



## **Simplify Your Energy**

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“Energy, not time, is the fundamental currency of high performance.” Jim Loehr

Mickeli Bedore considers his failure to pause and rest as one of the biggest mistakes of his life. You may remember him from our “Clarify Your What” chapter because he became incredibly successful through his ability to achieve his micro-visions. Being successful doesn’t make you Superman, though.

Mickeli had an opportunity to take three years off of work after he paid off all his debt and built up his savings. From the outside, in March of 2015, his life and business success were something of which to be envious. He and his wife are conscientious of spending and saving wisely, and they had put themselves in a situation that most people dream of - the ability to rest.

Except that he couldn’t. Mickeli is a high performer. He accomplished many of his goals because he is multi-talented; yet, he doesn’t rest well.

So within the same year, Mickeli launched Bedore Business Group and Otium Outdoors. Otium Outdoors was named the #1 sport utility rack system in *Men’s Journal* after a very visible crowdsourcing campaign (271% to goal on Crowd Supply) was featured as a must buy on Touch of Modern, as well as many other media sources. Bedore Business Group had seen similar success, building revenue growth teams at some of the fastest growing startups in Minnesota. It seemed like the guy could do it all!

However, reality set in and it was clear Mickeli was in over his head. A celebrated creator and sales/marketer he had jumped into starting both businesses based on confidence and talent, but he never stopped to create an actual plan. With Bedore Business Group, he knew he wanted to serve people in the start-up space who had great ideas they couldn’t sell. And this guy knew how to sell. Mickeli was confident because of his skillset and he jumped right in. Bedore Business Group was profitable, but it was so much work. He was juggling multiple businesses and working like he was in his 20s, except that he wasn’t in his 20s anymore. He took a month off in February of 2019 and took his family to the island. It was then, after he had time to stop and rest, that he

realized he couldn't sustain it. He was officially burnt out and couldn't imagine going back, which didn't bring much comfort to his pregnant wife.

He had the opportunity to rest, and, instead, he worked smarter, not harder. Working too much is a common regret that people have when they look back at their life. Mickeli's success had become one of his biggest failures because he didn't rest. He wasn't aware of the limited amount of energy he had. He wasn't being present to who he was in the process. Now, he does things differently. He doesn't do anything without a game plan. He has systems and a team in place to help him stay on task and say no to things that are not one of his rocks that he's focusing on at the time. For example, a micro-vision that he is not bending on these days is to silo time off daily to rest and focus solely on the family after work is done. All of this hustle, he states, is for them.

And his failure has fueled a mission. Every month at Coffee & Closers, he has guests that come talk about their success AND failures. Mickeli knows that failures are not shameful - they are part of the learning process. He serves as a mentor for others and runs his businesses with the lessons he's learned from managing failure and his energy.

### **Does This Sound Familiar?**

I also burnt out in my insurance business because I had pushed for so long and wasn't present or aware of the energy I used up. I had been running on empty. After several years to reflect and do some personal development, I look back at my old self and realize that a completely different story could have been written if I had just changed my energy. If I took some time to pause, stop, and assess, I could have had a longer career there.

Our greatest failures teach us our greatest lessons. I should have been paying more attention to my energy. The problem wasn't the long hours and the fact I went all-in; the issue was that I did this for years without slowing down. Most people don't even think about energy, and you can't simplify what you're not aware of. And one of my greatest failures, my lack of resting, has now become my work's focus and mission.

What is your work life like right now? Are you bringing work home at the end of the day? Are you running on six cups of coffee each day because you can only find time for five hours of sleep? Do you say yes to extra projects at work and end up doing them at home instead of paying attention to your loved ones? When was the last time you worked out or took a vacation?

### **Managing Your Time Isn't Where You Should Be Focusing**

We've been brought up to "manage our time." You can't manage time because it never changes. It keeps ticking away and is out of your control. My belief is that we should be managing our **energy** at all times.

