




# Mental Fitness

How to grow the **three core mental muscles** to thrive in challenging times



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# Susan Mahoney

*Leadership Coach*

- 20 years as consultant - sales and leadership effectiveness
- Implemented large scale performance improvement programs
- Opportunity to observe many styles of leadership
- Student of change management challenges
- Mission to support leaders on their journey

*Changing the World One Leader at a Time*

“

*Most men lead lives of quiet  
desperation*

*and go to the grave with the song still  
in them.”*

*Henry David Thoreau*



# 2 Dimensions

## Happiness

Modern version of Thoreau:  
constant stress, anxiety, not  
good enough, disappointment  
with self and other

Collective category of general  
unhappiness. Same as 150  
years ago.

Going to our grave with the  
song still in us

About meaningful achievement  
and contribution.

Each of us is born with a  
unique song. Most of don't  
know how to manifest it.

Lots of books /trainings - but  
results are incremental.





# Mental Fitness

## Positive Intelligence (PQ)

### Definition

Your capacity to respond to life's challenges with a positive rather than a negative mindset.

### Impact

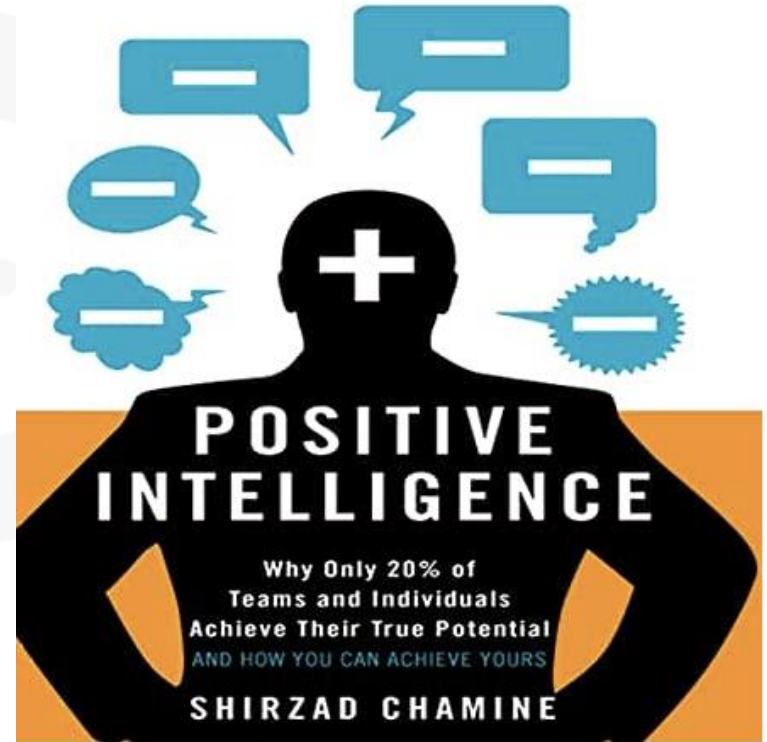
- ▶ Peak performance
- ▶ Peace of mind / wellness
- ▶ Healthy relationships



# Research Foundation



Positive Intelligence:  
Shirzad Chamine  
Company  
Book  
Coaching Resources







# Research includes **results** from...

- ▶ Hundreds of CEOs and their executive teams
- ▶ Stanford students
- ▶ World-class athletes
- ▶ 500,000 participants from 50 countries
- ▶ Many YPO families and Forums

Research summarized in the *New York Times* best-selling book, *Positive Intelligence*, translated into 20 languages

# Positive Intelligence

War that is constantly raging in our brain: two voices

1 *serves* you (Sage)

1 *sabotages* you (Saboteur)

% of time that your mind is serving you as opposed to sabotaging you

Every person has some level of self-sabotage



# Our 2 voices: 2 parts of brain

## Saboteurs Voice

Roots in childhood. Helped us survive. Can be a strength, but get overused and become a liability.

Becomes a default. *I'm not good enough, no one can do this as well as me, I can't trust anyone.*

## Sage Voice

Your true voice. Voice you were born with. We have to learn to access it and draw upon it.

Activate the Sage to deal with difficult situations = look and feel differently.



