



High Performance	Low Performance
<ul style="list-style-type: none"> • Career supports life: money requirements + time • Career priorities come after life concerns are identified and cared for on calendar and in daily/weekly practices. • A good life energizes career and results in higher career performance • Quantity of time in life - MARGIN <ul style="list-style-type: none"> ◦ You define what is enough. Don't leave or give it to someone else. ◦ Selfish to be unselfish • Quality of time in career - <ul style="list-style-type: none"> ◦ PURPOSE - know what you're working on, and more importantly why. ◦ EFFECTIVE - get it done without stress or drama. <ul style="list-style-type: none"> ▪ Chunk, delegate, or team up on challenging tasks. ▪ Understand capacity, execute. ▪ Focus on outcomes, not time spent or # of tasks completed ▪ "Trim the fat" ◦ OBJECTIVE - <ul style="list-style-type: none"> ▪ meets or exceeds financial goals ▪ learn skills that make an impact • Being specific and planning in career calendar recovers time & energy for life • Time and energy spent on sleep, diet, exercise, family, friends, and fun/adventure results in being inspired and a happier, more effective individual. • Works exponentially well when surrounded by others who are practicing a similar approach to life. Limit anchors. 	<ul style="list-style-type: none"> • Let life revolve around career and get "what's left over" • Career leaves no time to care for life concerns • Victim mentality <ul style="list-style-type: none"> ◦ "I have too much work to do" ◦ "I'm so busy" = DISTRACTED ◦ Always stressed • Perpetually reactive to others agendas and requests <ul style="list-style-type: none"> ◦ NOTE: Everyone will always have a concern! ◦ There is always "some kind" of work that needs to be done. • All things to everyone = nothing to no one <ul style="list-style-type: none"> ◦ Try to do it all, hold information in head, isolate ◦ Wanting to look like the hero instead of empowering others to be heroes • A boring, uninspiring life of leftovers ultimately leads to burnout and the inability to hold responsibilities, inspire, lead, or care for others you love.