Time doesn't flex but our energy does. It doesn't matter if I have eight hours to get a task done if I was up all night with my kids and have no energy. I'm a total waste of space. How do you feel rolling into Monday morning when you spent the entire

weekend partying? Sunday funday turned into “Manic Monday” (The Bangles). Or worse, after months of putting in ninety-hour work weeks, you hit a wall and completely shut down.

If you have no energy or low energy, you can't be engaged and be at your best. That doesn't happen when you're running on empty. If you have no energy, you can't have your wins. A lack of wins creates a lack of engagement. And there is no chance of sustainable success when you aren't engaged.

### **Different Types of Energy**

If you are trying to balance having success and having it in more than one area of your life, you need to be able to rest. According to Jim Loehr, world-renowned author of *The Power of Full Engagement*, most of the performance problems his clients experienced were tied to an imbalance between work and rest. Pushing too hard and not letting your mind, body, and spirit rest prevents people from reaching their highest potential. (Page 29)

My mentor at Family Heritage, Nancy Wright Maxwell, had given me that book in April of 2010. It's underlined, referenced, and very used, and a lot of the information I'm about to share is inspired from that book. I've read it so many times and the information is ingrained in my mind. As my sales manager, she wanted me to produce, but I think she was also slightly worried that the pace I was going wouldn't be sustainable.

In the book, they talk about four types of energy:

**Physical:** Quantity of energy

**Mental:** Focus of energy

**Emotional:** Quality of energy

**Spiritual:** Force of energy

Most of us are aware of the physical energy. We can understand it because our bodies can tell us when we've pushed too hard. We sleep better when we work out because our bodies crave rest. They also work on the other three energies. Someone who is wounded or who has been abused or neglected will have a hard time obtaining high emotional energy. They simply can't give what they don't have. Mental energy works the same way. If you aren't used to using your mental energy, it will be hard to concentrate (hello new moms that are sleep deprived!). Spiritual energy can be improved by connecting your purpose and goals to what you are called to do at a higher level.

### **Importance of Rest**

Most authors and self-help gurus don't talk about rest. They talk about hustle. The grind. They post about all the places they go and how busy and successful they are. I was on a training call in a Facebook group and a world-renowned author and speaker was talking about the nine countries he had been to in the past eleven days, how he was “home” for two days doing a video series, and then was off again. And while this works

for him, and many of you may want business trips in your life, that doesn't work for me. It almost made me sick to think about the intensity of that schedule. He thrives off of pushing himself and being known as the man who does it all. He gets energized by the motivation to do hard things. But when does he rest?

If I did that, I would have to take weeks off to recover. I'm all about growth and expanding your energetic capacity, but I'm also willing to put boundaries around my energy. If all I had was work, I might be more inclined to go all-in with my career and not worry about how much energy I had left for other areas of my life. But I have a husband and children that need me as well. If I'm no good for them because I used up all my energy and patience at work, then it's all for nothing.

Taking a break isn't lazy and it shouldn't make you feel guilty. Even the best athletes get pulled out of a game every now and then so they can play with more energy when the team needs them the most. You have people that need you too, don't you? How can you give them your best or be at your best without resting? We can't pour from an empty cup. We can go all-in at work, but we need to have something left to give to our friends and families.

What do you have left in your tank after a hard day of work? \_\_\_\_\_

What is your patience like after you've emptied your cup and have little to nothing left for your family? \_\_\_\_\_

## **How to Rest**

How do you purposefully rest? If you work hard and want to play hard, you're probably not resting hard. You must do what fills your cup after you've emptied your cup. I'll catch myself after I've used up all my good brain power in the day just scrolling social media. I'll use the excuse that it's "for work" and I just need to respond to people that have interacted with my business posts. I have to stop myself because it's not fulfilling. My idea of resting is just using up more energy. It's draining to look at what everyone else is still doing and it brings up the comparison trap I've worked hard to overcome.

Julie Burton, author of *The Self-Care Solution* suggests you take time to rest with self-care. "You are in the driver's seat of your life. You are in charge of the way you take care of yourself physically, mentally, emotionally and relationally." You have control over filling your own cup. We are not victims in our lives, reacting to what others need before we take the time for what we need.

