Stuck on the Escalator: What We Know About THRIVING

How to Grow Your Mental Fitness
What is **Mental Fitness (PQ)**?

“I can live life with grit and determination... or with joy, peace and happiness. I can grow through my life’s journey... or I can slough through it.”

**PQ Definition**

The capacity to respond to life’s challenges with positive growth-oriented, joy and fulfillment rather than restrictive, stagnant, and limiting beliefs.
PQ Impact

- Peak performance at work, in life, and everything in between
- Peace of mind / wellness
- Healthy relationships
- Happiness
Field research includes **results from**...

- Hundreds of CEOs and their executive teams
- Stanford students year after year
- World-class athletes
- 500,000 participants from 50 countries
- And for me, over past 5 years, taking hundreds of clients through PQ work
Power of Factor Analysis

- Discovers the **root cause**
- Results in **radical simplification**

**Example**
At the root of thousands of colors are only three factors:

- Red, Blue, Green
Results of Factor Analysis Research

Only three core muscles are at the root of “positive intelligence”

01 Saboteur Interceptor
02 Sage
03 Self-Command
10 Saboteurs
- Brainstem
- Limbic System
- Parts of Left Brain

5 Sage Powers
- Middle Prefrontal Cortex
- Empathy Circuitry
- Parts of Right Brain
Motivates you through negative emotions...
...fear, stress, anger, guilt, shame, insecurity

Motivations you through positive emotions...
...empathy, curiosity, creativity, passion and purpose
10 Saboteurs

- Might generate success, but NOT happiness

5 Sage Powers

- Generates your highest success and sustained happiness
10 Saboteurs
1. Saboteur Interceptor
2. Sage
3. Self-Command
The Judge
Who is Your Judge?

- Who does your Judge, judge the most?
  - Yourself?
  - Others?
  - The situation?
- What does your Judge feel like?
- What might be your Judge’s name?
Anxiety-based need to take charge and control situations and people’s actions to one’s own will.

Perfectionism and a need for order and organization taken too far.

Loses self in comforting routines and habits. Procrastinates on unpleasant tasks.

Dependent on constant performance and achievement for self-respect and self-validation.

Indirectly tries to gain acceptance and affection by helping, pleasing, rescuing, or flattering others.

Persistent and extreme focus on internal feelings, particularly painful ones.

Continuous intense anxiety about dangers and what could go wrong.

Intense and exclusive focus on the rational processing of everything, including relationships.

Restless, constantly in search of greater excitement in the next activity or constant busyness.
Renee, here are your results

- Hyper-Achiever: 7.5
- Hyper-Rational: 6.9
- Controller: 6.3
- Stickler: 5.6
- Restless: 5.0
- Victim: 3.1
- Avoider: 3.1
- Hyper-Vigilant: 1.3
- Pleaser: 0.6
Stickler

Perfectionism and a need for order and organization taken too far.

Characteristics
• Punctual, methodical, perfectionist.
• Can be irritable, tense, opinionated, sarcastic.
• Highly critical of self and others.
• Strong need for self-control and self-restraint.
• Works overtime to make up for others’ sloppiness and laziness.
• Is highly sensitive to criticism.

Thoughts
• Right is right and wrong is wrong.
• I know the right way.
• If you can't do it perfectly, don't do it at all.
• Others too often have lax standards.
• I need to be more organized and methodical than others so things get done.
• I hate mistakes.

Feelings
• Constant frustration and disappointment with self and others for not living up to ideal
Do you know your Saboteurs?

What impact have they had on your life?
1. Saboteur Interceptor
2. Sage
3. Self-Command
Saboteur Interceptor

Looking at your saboteur instead of looking through it
Saboteur Interceptor

Looking at your saboteur instead of looking through it

> When negative emotion comes up, call it out
> Name the saboteur, objectify it
> Use self-talk: “Oh, there’s my <saboteur> again.”
Are negative emotions ever good for you?
Is pain good for you?
Negative emotions...

