

# Energy Audit

the #1 factor for better health, relationships and performance in life and at work



# 10X



physical  
emotional  
mental  
spiritual



wendy passer  
THINK BETTER, LLC



Change your energy  
and you will  
change your world...

Most of us don't have enough **space** in our lives to simply be. We are living in times of overwhelming busyness and distraction.

We find ourselves caught up in some kind of **endless doing**.

We train ourselves to focus so that we can continue **to do** for extraordinary lengths of time in order for us to **have** more and maybe at some distant point in the future we will eventually find the time to **be**.

This seems backwards to me and it is our energy that is **suffering**.

Too much of everything is like a **modern sickness**, it can be distracting and put us under unnecessary amounts of pressure.



*My intention with this e-book is to inspire you to become...*

*more aware,  
more conscious of  
yourself  
and your energy.*



What  
happened?

When did our  
lives become so  
busy?

## How did we fill our days with so many things?

*Many of us spend our days racing to catch up with ourselves. There are ever increasing demands being made on our time and it can be difficult to know where to turn and what to do next.*

As we are pulled in different directions we are also confronted with the ever-growing list of ways to communicate with our nearest and dearest, with cell phones, texts, and emails, not to mention Facebook and other social networking sites. They all seem to accelerate our stress rather than improve the quality of our relationships.

Couple this with the ambition many of us have to lead a successful life and we are well on our way to burn-out.





Despite the fact that many of us have way too much going on in our lives, in my role as a coach I still meet people on a daily basis who want **more**.

**More** freedom, **more** love, **more** confidence, **more** energy, **more** sales, **more** money, **more** time, you name it... someone somewhere will want more of it.

The irony is the solution to our need for more often entails doing **less**.

The more we have in our lives the more successful many of us think we'll be, but the exact opposite is often true. In what has been termed the "**paradox of choice**" a large amount of choices can become overwhelming instead of liberating.

In order to avoid the panic of being too busy to think we need to give ourselves **permission to stop**. We need to come back to our core and regain our energy.



The way we're working isn't working...



“The world belongs to the energetic”  
-Ralph Waldo Emerson



How effectively do you manage your personal energy across the four key dimensions?

# PHYSICAL ENERGY

We all know someone who has more energy than the rest of us. Some of us are just born with more energy, And the good news is that if that is not you - **you can increase your energy.**

The most basic human need is to spend and recover energy, You are not a machine, you are a human biological system designed to pulse between periods of

high activity and rest. All systems in your body pulse rhythmically when they are healthy. We now know the body operates in 90-minute cycles, known as “ultradian rhythms” during which we move from a state of alert to fatigue.

## What does this mean for you in your organization?

It's not the number of hours you work that determines the value of what you produce, but rather the **quantity, quality and focus** of the energy you bring to your work. Recent research is clear that great performers characteristically focus for periods of no longer than **90 minutes**. They listen to their own body needs, find their own rhythm and take breaks to rest and refuel. By working aligned to their own energetic rhythm they find it is possible to get more done in less time at a much higher level of quality.

## And I get it. This is counter-intuitive.

As the demands on our physical energy intensifies, you may find yourself instinctively pushing to work harder and longer hours which will only further deplete your energy reserves and undermine your productivity and sustainability.

66%

**Team Leaders who don't take regular breaks to renew and recharge**

76%

**Team Leaders who don't regularly get 7 hours of sleep per night and wake up feeling tired. The truth is 95% of us need this to feel fully rested.**

## CONSEQUENCES OF LOW PHYSICAL ENERGY

- ▶ Exhaustion
- ▶ More mistakes
- ▶ Lower productivity, poor quality work
- ▶ Higher impatience, frustration and anxiety
- ▶ Eventually leading to ill health



# EMOTIONAL ENERGY

Your emotional energy is closely linked to your physical energy field which means that if you are blocked here it is likely to affect your physicality.

When I ask clients **how they feel** when they are truly performing at their best, without exception they speak of emotions like happy, confident, excited, enthusiastic and engaged.

They talk about being **“in the zone”** where everything else falls away. What these emotions have in common is that they embrace both positive energy and high energy. If you want to be successful in leading you need to **maximize your performance** and spend as much time as possible “in the zone”.

Negative emotions are **toxic**. They encourage greater reactivity as they interfere with rational, logical thinking and quickly burn through people’s energy reserves. The truth is negative emotions are **not good for business**.

The speed of change today, coupled with increasing competitiveness leads to an increase in fear. Educational leaders today are concerned about their school’s survival which alone can push them out of “the zone” and into an emotional state.

We now know that **how people feel profoundly influences how they perform**. The more intentional you become about fueling yourself with positive emotions the more effective you're likely to be. This is as true for when you are “front of stage” coaching and also “backstage” when you are collectively aligning team leaders in your organization.