My definition of rest might not be the same as yours. I'm not going to tell you that you aren't resting properly for how you are wired. If you're an extrovert, for example, getting around others brings you energy and that's exactly what you should be doing to fill your cup.

Rest does not have to be a vacation to Fiji. Rest also shouldn't last as long as work. We put in more time at work than we do resting. It's not about making sure the balancing act between the two are equal. It's about taking care of yourself so you can last longer. Rest can mean spending fifteen minutes in a quiet room intentionally breathing and quieting your mind. Rest can mean taking a walk outside. Rest can mean calling a friend and seeing how they are doing.

What are ways you can rest that will fill your cup and allow you to re-energize?

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When do you purposefully take time to slow down and think? When do you schedule this time?

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Activity is important to achieving goals. We spoke about how to manage your activity when you create healthy habits in our "How" chapter. But you cannot just keep working harder and harder, and hope that you'll achieve results. That might work once and awhile, but there is power in stopping and assessing the situation to look for a better plan of action. The more successful you become, the more you will get paid to think and solve problems. That will take some conscious effort. And thinking about the energy you bring to work changes the results.

What are a few areas or situations that you need to observe that won't get solved by pushing through?

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When can you schedule time to slow down and rest into your weekly schedule?

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**Health and Energy**

If you want more energy, you're going to have to be healthy to maximize your potential. There is a reason top-performers are healthy. If you want to go further and be fully engaged, health plays a critical part. Health plays into all four areas of energy. We must be physically healthy, mentally healthy, spiritually healthy, and emotionally healthy. Seek out help when you need it from professionals that can assist you. If you don't have your health, you don't have anything.

Stress is one of the main causes of health issues. “Over 80% of workers feel stress on the job and over 70% of healthcare provider visits are due to stress-related conditions.” (*Success Under Stress* Page 12) The whole point to focus on your energy and sustainability is that it forces us to think about our stress levels. The more we take control over our health, energy, and time, the more likely we will find success on our terms.

### **Work Hard, Play Hard, Fall Hard**

When I was in my twenties, I hung around people who worked really hard. It wasn't uncommon for my connection circle of significance to work sixty to seventy hour weeks. And when we weren't working? We were at the bar, traveling, or checking out a new experience. I look back at that time in my life very fondly. We played hard. “Work hard, play hard!” was our battle cry, and you'll still see that all over social media. That's probably an okay lifestyle to have in your twenties, but it's not sustainable. When you add age, responsibility, and life changes, you cannot operate in the same way. (Any woman who has tried to down chocolate in their thirties like they did in their twenties knows exactly what I'm talking about!)

I have this advice for my clients and want to share it with you.

#### **Burnout Formula:**

Work hard + Play hard = Fall hard (Burnout)

If all you do is work hard, filling up the majority of your day with work, and then not spending the proper time to rest and recover, you will burn out. Rest does not mean spending the weekend at the bar. It also doesn't mean spending your time off from work running from activity to activity. It means rest. Some people have more endurance than others, but everyone needs rest. We all need to fill up our cups and restock our energy supply. Work out and build up endurance. You can't just give to your family and not take time to recover with self-care. Yes, even twenty-something men can't run non-stop. We all need to rest.

I followed the burnout formula to a T in my twenties and early thirties. I spent all of my energy and time committed to working and achieving work goals. All of my social time was spent with people I worked with. The vacations I took were free trips I earned through work, and, yes, we would talk about work while on vacation. This was completely okay in college and in my twenties. After I got married and had my first child, my energy completely changed. I could no longer devote all my energy to work because I needed it for my husband and children. Becoming a mother was the first time in my life where I had to choose where I would put my energy. And as a new mom, with little sleep, I was stressed because I didn't know what I was doing; my energy was limited.