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

✓ All tell HUGE lies
✓ Show up during stress
✓ Your saboteurs incite mine
✓ Protect us from hard work
✓ Seductive, alluring, “comfortable”
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**
5 Powers of Sage

▸ Empathy
  ▶ See the child

▸ Explore
  ▶ Curious Anthropologist

▸ Innovate
  ▶ Yes and...

▸ Navigate
  ▶ Flash Forward

▸ Activate
  ▶ Pre-empt Saboteurs
Sage Perspective

Every outcome or circumstance can be turned into a gift or opportunity.
The Stallion Story
Sage Perspective

What are some of the GIFTS or OPPORTUNITIES of:
Covid – 19?
Divorce?
Job Loss?
Summary Question

Which Perspective is True?

**Saboteur:** “This is bad”

or

**Sage:** “This is a GIFT”
Summary Question

Which Perspective is True?

1. **Saboteur:** “This is bad”
2. **Sage:** “This is a GIFT”

**Answer**

Whichever you believe becomes true. Your mindset is everything.
1. Saboteur Interceptor
2. Sage
3. Self-Command
Consciously telling your mind what to do.
What is PQ?

- Positive Intelligence Quotient
  - Aim is to have a minimum ratio of 75%
  - 3 positive thoughts for every 1 negative thought
Your PQ Operating System

1. If you’re feeling negative emotions, STOP.
2. Note you’re in Saboteur mode – call them out.
3. Do some PQ Reps to quiet Saboteurs - and activate Sage part of your mind.
4. Assume the Sage Perspective that every problem can be converted into a gift or opportunity.
5. Generate the gift or opportunity by using the 5 Sage powers of empathy, innovation, navigation, deep insight, 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...

20% Insight
Lasting, positive change requires...

- 20% Insight
- 80% Application
Success requires intense initial practice

You can’t defeat a gang of 10 bandits by sending one new fighter per day for 100 days!
Success requires intense initial practice

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

- PQ Growth =

  Insight + 15 minutes/day for 6-8 weeks
Seen Results

- Within 6-8 weeks of mental fitness training you'd be able to see the results in MRI imaging:
  - **Increased grey matter** in the PQ Brain region, home to your Sage (positive mental muscles)
  - **Decreased grey matter** in the Survivor Brain region, home to your Saboteurs (negative mental muscles)
IMPACT OF POSITIVE INTELLIGENCE

BASED ON RESEARCH COLLATED BY SHIRZAD CHAMINE

- **Sales People** sell 37% more
- **Live 10 years** longer
- **Lower stress**
  - Increased happiness
- **Teams perform** 31% better
- **3x more creative**
Impact of Program

- At MetLife, trained salespeople outsold the control group by 37%
- Motorola recorded improved productivity in 93% of trained employees
- In a UK restaurant group, higher competency resulted in 34% greater profit growth
- At Sanofi-Aventis Pharmaceutical, the average salesperson with improved competency sold $55,200 more per month
- At L’Oreal, strength in these competencies resulted in $91,370 increase per sales person
- At CIBC, strength in these competencies account for 32% of booked sales and 71% of pipeline sales
Summary

Saboteurs

Judge
- Self
- Others
- Circumstances

Accomplices
- Avoider
- Controller
- Hyper-Achiever
- Hyper-Rational
- Hyper-Vigilant
- Pleaser
- Restless
- Victim
- Sticker

Sage

5 Powers
1. Empathy
   See the child
2. Explore
   Curious Anthropologist
3. Innovate
   Yes...And
4. Navigate
   Flash Forward
5. Activate
   Pre-empt Saboteurs

PQ Score % = positive thoughts/# of thoughts

> 75% positive vortex, uplifted

3 Strategies
- Weaken Saboteurs
- Strengthen Sage
- Build PQ brain muscles

Positive Intelligence®

used with permission by Shirzad Chamine and Positive Intelligence
The Positive Intelligence (PQ) Program
Think about your top saboteur

- What is the biggest lie it tells you? What does that feel like?
- What impact are your saboteurs having on your life, your relationships and your ability to be happy?
- What would your life be like if you silenced those saboteurs... and at the same time, strengthened your sage? What would that feel like?
Thank You!