10 Saboteurs

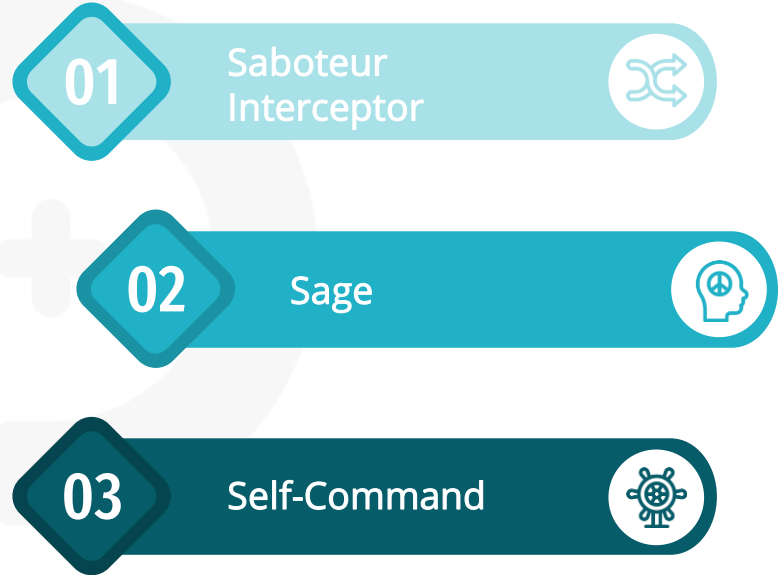
5 Sage Powers





# Results of Factor Analysis Research

Only three core muscles are at the **root** of mental fitness.



## Mental Fitness: 3 Core Muscles

**1. Saboteur Interceptor**

**2. Sage**

**3. Self-Command**

# The Judge

**The Universal Saboteur**





CONTROLLER



HYPER-ACHIEVER



RESTLESS



STICKLER



PLEASER



HYPER-VIGILANT



AVOIDER



VICTIM

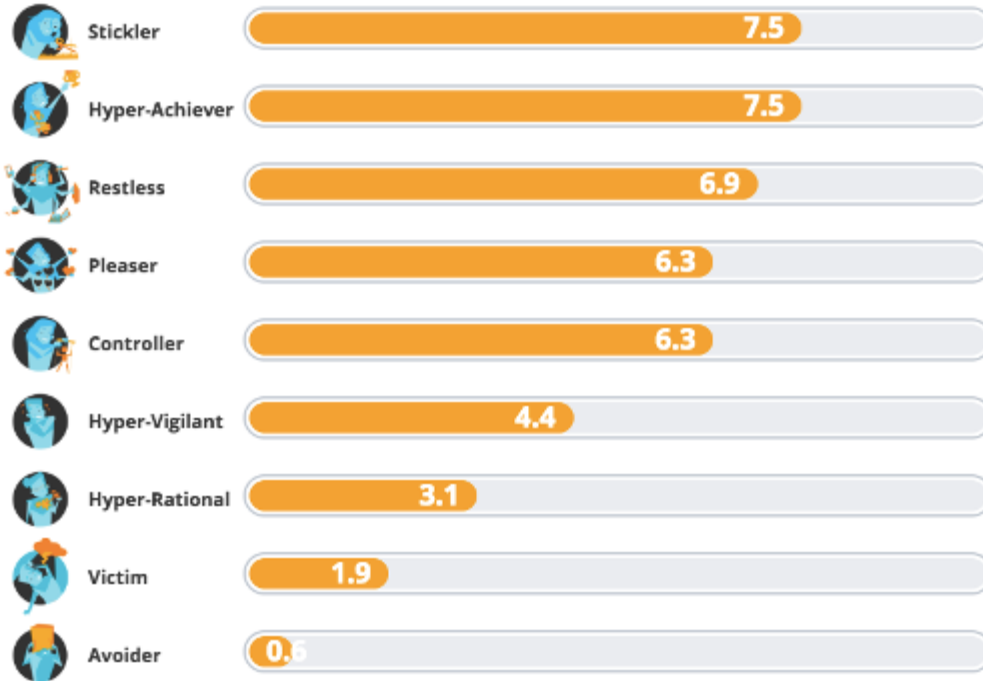


HYPER-RATIONAL





## Sarah , here are your results





10 Saboteurs

5 Sage Powers

- ▶ Brainstem
- ▶ Limbic System
- ▶ Parts of Left Brain
- ▶ "Survivor brain"

- ▶ Middle Prefrontal Cortex
- ▶ Empathy Circuitry
- ▶ Parts of Right Brain
- ▶ PI brain