This is not another book written by a single guy in his twenties or thirties, or by someone with no children, or who doesn't have anything else going on in their life outside of work. Having a family and especially being a working mom completely

changes the burnout formula at work. I firmly stand with women who want it all - a successful career and a family. The women that make that work though are the ones who rest on purpose. They rest *hard*. And this is how you go all-in without burning out.

Here is the **Sustainability Formula**:

Work hard + Play hard + Rest hard + Observation + Level Up = Sustainable Success

**Work hard** means doing the work you need to achieve your goals and saying no to anything that doesn't align with your most important work. It means smart work. I don't like to attach a number of hours to the definition of work because it doesn't matter. People run around like there is an award for those who spend eighteen hours a day working. We know that most people are less effective, not more, the more they work. Get your work done, do work that makes you proud, and get on with your life. When you are scheduled to work, go all-in with work.

**Play hard** means do the things that you love to do. Bring some joy into your life. Play time needs to be scheduled! Do activities that bring you joy that aren't work-related.

**Rest hard** is the same as the burnout formula. Rest how you are wired to rest. I lean towards more of an introvert and having time alone, meditation, and reading is how I restore my used energy. If you get energized by being around people, do that. Your gas tank needs to be refilled. Whether you need leaded or unleaded in your tank is based on how you are wired. Give your brain and stress a break and park it once and awhile.

**Observation** and *level up* are two added parts to the *sustainability formula*. Observation is about paying attention and being aware of what you are doing. When was the last time you took a vacation? How can you adjust the tasks you do and your skill level so that you don't need to be spending so much time doing them? When was the last time you re-evaluated your work approach? How can you create more endurance and increase your overall energy? What are you starting to get bored with that you can get better at or transition out of so you can ward off burnout? Listen to how your body and mind respond to rest. Once you observe what you need to do, you can level up.

**Level up** means making the appropriate adjustments to your energy. If you want to go further, you have to move further. If you want to be fast, you have to go fast. If you don't have the stamina to get through ten hours of work, and then you're promoted to the CEO, you need to figure out how you will do it. (Hint - you make gradual increases in work output followed by periods of rest. It's the same way you would increase your physical endurance. If you can currently lift fifty pounds and want to bench press one hundred, you slowly increase your tolerance and weight, followed by rest.) We get small wins and confidence and then we go one step further.

Leveling up also addresses the need for continual improvement. We must schedule personal and professional development into our lives. We need to schedule time to think. If you can't level up, you become bored. And boredom leads to burnout. Part of the reason I burnt out in insurance is that I had "figured it out." There was nowhere

further for me to go. Most successful people aren't energized by going through the motions. What are areas you can find to improve on that to make you a better co-worker, spouse, parent, friend?

How can you implement the Sustainability Formula?

How can you work hard?

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What is your favorite way to play hard?

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What is the best way for you to rest hard?

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How can you observe your approach to work and be present to what is working and not working for you?

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How can you level up? What areas can you improve upon?

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### **The Sustainability Formula in Action**

The perfect example of where work hard, rest hard has shown up in my life is in my marathon training. I ran my first marathon when I was a junior in college. When you break down the actual training schedule, it isn't that daunting. Most people think it is which is why they don't start in the first place. But when you look at it, you start small - running a few miles a day. Gradually, you add miles to the "long run" each week to increase the amount of physical energy you have. Before you know it, you're running fifteen to twenty miles! And while it doesn't feel easy, it feels doable because there has been a gradual increase every week.

Rest days are also built into marathon training. There are different plans, but every marathon training schedule has one or two rest days. You will burn your muscles out and create injury if you don't pause. Work hard + Play hard = Fall hard and injury. Work hard + Play hard + Rest hard + Observation + Level Up = Sustainability.



I didn't know enough about long-distance marathon running when I trained for my first one, so I just followed the schedule they gave me. I knew where I lacked information and sought out the help I needed. I didn't qualify for the Olympics, but I did finish that race and felt an immense feeling of satisfaction and confidence that I could do anything. That small win gave me confidence to go for bigger wins. I've applied that experience to my life and feel that is the reason I'm so good at the long game.

