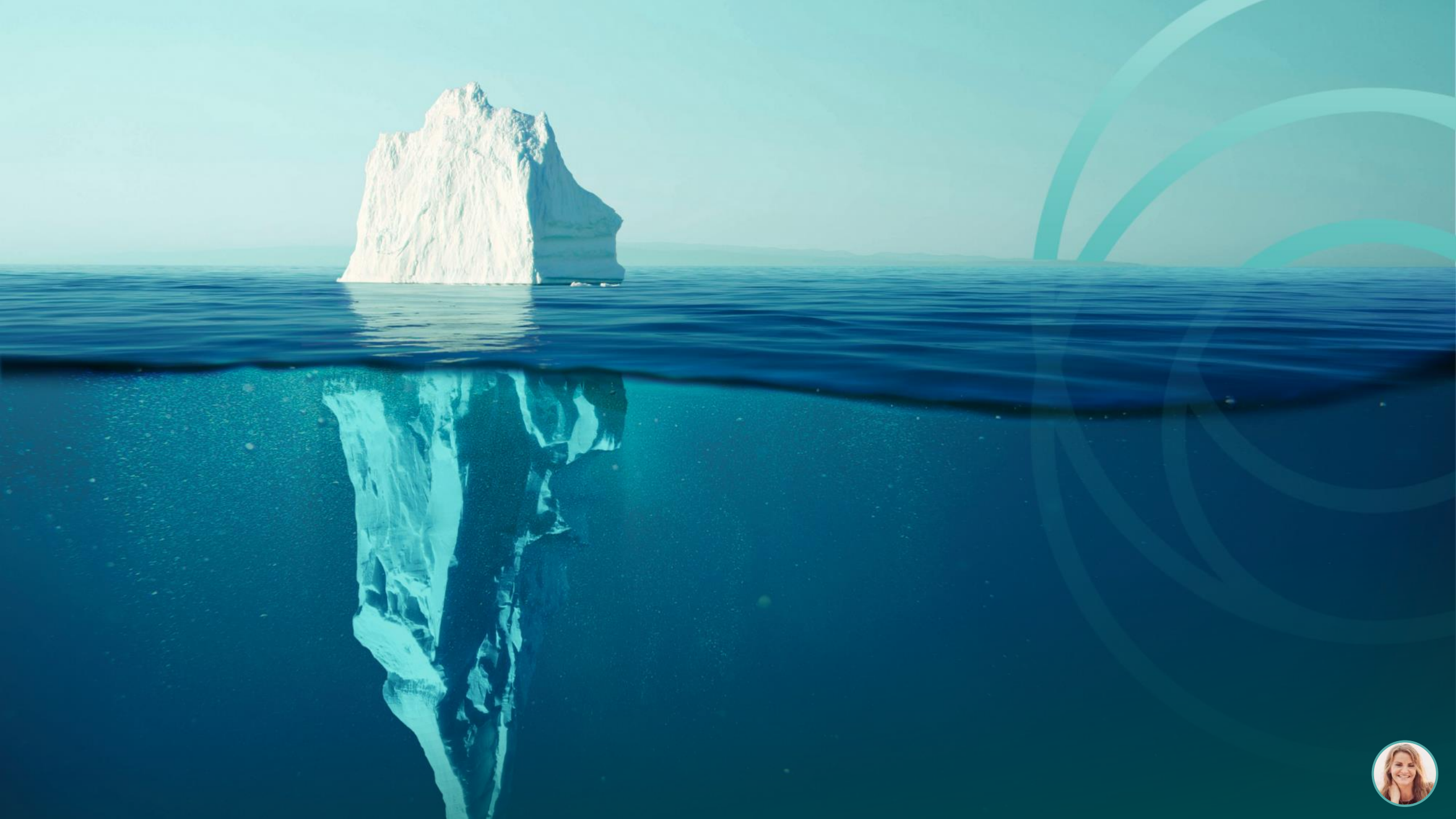
Events Have No Meaning, Except the Ones We Give Them

On average, we have
12,000–60,000
thoughts per day

80% are negative

95% are repetitive

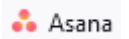




OVERWHELMED IS A STATE OF MIND

- We're expected to do more and more
- We are barraged 24/7 by an endless assault of information and sources
- We haven't evolved as fast as our world
- We live in a constant state of stress
- We have more time and resources but feel more out of control than ever

"I got a message on Asana wondering if I'd received the DM they sent me on WhatsApp and could I update the chat string in Slack?"



