



High Performance when it really matters

Practical Tips

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Few pro-state involvements (Iraq, Africa,
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Picture: MOD OGL approval, 22nd Reg SAS



ROAD TO FAIL

Fear to fail = fail

Constant
worrying; Hiding
from
responsibilities

Defensive
behaviour and
panic – destroys
the ability to
make intelligent
decisions

Bad habits

Not sure how to re-invent yourself and to
replicate the success

Lost priorities

Lost
opportunities

Perception (steady and calm)

Burn out

Lost passion



PROBLEM STATEMENT

We deal today only with your professional engagements

We look for

Understanding what is not working

Few practical tips to progress constantly towards High Performance

We would like to get

New sense of vital energy

Confidence to be able to focus and to keep going after you've enjoyed the initial success

High Performance = succeeding beyond standard norms, constantly over a long term



WHAT IS NOT WORKING

Work hard

Be positive, be passionate

Personality to succeed

Focus on your strengths

Practice a lot

**Work-life balance is good
enough to keep me energized**

Technology will save us

WHAT TO AVOID

Feel of superiority

Destructive dissatisfaction

Neglect



6 HIGH PERFORMANCE HABITS

Seek Clarity

Always remember that the main thing is to keep main thing the main thing

Generate Energy

Release tension, set intension; Remember we need stress

Raise Necessity

Know who needs your game

Drive for Productivity

Drive the output that matters, forget about the matters that should not be done at all

Avoid the work-life balance trap

Develop Influence

Challenge people to grow; act as CEO in crisis

Demonstrate Courage

Honor the Struggle; Find someone to fight for



SEEK CLARITY – tip

Remember where you are

You are responsible for your own curriculum in life, including your skills

Always look for skills development in your primary field of interest

Look to the future and obsessively identify and learn the skills of the future

Try to reconnect those skills with your passions in life

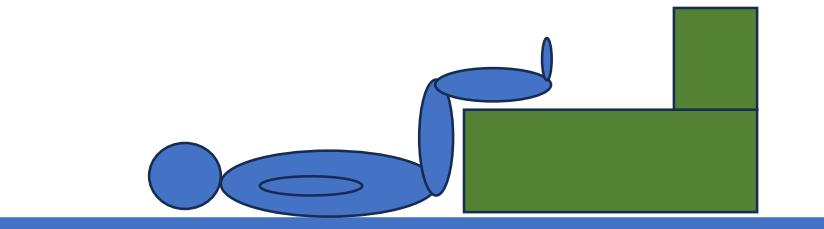


GENERATE ENERGY – tip one

Set up you calendar of regular workouts and stick to it!

Sleep well

Use box technique 4-7-8 to breath; recur few cycles
“Thinking wave” from the head to your feet



Breath well

Respiratory cycle lasts 4-5 s. Inflation and exhalation 2 s. Pause 2-3 s and can be safely extended to 8-10 s.

Develop your own “energizing prompt”



GENERATE ENERGY – tip two

Release the stress and fear by preparation and planning

Visualisation – anticipate fears

Run the scenario in your head and imagine your reactions, what you are going to say, what other may respond and how you react

Talk the scenario “What if” and “What then”

Energy follows our attention – do not waste it

Have plan for hard times

Find an anchor

In the stressful situation find one positive element and stick to it; start from this point



DRIVE THE PRODUCTIVITY – tip

U.S. Army Manual for High Performance Teams (Virtual Meetings guidelines)

All members attend the meeting in the same way

Conduct a mandatory screen-sharing conference

Have a timed-out agenda for the meeting to avoid losing the precious resource of real-time communication

Begin each meeting by getting “voices in the room”

Send “read-aheads,” avoid status reporting, and spend most of the team’s time resolving conflict and making decisions

Check in with everyone periodically during the meeting

At the close of the meeting, ensure members participate in a brief after action review