

Driven Behavior Vs Accomplishing Our Goals With Ease

**Overdoing it physically (or mentally) is not the answer –
Finding the Balance that comes with Clarity, Focus, and a PLAN**



**Member Monday with
Coach Donna Stott**
Professional Certified Coach
Your Coaching Matters



We have talked so far this year about our Energies of:

**Time
Relationship
And Creativity**

We focus July and August on Number 4. **Physical Vitality**. (The remaining two are 5. Money and 6. Enjoyment)

And as we move into this Energy, remember to use this consciously... along with the other 5 Energies and resist moving into Driven Behavior that wears us out and creates thoughts like “This is just too hard.”





For many of us Success and
perhaps our LIFE is about
“Peak Performance.”

Doing more, more, more... and
doing it better... and faster.



And while success in sales includes a bit of this, as much as you may want to run full speed ahead that's not always the best course of action.

What is Drive?

In the way we are discussing Driven Behavior today, we are talking about DRIVE that has gotten out of control.

NOTE: Drive can be good. Driven Behavior, not so much.

A few definitions:

DRIVE: An innate determined urge to attain a goal or satisfy a need.

As a Verb DRIVE: To propel or carry along by force in a specified direction.

*“Psychologists distinguish between drives that are **innate** and directly related to basic physiological needs (e.g., food, air, and water) and drives that are **learned** (e.g., drug addiction).*

Among the drives or needs that may result in driven behavior are achievement, activity, affection, affiliation, curiosity, elimination, exploration, manipulation, pain avoidance, sex and sleep.”

What is Driven Behavior?

Driven Behavior is often unconscious. When we look, see and tell the truth about what we are doing and how we are spending our time, we may be surprised to see it.

Sometimes we find ourselves pushing. Perhaps repeatedly doing things that result in no satisfaction... or satisfaction that is short-lived rather than lasting. (Games on our phones perhaps??)

Our desire to move away from discomfort can propel us into driven behavior. Discomfort may come from approaching the Border between our Visionary Reality and Our Goals in Physical Reality. That discomfort is normal, AND... even if we KNOW that we may still do things to avoid it.

Running from this discomfort can create patterns that we don't notice – don't pay attention to - even when they no longer work for us.



Our racing thoughts may blind us from seeing what has real meaning for us and we tell ourselves things like, *“I’ll rest and figure out what I really want someday, just as soon as I get past this crisis.”*

When Looking At Possible Driven Behavior We May Be
Participating In...
Always Start By Turning Your Attention Here:

#1 What are my 3 Primary Life Intentions?

#2 What are my Standards of Integrity?

#3 What are the Goals I am working on that are
*in support of my Primary Life Intentions and
are using my Standards of Integrity?*

Don't' forget to ask yourself...
Is THIS, the Actions I am taking now,
in Alignment and in Support of my LI,
SOI and Goals?



What do we do when you step on the path of fulfilling your Life Intentions and your Goals... and you encounter old ways of doing things, obstacles, or patterns of behavior?

***Many of us are used to
PUSHING full tilt
and trying to power
ourselves forward...
Rather than using the Lens
of our LI and SOI and
goals to guide us.***





If something does not work, despite our best efforts, we may even try more of whatever we are doing - even harder.

Even when it's not getting us to where we want to be – A person fulfilling our Goals.



Breakout

In what ways do you recognize from past times in your life you just MAY have been participating in Driven Behavior?



All That Said... There Is A Difference In Insignificant Vs Significant Hurdles

[Significant hurdles](#) by Seth Godin:

If your plan, your idea or your art doesn't involve any significant hurdles in moving forward, it's probably not worth that much.

If it were easy, everyone would do it.

The tactic is to seek a path where you see and understand the significant hurdles that kept others away. And then dance with them.

They're not a problem, they're a feature.





Breakout

Identify some Insignificant Hurdles you may be pushing to jump... things that don't matter.

Things that COULD be taking your Physical Vitality AWAY from the SIGNIFICANT ones.

If you haven't heard of the Savannah Bananas, you will soon. Fans First is not just a slogan...



Last week they had what seemed to be an insignificant hurdle. A game was rained out. It happens.