Answer question 1 now.

On a scale of 1 to 10, please rate how true these statements are (1 low, 10 high) & drop in the chat:



I easily get overwhelmed



I regularly get overwhelmed



I identify as a perfectionist



I hold higher standards for myself than I would for anyone else

Overcoming Overwhelm

Identifying where you are at on the overwhelm scale is an important first step in getting out of an overwhelm state. Determine what level of overwhelm you experience on a regular basis, and also what causes you to feel that way. Identifying the reason or story behind your overwhelm is also important, as this is the story that creates the overwhelm in the first place. This conversation in your head changes a long list of "to dos" or a lot of moving parts into OVERWHELM. Finally, identify how overwhelm feels in your physical body.

- 1 On a scale of 1 to 10, 1 low/10 high, please rate your experience of following.
 - a. I easily get overwhelmed.
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- 2 I feel overwhelmed because...

- 3 My story about this is...

- 4 To me, overwhelm feels like...



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- ② I feel overwhelmed because...

- ③ My story about this is...

- ④ To me, overwhelm feels like...

Answer question 2 now.

Why ARE YOU OVERWHELMED?



OVERWHELM is a story

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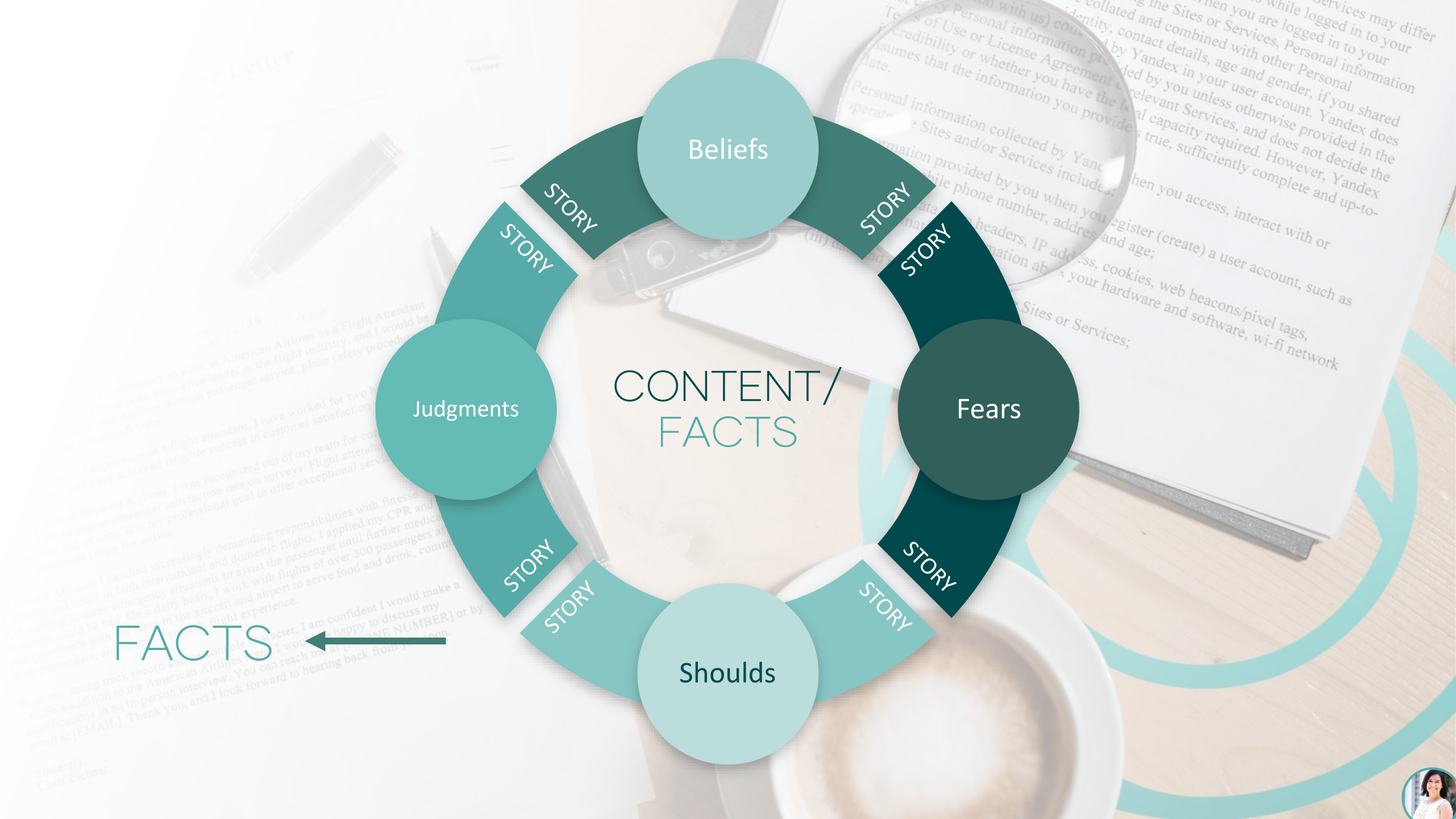
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Answer question 3 now.