### **Acknowledging How Your Energy Levels Work**

In the fall of 2019, I officially jumped into my consulting business full-time. I launched my business in November of 2018, and worked around my kids' schedules. That meant I usually had about fifteen to twenty hours a week to work uninterrupted. When my daughter started kindergarten, I was so excited about the possibility of working eight hours a day!! Woohooo!! I had time to grow my business!

At the end of my second full-week of work, I scheduled my first in-person mastermind called, "We Wanna Win". It was a two-day event of former co-workers and professionals that had spent their youth working for the same type of internship. (You can see details at [www.wewannawin.com](http://www.wewannawin.com).) I knew this was going to take all of my energy. I knew that it was going to take a lot of mental, physical, and emotional energy to work through what we had planned. I was aware of how much energy others would bring and how that would affect me - how my energy would affect them. It was highly successful, deeply impactful, and completely exhausting.

But I knew I was going to be exhausted. It was over on a Friday and I had planned nothing for Saturday. My husband knew I wouldn't be able to function at a high capacity and he was on board to help with the kids as my energy got back to normal. This might seem a little strange to you, but it's so important to acknowledge your capacity.

You must think about how you are wired so you can create an energetic game plan. We will talk more about how to schedule your work and life around your most energetic times in the next chapter, but a strong self awareness is necessary to start. Where people get stuck is when they see someone else and define their success on their level. They copy what the other person does and aren't working with the same tool kit. This is why we determined what your definition of success was in the "What" chapter. You will run yourself into the ground trying to be someone else.

### **Sustainability in Relation to Energy**

Are you working for the short-term or long-term? The bigger the vision and purpose behind what you do, the longer you will be willing to work for it and the more energy you have to sustain you. Remember what we said about *purpose*? It provides the fuel (energy) to achieve our goals.

I'm now obsessed with sustainability and a lot of that has to do with energy. I coach my one-on-one clients to go all-in when they are working and strategize ways to make that time more effective. We actually talk about increasing skills and mindset so they can

work less. Less work means more time for rest. It's not about maximum input and results. That leads to short-term wins and long-term losses. It's the little things we do consistently day in and day out that contribute to the level of our success.

What has resulted for my clients is higher production. Consistency and being aware of when it's time to push and time to rest has recreated higher results for them. It's not the sexiest way. There aren't as many high highs, but there are also not as many low lows.

I just recently had a session with a client and we talked about how she needs to scale back her work - and she's scaled it back so much from where she started. She is at the top of her insurance company, working fewer hours than most people because she's aware of her energy levels. And right now, she needs more energy in her personal life. There is a limited amount of energy that she has and she doesn't want to use it solely on work. And her production isn't suffering. She's focused on working smarter, being more effective, and she is able to produce just as much as she did when she worked twice the number of hours.

When I was a sales manager, I wanted maximum results from my team and myself. The result? I was never satisfied. I pushed people to work for the goals I thought were appropriate, not what they really wanted. I burnt myself out (and a few of my team members) because I wanted results and didn't spend the time to think about the energy and intention behind it.

Now I coach people about how to work smarter, work around their most energetic times, and manage the coveted resource that is energy. There are times when you push hard. End of the month and end of the year are notorious for being busy times. And that's okay. What's not okay is then starting the next "goal period" without breaking.

### **Schedule Your Day Around Your Energy**

When I had taken five years off of full-time work to be home with my kids, I joined the local gym because they had awesome fitness classes and daycare. I could drop off my kids, get in a workout, and take a shower without a child asking if I could help them with something while I had shampoo running into my eyes.

I had created a good habit of working out in the mornings. It was amazing for community and I had a few instructors that became my favorites. "You're stronger than you know!" one of them would tell us every day. Pivoting to working full-time and taking on more clients and work meant I needed to reconsider when my best thinking time was. I'm at my best in the mornings. After my coffee, I can accomplish more in an hour than most people can in three. "Turbo-Becky" is what my husband likes to call me when I start deep cleaning before 8:00 A.M. But I also liked to work out in the mornings because that's when my favorite classes were.