Insignificant vs Significant Hurdles

Their young owner wrote this:

Rain outs are tough. Especially with fans coming in from all over the country to see the show. Last night unfortunately, we had to cancel the game and we know that brings a lot of disappointed fans. But with that comes an opportunity to truly live our mission of being fans first and entertaining always.

Before we cancelled the game, we talked to the players about putting themselves in the fans shoes and having empathy for the fans that traveled hundreds of miles to come see them play. We told them about how many people were coming tonight for their first ever Bananas game and how we had an opportunity to still create an unforgettable experience.

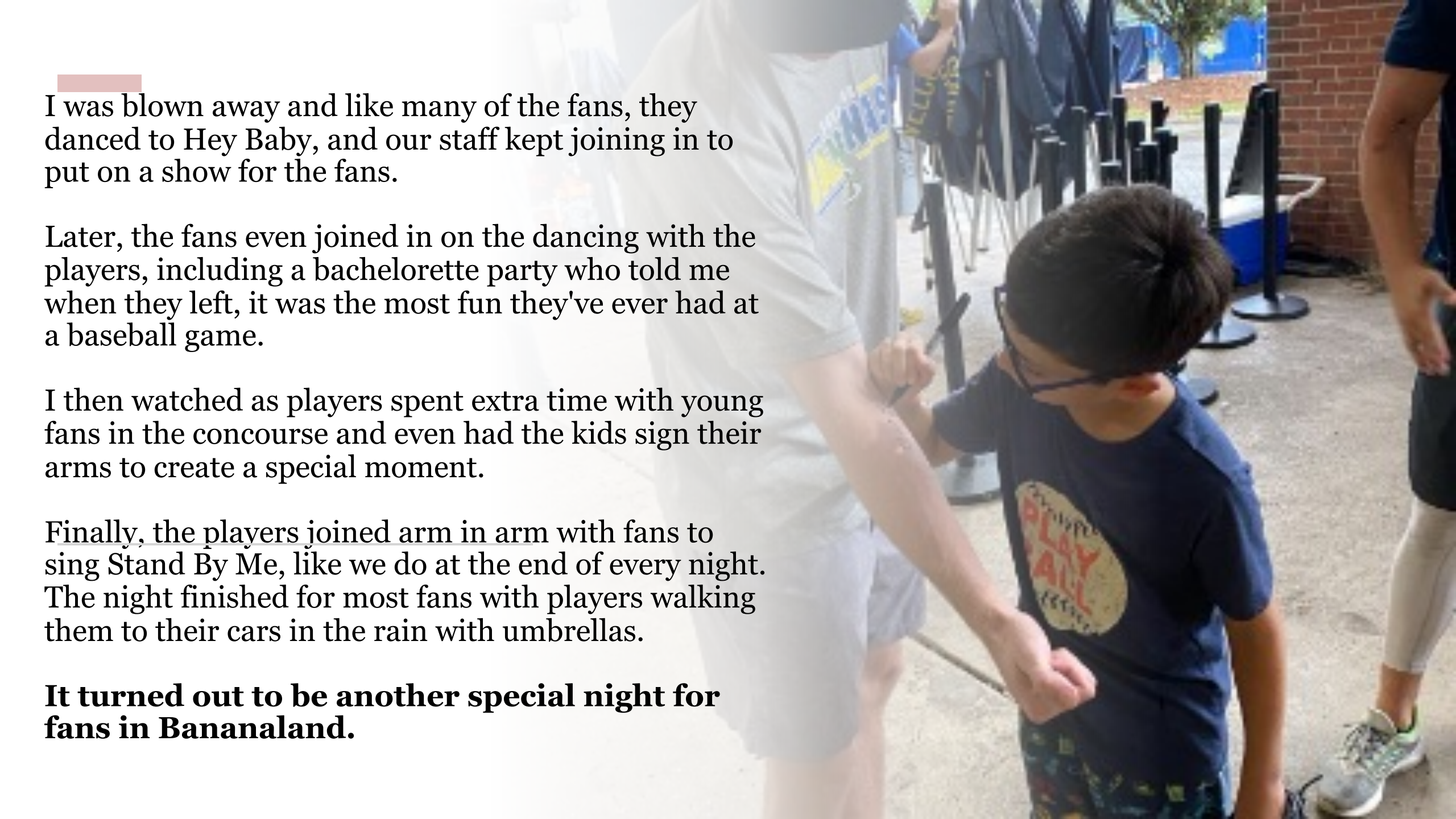


I never knew how much the players would embrace this opportunity, but to say I was blown away by what they did last night would be an understatement.

