CORPORATE ATHLETE COURSE

Human Performance Institute

Home of the Corporate Athlete®

Founded in 1992 by renowned performance psychologist Dr. Jim Loehr and exercise physiologist Dr. Jack Groppel.

Developed the Corporate Athlete® Course

ENERGY MANAGEMENT

- Our most critical resource is our energy
- Most fail to manage it effectively

True/False Quiz

1. Skillfully investing time in things and people you care about spawns harmony and fulfillment.
2. The human spirit is fueled from a different energy source than the physical body.
3. The best way to think about one’s business career is as a marathoner rather than a sprinter.
4. Protecting yourself and others from high stress is an important part of your leadership.

True/False Quiz

5. In terms of great leadership, aligning one’s public voice with the corporate mission is more crucial to success than aligning one’s private voice.
6. Multitasking is an acquired skill and is essential to success in today’s complex business environment.
7. Understanding why one does something is a critical step in the process of personal change.
8. Personal effectiveness requires a highly developed capacity for self-discipline and will power.
PROFESSIONAL ATHLETES VS. CORPORATE ATHLETES

<table>
<thead>
<tr>
<th></th>
<th>PROFESSIONAL ATHLETES</th>
<th>CORPORATE ATHLETES</th>
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<tbody>
<tr>
<td>Training</td>
<td>90%</td>
<td>10%</td>
</tr>
<tr>
<td>Hours worked</td>
<td>4-6/day</td>
<td>8-12/day</td>
</tr>
<tr>
<td>Career span</td>
<td>7-10 years</td>
<td>30+ years</td>
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COMPLETE THE MISSION

HUMAN ENERGY CRISIS

DEMAND VS. CAPACITY CURVE

Paradigm Shift
Managing ENERGY, not just time, is the KEY to extraordinary results!
ENERGY IS FOUR-DIMENSIONAL

- Quantity of energy you have?
- Quality of your energy?
- Focus of your energy?
- Force of your energy?

FULL ENGAGEMENT

The acquired ability to intentionally invest your full and best energy, right here, right now.

Barriers to Full Engagement

- Poor Energy Management
- Insufficient Energy Capacity

Strategic Recovery

- Stress (energy out) stimulus for growth
- Recovery (energy in) when growth occurs
- Fully engaged
- Fully disengaged

Sprinter vs. Marathoner Metaphor

LIVE LIFE IN A SERIES OF SPRINTS!
Typical Profile of Business Professionals

- Spiritually
- Mentally
- Emotionally
- Physically

Not enough stress
Not enough recovery

Recovery Exercise

Stress for success

- Stress is opportunity for growth
- Protection from stress erodes capacity
- Things that push us the most help us
- No discomfort, no growth

Growth Follows Stress

SPIRITUAL ENERGY

Spiritual Dimension

- Purpose-driven
- Commitment
- Passion
- Principle-centered

Energy associated with our deepest values

What is Your Ultimate Mission?

- What legacy do you want to leave behind?
- How do you want people to describe you?
- Who do you want to be?
- Who/what matters most to you?
- What makes your life really worth living?
MENTAL ENERGY

- Fully present moment to moment
- Laser-focus
- Skillful storytelling
- Full awareness

Storytelling
- Explain how and why things happen or don’t happen in your life
- Stories you tell yourself and others become your reality
- Negative habits that persist in your life invariably come with a story

MULTITASKING

Multitasking is the Enemy of Extraordinary Energy
- The human system performs best when we are laser focused
- We are either focused or not focused

EMOTIONAL ENERGY

negative emotions (survival-based)
- angry
- frustrated
- defeated
- helpless
- grieving

positive emotions (opportunity-based)
- energized
- connected
- challenged
- hopeful
- grateful
- passionate
- clear
- peaceful
- relaxed
- focused
- unconfused

Energy of extraordinary
Emotions that optimize performance, health, & happiness
- Hope
- Gratitude
- Compassion
- Realistic optimism
- Challenge/sense of adventure

Physical Dimension
- Nutrition
- Fitness
- Sleep
- Recovery

TAKING ACTION
We are creatures of habit and routine.
Six keys to building rituals

1. Link to your mission
2. Invest energy for 90 days
3. Be precise in timing & behavior
4. Acquire only a few at a time
5. Focus on what you want
6. Create supportive environment

Accountability

- Supports compliance to training commitments
- What gets measured gets done

Sample Accountability Methods

- Ask important people in your life for progress reports in certain areas for certain behaviors
- Coaching (formal or informal)
- Establish objective accountability measures
- Use training logs

NEVER SURRENDER

COMPLETE YOUR MISSION