

MADHOUSE

MIND OVER MARKET



FROM STRESS TO SUCCESS

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CHAPTER 2

A BLUEPRINT OF THE MIND THE BASICS OF GOOD MENTAL HEALTH

"Mental Health is not a destination, it's about how you drive, not where you're going."

~ NOAM SHPANCER, PH. D. PSYCHOLOGY, AUTHOR,
"The Good Psychologist"

The Foundation: What is Mental Health?

To weather the storms you encounter in real estate and in life, you need to understand the ship you're sailing in. Like the properties you help clients buy and sell, your mind comes with a unique set of blueprints. By understanding the basics of good mental health, you can build a solid foundation for your career and your life.

You wouldn't build a house without a solid foundation, and you can't protect your mental health without an understanding of how it works. Mental health refers to your *emotional, psychological, and social well-being*. It's how you think, feel, and behave. It's how you handle stress, relate to others, and make decisions. It's a critical aspect of your life that influences your potential, energy, and relationships—your capacity to be your authentic self.

The Architecture: Components of Mental Health

Now that we've laid the foundation, let's look at the architecture of mental health and the pillars that support it: *emotional, psychological, and social well-being*.

Emotional well-being is how you experience and manage your feelings. It involves governing and expressing emotions, whether they are as joyous as a first-time homebuyer, or as challenging as a deal gone awry.

Psychological well-being includes your ability to maintain a healthy inner world. It's your resilience, self-esteem, and search for purpose and meaning in your actions—even when nothing seems to go right.

Finally, your *social well-being* concerns your relationships with your clients, colleagues, family, and, most importantly, yourself. It includes creating and maintaining fulfilling connections and a sense of belonging while setting the necessary boundaries to protect your peace.

The Materials: Mental Health Risk and Protective Factors

To create a solid structure, you need to choose the right materials. When it comes to your mental health, these materials are the factors that can protect it or put it at risk.

Risk Factors include biological factors, like genetics and brain chemistry, as well as life experiences like trauma, addiction, or abuse. But remember, risk doesn't predict damage. A property in a flood zone isn't doomed to be swept away, and your personal factors don't dictate your mental health destiny—they simply mean you need to take some extra precautions.

Protective Factors are the reinforcements that help your structure stand firm. They include practicing self-care, having a solid support network, and learning healthy coping mechanisms. When your load gets heavy, you need to know when to lean on that solid support beam, whether it be a trusted friend, broker, or mental health professional.

The Defects: Identifying the Flaws and Making Repairs

In real estate, we regularly encounter houses in various states of disrepair. Some have obvious and visible flaws, like a cracked foundation, while others have issues hidden behind a seemingly sturdy facade. Like these houses, our minds can have issues that need our attention and care. By recognizing them, we can start the process of making necessary repairs.

Visible and Invisible Defects: Common Mental Health Issues

Anxiety and depression, burnout, substance abuse, and chronic stress are among the most common mental health issues that affect real estate professionals. Like challenges in a building project, these can be visible or hidden, but all are significant. Let's look at the issues and their impact on you and your business.

- *Anxiety and Depression:* Often underdiagnosed and unaddressed, these can significantly impact your quality of life. Market fluctuations, constant networking, and high-stakes negotiations can all contribute.
- *Burnout:* Widespread in real estate, high expectations, long hours, and pressure to always be available can leave you emotionally, mentally, and physically exhausted.
- *Substance Abuse:* This can become an unhealthy coping mechanism for the pressures of the job, exacerbating stress and leading to new problems.
- *Chronic Stress:* Given the volatility and competitiveness of the business, chronic stress can become a constant companion.

Reinforcements and Repairs: Strategies for Mental Health Wellness

Just as there are many ways to repair a house, there are many strategies to address mental health challenges:

- *Anxiety and Depression:* Professional help is crucial. Providers can offer essential tools such as cognitive-behavioral therapy, medication, or mindfulness techniques.
- *Burnout:* Setting boundaries between work and personal life is critical. Learn to disconnect during downtime and allow for rest and rejuvenation. Remember the power of "no" when overloaded.
- *Substance Abuse:* Professional intervention is advisable. Detox programs, therapy, and support groups can all play a role in recovery.
- *Chronic Stress:* Regular exercise, a nutritious diet, mindfulness practices, and maintaining strong social connections are coping strategies that can make a difference.
- *Support Network:* Just as a structural engineer can advise on building defects, mental health professionals can provide needed support and advice when dealing with mental health challenges.

Inspections: Mental Health Maintenance

Just as a home inspection identifies property defects, regular inspections of your mental health can help prevent minor issues from becoming major problems. Check in with yourself regularly, notice any changes in your mood or behavior, and seek help if something isn't right. Emotional issues don't define you any more than a house is defined by its flaws.

Awareness, care, and the right strategies can fortify your mental health and help you build a real estate career that is both financially and personally fulfilling.

Renovation: Destigmatizing Mental Health and Seeking Help

Understanding the basics of mental health means realizing when it's time to call in the professionals for renovation. Mental health professionals can offer help when needed, giving you the strength to acknowledge that you don't have to do it alone. Just as we advise clients to call an electrician rather than tackle dangerous wiring themselves, you should embrace professional help when needed.

Pay attention to your mental blueprints. Are your *emotional, psychological, and social well-being* pillars strong? Are you mindful of the risks and actively employing protective factors? Are you unafraid to seek renovation when necessary?

Embrace your vulnerability, acknowledge when things aren't okay, and seek help. It's not about winning or losing; it's having the courage to show up when you can't predict or control the outcome. Your mental health is your strength, and tending to it is the bravest thing you'll ever do.