## 10 Saboteurs

## 5 Sage Powers

- ▶ Motivates you through negative emotions...  
...fear, stress, anger, guilt, shame, insecurity

- ▶ Motivations you through positive emotions...  
...empathy, curiosity, creativity, passion and purpose



- ▶ Might generate success, but NOT happiness



- ▶ Generates your highest success and sustained happiness



# Are negative emotions good for you?

**Is pain  
good  
for  
you?**





# Negative emotions...

- ▶ Only helpful for **1 second** as **alert signal**
- ▶ Staying in negative emotion hurts ability to see clearly and respond with empathy, curiosity, creativity, or laser-focused action
- ▶ Negative Emotion = Saboteur

# How to Conquer Your Saboteurs

You can't defeat an enemy that you don't see, or one that successfully masquerades as your friend.

So the first step is to identify your Saboteurs and expose their lies to discredit them.



## Mental Fitness: 3 Core Muscles

**1. Saboteur Interceptor**

**2. Sage**

**3. Self-Command**



# The Sage

- ▶ Lives in region of brain associated with:
  - ▶ Positive emotions
  - ▶ Peace and calm
  - ▶ Clear-headed focus
  - ▶ Creativity
  - ▶ Big picture
- ▶ Operates from the Sage Perspective

# Sage Perspective

**Every** outcome or circumstance can be turned into a gift and opportunity.



# 5 Sage Powers

Empathize: for yourself and others

Explore: discover more before conclusions

Innovate: inventing what doesn't already exist

Navigate: choosing between various path and alternatives

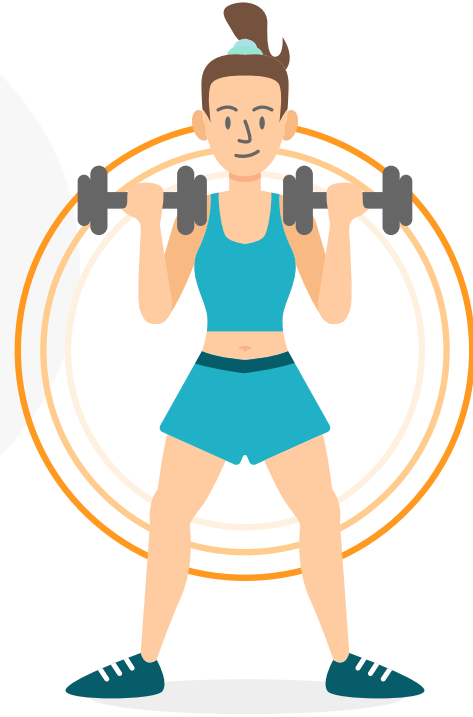
Activate: moves you into pure, laser-focused actions

## Mental Fitness: 3 Core Muscles

1. Saboteur Interceptor
2. Sage
3. **Self-Command**



# 10-Second PQ Reps





# Simplicity of the **Operating System**

1. If you're feeling negative emotions STOP.
2. You're in **Saboteur** mode.
3. Do some PQ Reps to quiet Saboteurs and activate **Sage**.
4. Assume the **Sage Perspective** that every problem can be converted into a gift & opportunity.
5. Generate the gift by using the Sage powers like empathy, curiosity, creativity, and calm, clear-headed action.



# Question

Is it really possible to just shift from Saboteur to Sage response, even in tough challenges?





# Question

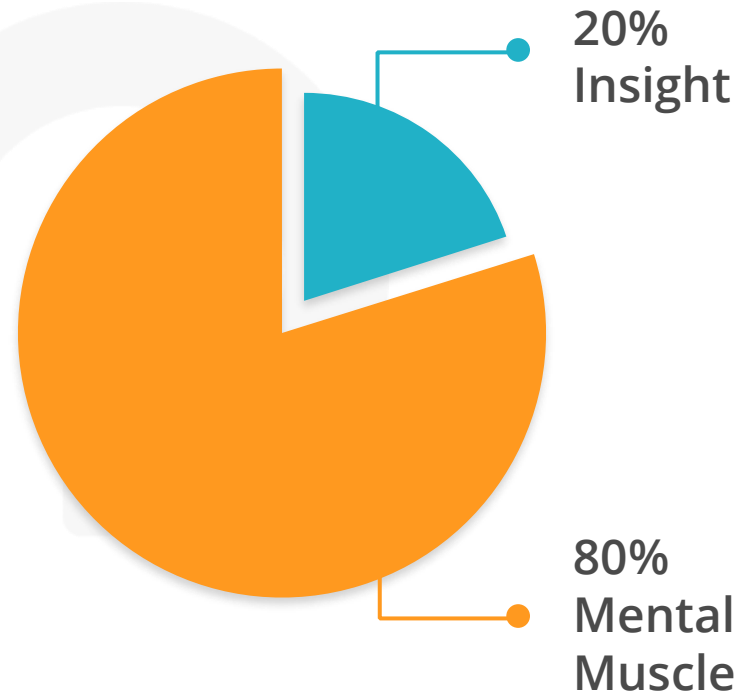
Is it really possible to just shift from Saboteur to Sage response, even in tough challenges?