Immediately after cancelling the game, the players went out in front of the stadium with umbrellas and started greeting fans and signing autographs and taking pictures. Then they got together and performed the Bananas thunderstruck kick line that they do every game after the National Anthem.

Following that, they started performing all the Bananas dance songs in the rain for the fans. From Hey Baby, to Cupid Shuffle, Church Clap, Wobble, Cha Cha Slide, they put on a show.






I was blown away and like many of the fans, they danced to Hey Baby, and our staff kept joining in to put on a show for the fans.

Later, the fans even joined in on the dancing with the players, including a bachelorette party who told me when they left, it was the most fun they've ever had at a baseball game.

I then watched as players spent extra time with young fans in the concourse and even had the kids sign their arms to create a special moment.

Finally, the players joined arm in arm with fans to sing Stand By Me, like we do at the end of every night. The night finished for most fans with players walking them to their cars in the rain with umbrellas.

It turned out to be another special night for fans in Bananaland.



I believe how you view things is how you do things. Years ago, I would have been so frustrated and angry with the rain out, thinking about all the disappointed fans.

Now, I see it as an opportunity to connect with fans in a more unique and intimate way.

I'm so proud of our players and staff for embodying the fans first way and knowing entertain always means always in Bananaland and especially when our game is rained out.

Constraints can always foster creativity if you embrace the opportunity. Last night, the team found new creative ways to entertain and create special moments for our fans. I believe when things don't go as planned, you have the best opportunity to create fans.

We now ask questions in a different way. Because of this challenge, what do we get to do now that we wouldn't have been able to do before?

When you embrace the unexpected, you never know what amazing things can come from it.



They took an Insignificant Hurdle... looked at their Intentions. They looked at their Standards of Integrity – I'm sure it includes things like Joyous and Fun and Giving...

And created a SIGNIFICANT HURDLE out of it.

What a COMMITMENT to their Intentions and Standards of Integrity!

They had a GOAL – to Put FANS FIRST...

Notice that the Goal was in ALIGNMENT with their standards and their intentions!



A GOAL IS A PROMISE

And Promises Create Tension until they are fulfilled.

A person is walking on a sandy beach towards the ocean at sunset. The sky is filled with clouds, and a bright, curved light streak, resembling a comet or a meteor, arcs across the upper half of the frame. The sun is low on the horizon, creating a warm, golden glow.

**We Use Our Energy...
Our Drive... To Break
Through The Border**

**To Reach Our Goals In
Physical Reality. To fulfill our
Promises and release that
Tension a Promise creates.**



THE QUESTION IS WHEN IS
TOO MUCH... TOO MUCH?



Listen to your Mind and Body...
and use the Coaching Model:

**LOOK, SEE,
TELL THE
TRUTH**

- 1. When you find you are not meeting your Goals... or things Seem TOO HARD... look at your Calendar. Have you been spending your energy of TIME on activities that lead you to Goal Fulfillment? Or on other things?**
- 2. When something hurts in your body or mind... are you Paying Attention? Do you get Rest when your body says to? When you are stiff, do you stretch? When you are hungry between meals, do hydrate first and then re-access the hunger?**
- 3. If you are feeling “frayed” take some time away to look at your LI, SOI and goals... and LOOK SEE and TELL THE TRUTH about your Actions.**
- 4. Notice if your Energy of Creativity in a situation is not Present... consider if your body and mind simply need a rest. Then get CREATIVE FIRST about how to create that space TO rest.**

When we look see and tell
the truth... In any
situation... we get the
magic of seeing the Next
Right Action to take.

One that will create EASE
in reaching our Goals vs
Angst.



**TAKE THE TIME...
USE YOUR CREATIVITY...
ASK FOR SUPPORT WITH
YOUR RELATIONSHIPS**

And you too will be
reaching your Goals with
EASE rather than Driven
Behavior that can defeat
your spirit.

One **Small Sweet Step** at a
time... You get there...
With Clarity, Focus, Ease
and Grace.