WHAT IS THE FEAR?

My story about this is...





CONTENT/ FACTS

Beliefs

Fears

Shoulds

Judgments

STORY

STORY

STORY

STORY

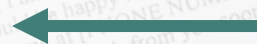
STORY

STORY

STORY

STORY

FACTS



cover Letter
before
...the opportunity to work at American Airlines as a Flight Attendant
...an innovative leader in the flight industry, and I would be
...American Airlines through passenger service, plane safety proced
...the aircraft team
...experience as a flight attendant, I have worked for two h
...higher passenger satisfaction rate on surveys. Flight attend
...and as such, it is my professional goal to offer exceptional serv
...standards set by the airline.
...I handled increasingly demanding responsibilities with finesse
...logged hours in both international and domestic flights, I applied my CPR and
...training in three emergency situations to assist the passenger until further medic
...could be had. On a daily basis, I work with flights of over 300 passengers at
...coordinate with the cabin crew on the aircraft and airport to serve food and drink, comm
...with passengers, and ensure a safe flight experience.
...With my strong track record and responsible character, I am confident I would make a
...valuable addition to the American Airlines team. I would be happy to discuss my
...qualifications in an in-person interview. You can reach me at [PHONE NUMBER] or by
...email at [EMAIL]. Thank you, and I look forward to hearing back from you.
Sincerely,
Chris Eichner

...Services may differ
...while logged in to your
...are logged in to your
...Personal information
...contact details, age and gender, if you shared
...Yandex does
...Yandex does
...However, Yandex
...sufficiently complete and up-to-
...when you access, interact with or
...register (create) a user account, such as
...headers, IP address, and age;
...your hardware and software, wi-fi network
...Sites or Services;
...information collected by Yanc
...relevant Services, and does not decide the
...operat
...? Sites and/or Services includes:
...mobile phone number, address and age;
...information about your hardware and software, wi-fi network
...headers, IP address, and age;
...information about your hardware and software, wi-fi network
...Sites or Services;





T.G. 65 B

TELEGRAM

Coming home!