89%

**Team Leaders who often feel stressed especially as demand increases**

72%

**Team Leaders who find themselves feeling irritable, impatient and anxious in their daily work-related activities**

## AMERICANS LEAD THE FIELD

The average american is :

- ▶ More than 20% likely to eat lunch at their desk than the average European or Asian
- ▶ 7% less likely to take regular breaks than the rest of the world
- ▶ 10% less likely to take time for reflection, strategizing and thinking creatively
- ▶ 5% less likely to take time for the activities they most deeply enjoy



# MENTAL ENERGY

How we think can limit what is possible to us in life and business. Your capacity to focus your attention is under siege. There is **more information available** to us now than ever before, and it's coming our way faster and in more easily accessible ways. Everywhere we look people are demanding our attention, waving at us to come this way or do this or that and it can be **overwhelming**. As Simon Herbert declared in 1978 "A wealth of information leads to a poverty of information"

I notice that more often than not, people are not making conscious choices about **where to invest their energy** or focus their attention. Instead they suffer from "shiny object syndrome" shifting their attention in reaction to something new, something more inviting or interesting.

This is where **we lose ourselves** in our professions. We forget what matters most and rather than committing to an agenda of our own, we give up our attention to the most urgent request or demand at that moment. And as result we lose productivity and become less efficient.

Many of us are **not really present**. We are partially focused on what we're supposed to be doing whilst continuously scanning the environment for other more exciting stimuli. When we split our attention this way, we not only undermine our relationships with others we also remember and retain less. Our connections suffer and so does our ability to deliver excellence in our business.

**Gaining control of our mental energy is the number one challenge.**

75%

**Team leaders who spend too much time reacting, firefighting rather than focusing on longer term leverage**

68%

**Team leaders who have difficulty focusing on one thing at a time and are easily distracted especially by email**

## THE MYTH OF MULTI TASKING

Recent research shows that less than 2% of the population actually have the capacity to multi task - for the rest of us it is a myth. The truth is we can only focus on one thing at once. When one person moves their attention from a primary task to another one it adds an average of 25% to the completion time.



# SPIRITUAL ENERGY

Spirituality is becoming **more accepted** as an important element in today's business environment. Clients want to build relationships that go beyond the transactions - they want coaches who are radical, real and resonant.

The truth is that when we find the space to reflect deeply upon why we do what we do, we find the resonant language to open up **a deeper level of conversation** with our clients. Defining, reflecting upon and evolving our core values, getting clear about the cornerstones of our leadership and our larger purpose is a **powerful source of energy** and direction.

The challenge is that the **inner journey** requires quiet, uninterrupted space which is an incredibly scarce commodity in today's world. As a consequence, few of us find the space to pause and **really consider why** we are doing what we are doing, where we are headed or what the consequences of our actions are likely to be. Instead we spend our time feeling compelled to continuously act, react and **we get lost in the transactions** of leadership.

The truth is your organization has the potential to build community, it has the potential to inspire and move others into profound transformations. You have the power to move others however you won't be able to do this unless you move yourself first. **If you want to 'teach it' you need to live it first.**

If you want to **inspire others** you must first go beyond yourself to integrate and embody a larger perspective in life.

60%

**Team leaders who state that their business decisions are more influenced by external demands rather than a clear sense of purpose**

61%

**Team leaders who cannot articulate why people should work with them**

## WHAT IS YOUR DEEPER WHY?

The meaning that we bring to life, our motivation, our mojo is what moves us into action. Our spiritual connection to something that is bigger than us is so important as it can orient our lives. It motivates us to get out of bed in the morning and gives us the clarity that emerges with a purposeful why.



PLEASE TAKE  
**RESPONSIBILITY**

FOR THE

**ENERGY**

YOU BRING

INTO THIS

**SPACE**



wendy passer  
THINK BETTER. LLC

# YOUR ENERGY TO CHANGE

Life demands have increased massively for most of us over the last 5 years. We try our best to juggle competing priorities between ourselves, friends and family and our careers or businesses. There just isn't enough time in the day for most of us to achieve what we'd like to accomplish. Let's take a look at your personal energy as it will be the foundation from which, you will find your capacity for change.

Check the sentences that are **true** for you...