# Answer

YES, but the speed and depth of the shift depends on **mental muscle** strength.



**Lasting,  
positive  
change  
requires...**



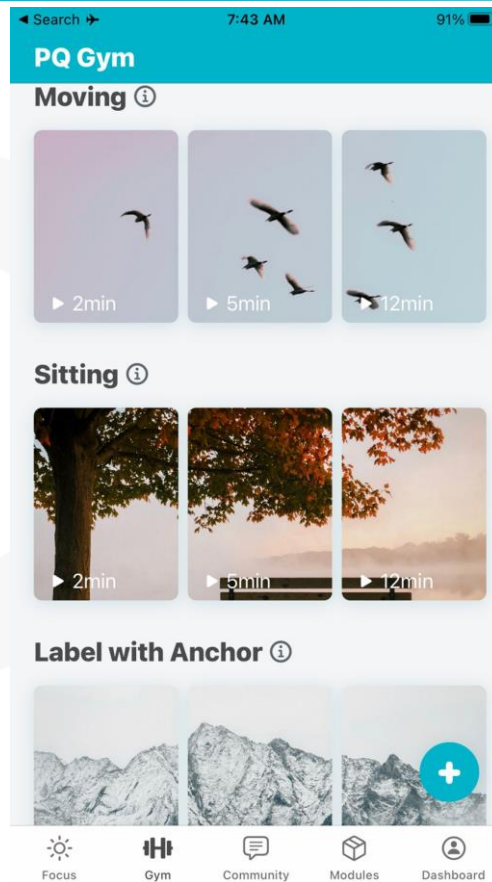


# Success requires **intense** initial practice

You can't defeat a gang of 10 bandits by sending one new fighter per day for 100 days.

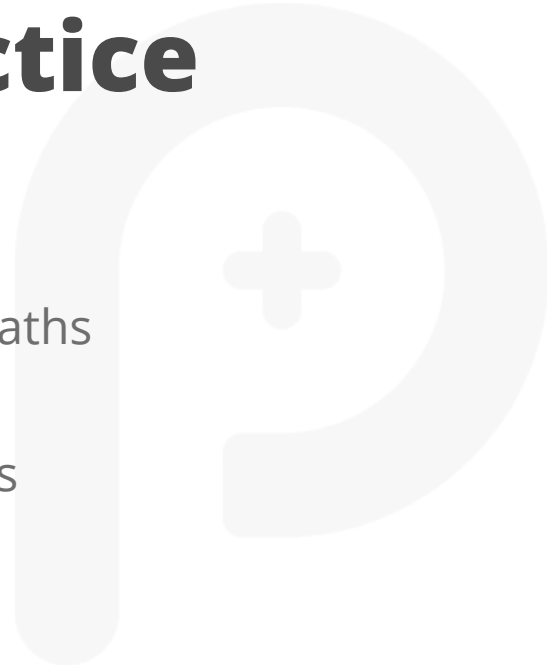
- ▶ 15 minutes/day
- ▶ for 6-8 weeks

# My PQ rep app



# Let's practice

- ▶ Close your eyes
- ▶ 2 deep, slow breaths
- ▶ Tune into body
- ▶ Tune into sounds
- ▶ Come back



# My Offer to You

Join a small Positive Intelligence group to participate in the formal PI 6 week program.

Weekly videos, daily outreach and PQ Reps, weekly POD meeting of peers.

Reduced cost of \$200 person. Can accept up to 6 people.

Contact me: [sm@susanmahoneycoaching.com](mailto:sm@susanmahoneycoaching.com). Subject line: NCET PI program

# Thank You!

Free Saboteur Assessment: [www.postiveintelligence.com/assessment](http://www.postiveintelligence.com/assessment)

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