T.G. 65 B

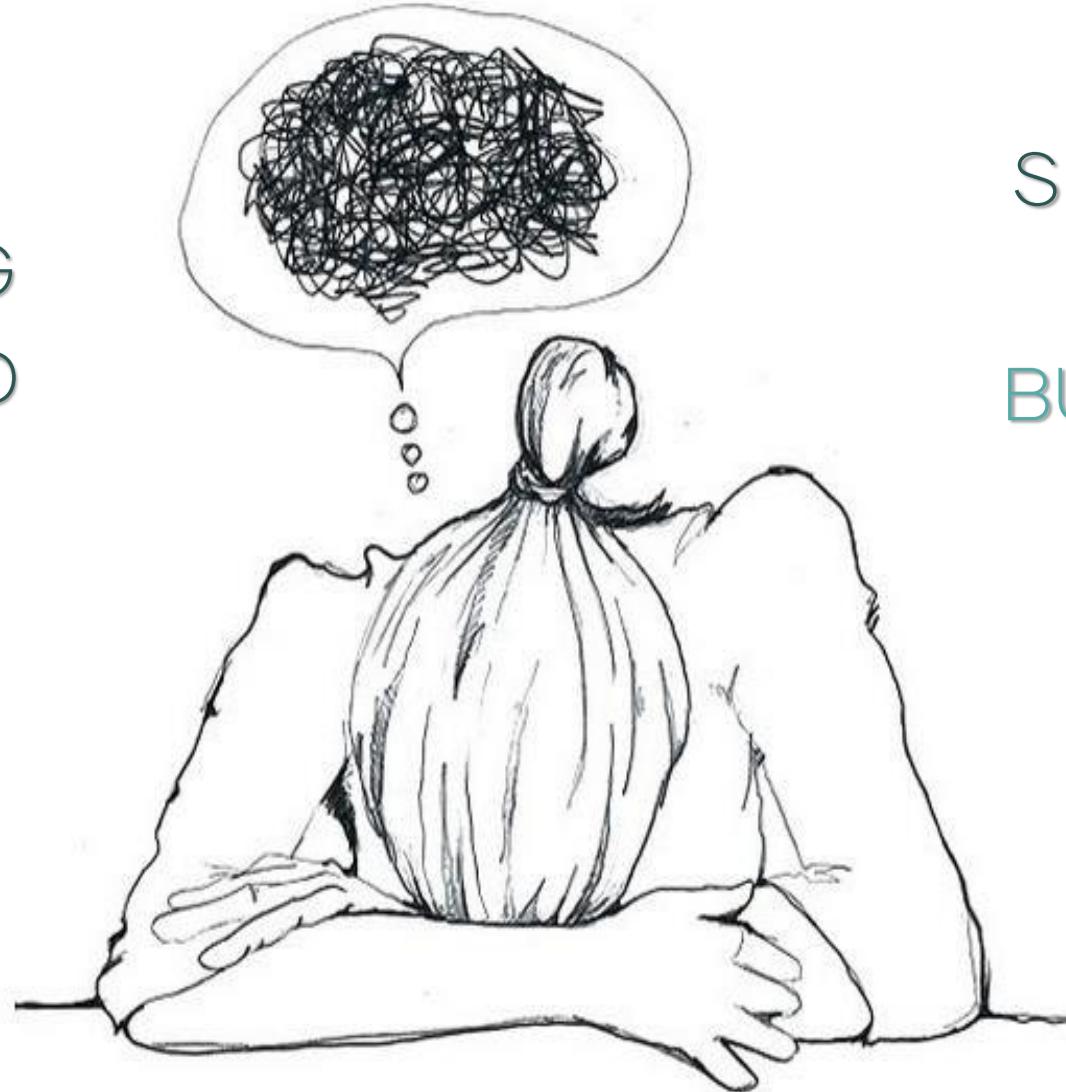
TELEGRAM

Extending my stay!



What does overwhelm feel like?

CRUSHED
DEFEATED
DROWNING
INUNDATED
SWAMPED



OVERRUN
SMOTHERED
FRANTIC
BURNED OUT
BURIED





How DO YOU WANT TO FEEL INSTEAD?

Clear Calm In Flow Peaceful In Control

Paced Capable Strong Empowered

Confident Grounded



Time to Step into Your Stories

Who wants to volunteer?

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What ARE YOUR CURRENT STRATEGIES?



Powering through



Working longer



Living in denial



Multitasking



Growing arms



HOW DID WE GET HERE?

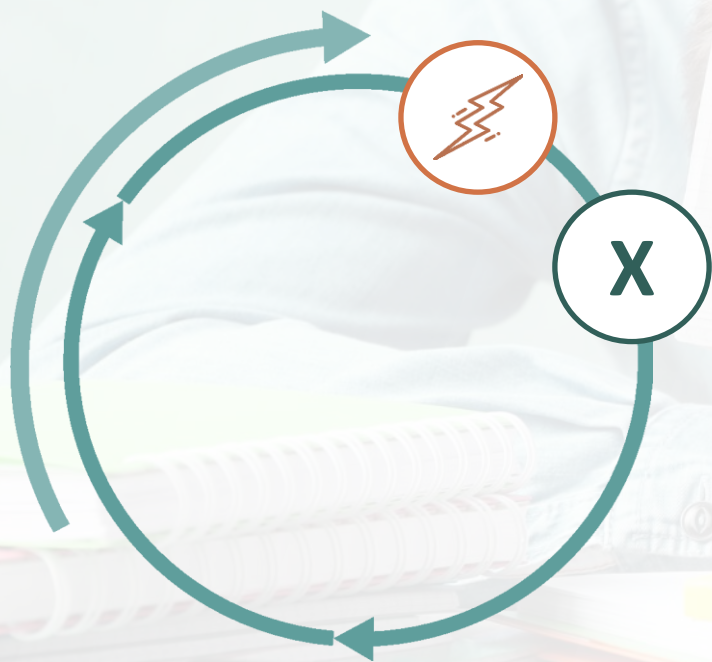
By age 35, you are a 95% hardwired set of preprogrammed behaviors