I also wanted to get more done in a shorter amount of time. I could just look blankly at my computer screen between 1:30-3:00 in the afternoon, or I could work in the morning and work out in the afternoon when I felt the urge to take a nap. This has been life-changing for me. I still get to the gym for a few morning classes, but now I work out

when my energy is low, and I re-energize by working out. The bonus behind this is that I also get my best creative ideas when I'm working out and my brain is "off." I can listen to podcasts and use that down time to actually be beneficial. I get more done in a shorter amount of time by working with my energetic flow.

You also have control over your schedule and how you strategize your day. We will walk through more of this in the next chapter about your schedule, but it's important to think about this now. Do you fight working through certain times of day? How can you move your schedule around to maximize your time and energy?

When are you at your energetic best?

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When is the best time for you to think and be creative?

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What can you be doing after your mental energy is done for the day? How can you still stay productive?

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### **Energetic Times of Day**

Daniel Pink wrote a book called *When* to explain the scientific secrets behind timing. It provides more evidence behind the fact that our energy goes up and down in all four energetic areas. This book completely changed how I schedule my day. All of us have "peaks, troughs, and a rebound." You might consider yourself an early bird or you might be a night owl. The main point is that it does matter when you do what you do.

My husband, Carl, broke his bank's record for loans in 2019. He works at an amazing community bank steeped in tradition. The bank is over 100 years old. He had declared what his goal was at the beginning of the year. He was fired up that his non-compete with his previous bank would be over. He had been working on power relationships, attending events all over the metro, and waiting for his opportunity to work without his hands tied. He had a plan of how he was going to make it happen and followed that plan.

Part of booking new loans at a bank is through approval of the other lenders and the board of directors. This system is put in place so that banks don't relive the Great Recession issues of 2008-2010. His bank has two loan committee times, one at 9:00 A.M. and the other at 2:00 P.M. later in the week. 2:00 is the worst time to have a meeting because most people have their lull during that time of day. But it's the only time everyone there can meet due to other prior engagements.

After learning about how negative people can be when their energy is low, I had suggested that Carl bring most of his loans, if he could, to the 9:00 A.M. meeting. He would have a better chance of getting them approved. They still had to be solid loans, but he would get less push-back about them when he brought them up in the morning. Doing this wasn't the entire reason he broke the record, but it was effective. (If you currently hold meetings in the middle of the afternoon and they require thinking and positivity, consider changing the time to the morning.)

Carl also took twenty-seven vacation days last year, not including those extra "bank holidays" like President's Day and Veteran's Day. He chose to enact some boundaries around work. It made him more effective with less time. When was the last time you used up all of your vacation days? What if you showed up at your best at work because you were well-rested and fully engaged?

### **Energize by Doing What You Love - Lose the Talent Handcuffs**

At one of my *We Wanna Win* masterminds, I had an incredibly successful man come to a realization when I speaking on this topic of energy. He is multi-talented. The problem is that some of the things he's really good at, he doesn't enjoy doing. And because he's good at them, he thought he was stuck doing them. People pay him for his skills, so it makes sense that he would want to use them. The only problem? He realized that after he does one aspect of his job, it leaves him drained. He doesn't have golden handcuffs, but he did have talent handcuffs.

I came up with the premise of *talent handcuffs* when I thought about people feeling forced to do what they are talented at, even though it drains their energy. You may know the term "golden handcuffs" because this happens when people make too much money at their job and can't leave. As their paychecks went up, so did their lifestyle, and now they have to work in a job they don't want to because it pays the bills.

Talent handcuffs work the same way. You feel trapped or pigeonholed into doing certain tasks or jobs because you are skilled in that area or have created a reputation for doing them well. The only problem is that they leave you feeling exhausted and now you have less energy to do the things you enjoy. You are unable to create boundaries around doing these tasks because you're trapped by your talent.

