Allow me to Introduce Myself…

And My Wife…Debbie
“You’ve Been Upgraded”
Paris! The Eiffel Tower! The Food!

Giving You An Opportunity To:

1. Be Happier in 75 minutes & 21 Days
2. Gain Insight Into Who You Are:
   1. Choice Theory,
   2. Internal Dialogue
3. Improve Communication...maybe even Coach the Boss.
4. Use simple QUANTUM TOOLS
The Two Psychologies
Understanding Control

- **Consider**: The seeds of almost all our unhappiness are planted when we *encounter people* who have discovered not only what is right for them...but what is, also, right for us.
  - Corollary: Almost all “unsolvable” human problems are relationship problems.

- **The Operational Premise**: Inject external control, punish the people who are doing wrong, so they will do what we say is right: then reward them, so they keep doing what we want them to do.
The Two Psychologies
Descriptions of Control

- External Pressure & Demand
- “Naturally” Coercive
- “Trying to force me”
- Disapproval (a disapproving glance)
- “I feel threatened”
- Damages personal freedom
- “Bulldozes” personal boundaries

The Two Psychologies
Understanding Choice

- Consider: Choice explains that for all practical purposes, we choose everything we do including the misery we feel.
  - Corollary: Other people can neither “make us” miserable nor happy. They simply give us information that we process and then decide what to do.
- The Operational Premise: Embrace internal control by understanding why and how we make choices that determine a course for our lives. (NGO)
Psychology & The Addiction to Normal

How do we make the Outlier...Normal?
She Had Stopped Dreaming.
Sent this to me the following day.

Office of the President
Hanoi, North Vietnam
Dear Sir,
I think you should release all prisoners. Let them come home because they need our help. They are in prison for no good. How will they help us?
Sincerely yours,
Kathy Robinson, age 8

This is your big tough intimidating “Boss”
Met Kat at Barberitos…Last Year

Kat wants to be a “success someday”…I think She is…NOW! What do you think?
She wants to make her Dad proud.

Our Internal Narrative, Language & Beliefs

- Create Our Experience
- “Patternize” Our Responses
- Get us Stuck or Create Adventure
- Open us to POSSIBILITIES
Positive Psychology

- External world does not predict happiness. How wealthy you are does not predict happiness.
- Traditional Success Model: Have...Do...Be Successful
- Current Science of Success: BE HAPPY...Do...Have
- 75% of job success predicted by “how positive” we are. (Hom & Arbuckle, 1988)
- We are more intelligent when we are happy (Estrada, Isen & Young, 1997)
  - When happy dopamine is released that sustains feelings of happiness and “TURNS ON” learning centers of the brain.

When we are happy...

(Lyubomirsky, 2005; Losada 1999; Fredrickson, Branigan, Kaufman 2003)

- Better at keeping our job
- Superior productivity by 31%
- 37% Better at sales
- 19% Increase in physician performance
- More resilient
- Less burnout
- Less turnover
- Increase in immune function
When we are happy...
(Lyubominsky, 2005; Losada 1999; Fredrickson, Branigan, Kaufman 2003)

- **Enhanced creativity**
- Expands ability to build competencies
- Primes cognitive flexibility, speed and accuracy
- Improves Team Function (High functioning teams had a 3 to 1 ratio positive to negative)
- Improves employee “bounce back” after criticism
- Clarifies difference between “flourishing” and “languishing” corporate teams

Complete These Thoughts

- Peanut Butter and ________.
- Scrambled Eggs and ________.
- Cookies and ________.
- Steak and ________.

Let’s go a step further.
Mind Freak

David Blaine…Street Magic

YOU LEARN HIS MAGIC
Carnac the Magnificent… Knows All!

Increasing the Level Of Difficulty

• I am going to predict your answers to two questions.
• I am going to recite a series of numbers that I want you to write down and then I am going to ask you a question.
• We will do this twice.
The Possibilities

How many colors are there?
• Unlimited
• Your computer displays 16.8 million colors.
• The human eye can distinguish about 10 million.

How many furniture items are there?
• Limitless…
• How many types of trees are there?
• How many types of covering are there?
You are the best **STORYTELLER** you know… You believe your own stories.
We get Emotionally behind the stories we BELIEVE…whether True or Not

Willing Suspension of Disbelief:
Emotionally Respond to What is Not True
Animal Planet’s: Finding Bigfoot
“It’s A Squatch!”

Remember the Stampede Scene from Lion King?
What story will he tell himself as he grows up?

“In Common” Patterns of Impoverishing Stories

- I’m not good enough.
- There’s not enough time.
- That’s unfair.
- I should be different.
- I don’t deserve a great life.
- Why bother? I never make it anyway.
- I have to control everything to make it work out.
More SELF-LIMITING Stories

• Nothing can go wrong on my watch.
• If I am super responsible, things will be OK.
• I can’t ask for help.
• It’s every man for himself.
• I can never relax.
• We never have enough.
• Nothing ever works out for me.
• LIFE IS HARD.

What if we thought…COMMUNICATION at work was like going to WAR?

• The demands made on me are indefensible.
• My ideas always get shot down.
• Those criticisms were right on target.
• Defend yourself if you want to win.
• I demolished that argument.
• You disagree.? Okay, shoot.
• If you use that strategy, he’ll wipe you out.

HOW DOES THIS FEEL?
What if we thought…COMMUNICATION at work was like DANCE?

- What would we be trying to accomplish?
- Would there be a winner and a loser?
- Are we combatants or performers?
- Are we defeating the enemy or performing in a balanced and pleasing way?
- Are we demolishing arguments or learning to keep in step with one another?

HOW DOES THIS FEEL?

10 Minutes A Day for 21 Days

1. **Pythagorean Breathing**
2. Go on vacation every morning for 1 minute.
   - Think about your most relaxing and/or fun vacation.
   - Is it a beach? Then watch & listen to a YouTube video of a peaceful beach scene for 1 minute.
3. Find a picture of yourself smiling from when you were “little” and look at it.
4. Write 3 things for which you are grateful
5. Write and send an encouraging email to a friend, colleague, family… (NGO)