## PHYSICAL ENERGY

- ✓ I don't regularly get 8 hrs of sleep each night
- ✓ I often wake up feeling tired and suffer from a lack of energy in the afternoon
- ✓ I often miss breakfast or eat on the run
- ✓ I often eat lunch at my desk, if at all
- ✓ I don't exercise enough (guidelines suggest cardio-vascular 3 times a week and strength training once a week)
- ✓ I don't take regular breaks during my working day

## EMOTIONAL ENERGY

- ✓ I often feel irritable or impatient at work
- ✓ I don't have enough quality time with my family and loved ones
- ✓ I frequently worry about my work when I am supposed to be doing other things
- ✓ I have too little time for me, for the things I love to do
- ✓ I don't stop often enough to notice my progress and accomplishments
- ✓ I don't find enough time to appreciate others or simply to smell the roses

## MENTAL ENERGY

- ✓ I am easily distracted especially by emails
- ✓ I have difficulty focusing my attention on one thing
- ✓ I spend much of my time reacting and responding to demands
- ✓ I can't find the mind space to really focus on things with longer term value or higher leverage
- ✓ I don't take enough time for creative thinking and self-reflection
- ✓ I work into the evenings and on the weekends

## SPIRITUAL ENERGY

- ✓ There are significant gaps between what I say is important to me in my life and how I spend my time and energy
- ✓ I don't have a clear sense of purpose in my life
- ✓ I don't spend enough time doing what I do best and enjoy most
- ✓ My decisions are often driven by external demands rather than my own intuitive sense
- ✓ I don't invest enough time in making a positive difference in the world
- ✓ I get the sense that there is more to life than this, but I'm not doing anything about it

# HOW IS YOUR OVERALL ENERGY?

This will give you some insights into how you are generally managing your energy - it is this score which will contribute to your general sense of vitality and well-being.

**Total number of true statements =**

# YOUR OVERALL SCORE GUIDE

## Scores:

- (0-5 )** You have excellent energy management skills!
- (6-10)** You are reasonably good at managing your energy.
- (11-15)** You will be suffering from a general lack of energy.
- (16-20)** Oh no! You are suffering from a complete energy management crisis!

*Now, let's take a look at your scores in each quadrant to see where exactly you may be leaking energy or where specifically, your energy challenges are hidden. Count up the number of true statements you have scored in each quadrant:*

**Physical energy score :**

**Mental energy score :**

**Emotional energy score :**

**Spiritual energy score :**

## **GUIDE TO QUADRANT SCORES :**

**0-1 Excellent energy management scores** - *Well done! You will be healthy and full of vitality in this area. Others will be attracted to your positive energy.*

**2 Strong energy management scores** - *Great! You are effectively managing your energy and living this area of your life in a healthy and positive way.*

**3-4 Significant energy issues** - *You will know the difference when you are neglecting your energy in this area as you will immediately feel your energy draining away.*

**5 Poor energy management scores** - *Warning! You really need to change your energy habits in this area before you burn-out completely.*

**6 Complete energy management crisis** - *Danger! It is time for you to stop, re-evaluate and change your habits immediately, before you burn-out (if you haven't already!) Your energy is really suffering in this area.*



Three places to invest  
your energy for maximum  
results

# 1

## Invest in Yourself

### **You need to look after yourself first.**

Think of this as a gentle reminder, if you don't look after yourself and your energy you won't be able to have the impact you want in the world. It's that important.

And how you show up matters. You need to do the inner work necessary to be an extraordinary human being, the more "YOU", you become, the more you will draw people towards you, the more clients will pay for your services and the more fun your life will be.

There is no-one like you in the world and in a planet of 6.4 billion people you are a scarce commodity. Take a stand for the authentic you in your leadership role and your energy will soar.

# 2

## Invest in your coaching

**It's not enough for you to be a good team member, you need to be an extraordinary team leader.**

Invest your energy in becoming the best coach you can be. You need to be fearless and speak the truth, say boldly what needs to be said and hide nothing.

Show your team what they cannot see for themselves and say what no-one else would dare to say. Be disruptive. It doesn't matter who your client is, they are not paying you for your time, they are paying you for their life to change.

Don't be afraid of stepping into your power as a coach, your mentees want you to lead them in extraordinary ways. Come out from behind yourself, step up and change a life.

# 3

## Invest in your team

### **You need to invest your energy in mastering your team leadership.**

There is no point being the best coach in the world if you don't have the skills or the capacity to get your work out into the world in a consistent way. If you or your organization is going through a major change, you need to learn the skills required to sustain the success and lifestyle you want for yourself.

The good news is that it has never been easier to grow professionally. All you need to do is get clear on what you want to create in the world and then go out and build it.

You will need a growth mindset, a process to create happy stakeholders and the skills to build a platform of influence online/offline. This means a strategically leveraged organization with structures and systems that will take the stress off your shoulders and give you the freedom you desire.

# You are at the very core of your life and profession.

How you choose to invest your energy is more important than you may think. The quality of your energy determines the quality of your success.

Unlock your energetic intelligence. Use your energy to develop a personal presence and design a life and profession that fully expresses your passion to make a difference in the world.

Redefine your organization, your leadership and your life.

And above all, take care of your energy.



For more information, about our programs and coaching email:

[wendy@wendypasser.com](mailto:wendy@wendypasser.com)

[www.wendypasser.com](http://www.wendypasser.com)