Compliments can tighten the grip of your talent handcuffs. Have you ever kept doing something because someone gave you a compliment? Or you received recognition or an award for something you didn't like to do? I have been given the responsibility of organization for as long as I can remember. "Oh, you're so good at organizing, Rebecca! Can you help us with something?" I would keep doing things that drained my energy because I felt obligated to do them. I finally put some boundaries in place and those boundaries were the key to taking off my handcuffs.

News flash: The key to take the handcuffs off are already in your hand. Just like Dorothy had the power all along, you have control over what you do. Even if it's expected of you and you aren't the boss. You can have a conversation with your boss and tell him or her that you don't like doing that particular task and would gladly train

someone else to do it just as good, or better, than you're currently doing it. Or you can become known as an expert in an area you enjoy more and that brings you energy. Imagine how productive offices would look if employees were not only great at what they did, but they enjoyed it and were fully engaged. Say no to what depletes you. Those talent handcuffs come off when you make the decision.

What activity or activities are you talented at that drains your energy?

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How can you say no or delegate this task?

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### **No means Yes**

My friend Andrea's four-year-old son Bennett corrected me when he heard me say this to his mom. "No means No, Miss Wabecca." Saying No creates a Yes for energy. Saying no to things that drain your energy means saying yes to things that bring you energy. No means less stress. No means more sleep. More focus.

If you spend all your time and energy on tasks you don't like, there isn't room to do the things you love. We need to manage our energy and that means making hard decisions. We can have it all, just not at the same time, remember?

What is something you are currently doing that you need to say no to, in order to say yes to something else more important?

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### **Prioritize Activities That Bring You Energy, Even if They Don't Bring Income**

If there is an area that you aren't talented in but do enjoy, you also have the choice to improve your skill set. Remember what Peter Ferre' taught back in our "How" chapter? "If you don't like where you are, you can look to your habits, skills, and attitude." Do things strategically that bring you energy, even if you aren't paid for them once and a while.

I loved playing the tuba in school. I played all the way through college and was sitting courtside for the Final Four in New Orleans in 2003 when Marquette played Kansas. Dwayne Wade led Marquette there, but we lost in the first round. So, yes, I was a total nerd playing the tuba, but it was fun for me. I was good at it. I stopped after college because tubas are several thousand dollars, and I didn't make the time for it. Playing the tuba isn't an income producing activity for me, but it always did bring me energy. The positive side-effects of playing music and using the other half of my brain was so beneficial.

At the time of writing this book, I still don't have a tuba to play. (It's not on my vision board! Duh!) So I'm telling you that I'm going to put it on there, and, in 2020, I will find one to rent and start playing. If my family is reading this, I promise I'll play while everyone is out of the house. I'm excited to do something that doesn't require any expectations. It's not tied to some other goal or impact my income. It's just for fun. And for energy recovery.

What is something you do that brings you joy and energy (outside of work)? Or, what is something you used to do that brought you joy you want to reintroduce back into your life?

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### **Energize by Hanging out With People Who Give You Energy**

Life is a long race with sprints sprinkled in. As much as one may like consistency, there are times when you need to dig in more. When it pays to do more at certain times. When I sold insurance, we called those weeks trainmores.

We would get out of town as a team once a month. When I lived in Denver, we drove the beautiful I-70 route over Vail Pass and set up our "base camp" in Glenwood Springs. Territory was divided out among the small towns on either side and we would go up there to do nothing but work ten to twelve hour days. I usually added another week or two for my own selling because I could eliminate distractions easier. Every Sunday evening, we would gather for a team meeting to plan and visualize our weeks. There were usually extra bonuses tied to these weeks and it wasn't unusual for people to make \$8,000 - \$10,000 a week.

I'm assuming you've been part of a team before, either through sports, work, church, or your family. There is always someone who is negative. One particular Sunday, I spoke about the decision each person had in the energy they brought to the group. They could either show up every morning and night and take it away from others, or they could show up and contribute positive energy. No matter how great or how terrible our day went, we had the decision to what type of energy we brought home. "You either give energy or you take it away," I loved to say. Energy rubs off on your teammates. It matters.