BRAINS FOCUS ON NEGATIVE
BY A FACTOR OF 7 TO 1

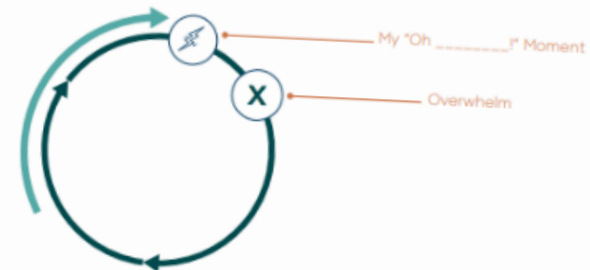
The average adult spends 70%
of his or her time in a stress state



THE OVERWHELM CYCLE



The Overwhelm Cycle



1 The things I tell myself in this moment are:

2 What happens for me just before is:

3 Tools I'll use when I notice I'm in overwhelm:

4 Tools I'll use to be overwhelm resistant:

5 What's possible for me in a life with 50% less overwhelm?

Answer questions 1 & 2 now.



Tools FOR WHEN YOU'RE IN Overwhelm

-  Breathe (there's a reason this one is first)
-  Get out in nature
-  Walk around or sit in a different space
-  Take a break
-  Do one easy thing
-  Keep OMM lists (On My Mind)
-  Put your phone in airplane mode
-  Identify the story that's got you stuck
-  Focus on progress, not perfection
-  Clean your desk
-  Create instead of consume
-  Ask for help
-  Ask: What boundaries are missing or need to be in place?

Answer question 3 now



DEPART THE LAND OF MAGICAL THINKING



Say "no" more than you say "yes"



Track your time for a week



Reduce noise

- Uninspired media, entertainment, etc.
- Multiple authority figures



Put structures in place

- One calendar and everything is on it
- Sanebox
- Boomerang
- Chunk your time



Leave the magical thinking to Hermione

Answer question 4 now



UP YOUR *Self-Care*



SLEEP: 7 hours minimum



EXERCISE: 3–5 times a week



MEDITATE: Up to 20 minutes a day



EAT WELL: The closer to its natural form, the better



DISCONNECT: Less TV, wine, screens



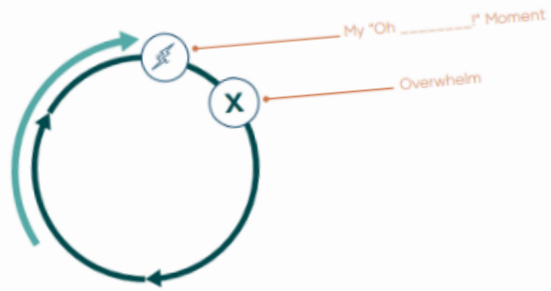
DRINK: More water



Answer question 4 now



The Overwhelm Cycle



- 1 The things I tell myself in this moment are:

- 2 What happens for me just before is:

- 3 Tools I'll use when I notice I'm in overwhelm:

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REFRAME WHAT'S POSSIBLE

CATCH &
CORRECT
YOUR
OVERWHEM
STORIES

Answer question 5 now





LEARN

- "The Case for Doing Nothing," Olga Mecking
- "How Mindset Drives Success and the 7 Freedoms of Limitless Advisers," Stephanie Bogan (Kitces article)
- *Essentialism: The Disciplined Pursuit of Less*, Greg McKeown
- *How to Own Your Own Mind*, Napoleon Hill
- *Unfu*k Yourself: Get out of Your Head & into Your Life*, Gary John Bishop
- "Mindset: The New Psychology of Success," Carol Dweck
- *The Power of Habit*, Charles Duhigg



APPLY

- Read the "Overcoming Overwhelm Guidebook" to manage, address, and avoid overwhelm before it occurs
- Identify overwhelm triggers
- Identify tools for avoiding and breaking overwhelm; see "Well-Being: Places to Look"



ACT

- Use the Overcoming Overwhelm worksheet to identify your overwhelm triggers and break the cycle
- Implement business planning, time blocking, meeting surges, and quarterly business reviews to ensure you don't take on too much
- Commit to a model schedule and follow it
- Run Client-Profitability Analysis and update Client Service Model to ensure client base is manageable and profitable

Q&A