Who you hang out with matters. Who you work with matters. Your *connection circle of significance* needs to bring you energy. Or at least leave you feeling more energized. I can spend hours with some people and feel amazing after they leave. (Yes, even though I'm an introvert.) There are others who complain non-stop or only talk about themselves and drain me in a matter of minutes.

Have you ever spent too much time with a sales prospect that talked so long and wasn't even a prospect in the first place that it messed with your momentum? Ever run into an acquaintance at the store and have them tell you their sob story and drama for the 50th time and they left you feeling annoyed, tired, and depleted? Ever go to an event or

meeting and have that one person who always says, “Yeah, but....” and ruins the experience for everyone?

What type of person are you? We can't be at our best all the time, and it's impossible to go through life without having something bad happen, but who are you when you show up? Do you show up expecting things from others? Needing something from them? Coming with an empty cup ALL THE TIME? When you walk into a room, do you wait for someone to say, “Oh, there he is!” Or do you walk in a room and say, “Oh, there you are!”

What type of energy do you bring to a room? Are you someone who brings energy or takes it away?

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### **Outcome Determined by the Intentional Energy Around It**

I'm competitive. It's become more abundantly competitive over the past few years, but my scarcity competitiveness in the past ruined several business opportunities for me. When the intention and energy around what we do and why we do it is off, the outcome usually doesn't work out the way we want it to.

I had mentioned earlier in the “How” chapter that I knew exactly how much insurance someone would sell based on their experience. The group of new recruits that sold the most on average came from a recruiting source that was limited. So, whenever I had a chance to work with one of them, I went all out.

Anyone knows that if someone is talented and a great prospect, chances are that another recruiter also knows that and is going after that same person. There was one time in particular where I had been the second person to get to a great recruit, and I knew I was losing to a competitor. I went out of my way to make it known that I wanted to work with them. Not because it was in their best interest, but because it was in my best interest. My manager, Nancy, being the wise sage that she is, tried to keep the energy around the situation positive. She knew that if my intentions weren't abundant and the tactics I used weren't aligned with my values, the outcome wouldn't come in my favor. I lost that recruit.

Do you do things because your competition is doing them? Do you work hoping you beat someone else, or that you win? The energy around your intention definitely impacts the result. Taking a few minutes to think about your intention and the energy you bring to any situation helps determine if it is worth you working for it the first place, and how the result will go. Once in a while, the “bad guy” wins in the short-term, but the long-term impact will always go to the one with the better energy.

What is a recent or current situation where your intentions had been or might be off? How can you change that?

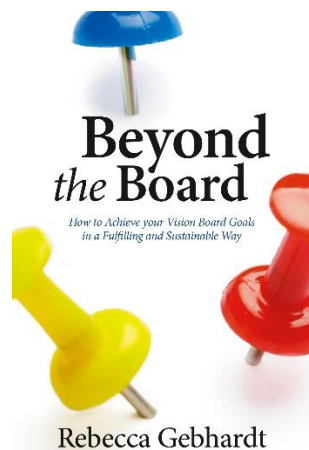
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## **The More You Give, The More There Is.**

My mentor Nancy loved to say, “The more you give, the more there is.” Most people have heard of “the more you give, the more you get.” But Nancy thought the energy around that didn’t sound quite right. If you do something so that you are getting something in return, your intention isn’t quite up to par.

I’m not saying to just give people your time when they ask, but sometimes it’s just nice to do things for others and not want anything in return. The Universe does have your back, and karma is real. If you’re looking to get something, try giving first and see how that feels and works. People talk about getting on a higher “frequency.” Raising the bar. Leveling up. That will only happen if we start living from an abundant and grateful position.



If you enjoyed this e-book about energy, you may enjoy the entire book *Beyond the Board: How to Achieve Your Vision Board Goals in a Fulfilling and Sustainable Way*. (This excerpt is Chapter 6 from that book.) You can learn more details about the book at [beyondtheboardbook.com](http://beyondtheboardbook.com), download a FREE workbook, and find a link to order.