

# Increasing Performance and Finding Focus Through Stress Mastery

## Introduction

In all walks of life, we are consistently looking for ways to increase our quality of life. Some call this success, some call it winning, some call it achievement, I have found that most of my clients simply call it Joy. Like a lot of people, I find great joy in accomplishment. The decades I have spent in personal development has led me to understand that as human beings, we were not created to maintain the status quo, but to eternally strive to express, to experience, and to become more. We are each born with a specific purpose and we are here to make our desires manifest, both big and small. The old adage that “all things must grow, or they die” speaks to the thrilling sensation of forward progress, of how good it feels to be in motion, and to be moving with excitement and velocity toward an outcome we desire with laser focus. When we are focused, when the motion forward is unrestrained by resistance or self-doubt, the net result is exhilaration, its pure Joy.

There is nothing more joyful than to summon a great deal of energy through us, while allowing that energy to flow unobstructed and focused. When our mental, emotional, and creative energy align, we become focused without distraction on the task or person in front of us. This is the state of connecting Head-Heart-Hand, the state of Flow. When we enter this flow state, we not only feel great, but it seems there is no end to how much we can accomplish.

If you’ve ever had one of those days when your actions were inspired by joyful anticipation, you know how different the feeling of inspired action is from action that is driven by obligation or necessity. Inspired action fuels us to perform at our best, whereas actions taken without inspiration can easily lead to being overwhelmed and stressed out. Inspired action is the key in creating proper work-life balance. For a lot of people, the pursuit of a healthy work-life balance seems like an impossible goal.

## **Work-Life Balance**

With so many of us torn between juggling heavy workloads, managing relationships and family responsibilities, and squeezing in outside interests, it’s no surprise that more than one in four Americans describe themselves as “super stressed.” We cannot increase our performance in our workplace if our homelife is in shambles. If we are not taking care of our health, we cannot possibly create Focus or Flow. Work-Life balance is said to be a myth, but this isn’t true, it is time-management that is a myth, if one is living in Joy and Flow, they will have work-life balance because they will have Focus. If we are focused on work when we are at work and focused on home when we are at home, we will create work-life balance.

In our rush to “get it all done” at the office and at home, it’s easy to forget that as our stress levels spike, our productivity plummets. We bring work to the home environment and home to the work environment and this creates enormous stress and loss of focus. Stress will zap our concentration, make us irritable or depressed, and harm our personal and professional relationships. Over time, stress also destroys our health, it weakens our immune systems, and makes us susceptible to a variety of ailments from colds to backaches to heart disease. The newest research shows that chronic stress can actually double our risk of having a heart attack. That statistic alone is enough to raise your blood pressure!

The loss of Focus is the cause of all imbalances. Do you often find your workday spiraling out of control? You start each day with a plan to get so much done, but soon find yourself becoming distracted, focusing on low-priority tasks and, simply, procrastinating. So how can you regain control of your time? One-size-fits-all lists on how to be more productive don't work; the only thing that truly works is what I call, “Focus Management.”

### **Motivation vs Volition**

Focus Management is a system designed to scientifically keep you focused on the task, person, and or situation that lies before you. Motivation is an internal desire and force that drives us to set goals. In the ideal situation, motivation would drive us to learn, develop skills, and grow as individuals as we move towards these goals. But, in truth motivation can set off a spark to get us started but it rarely if ever finishes the job. The only thing that truly accomplishes goals is volition of action that is connected to Focus Management.

We are told to plan and prioritize, “failing to plan is planning to fail.” Set goals and organize a game plan to get there. Create a daily schedule and stick to it. All of this works in the beginning of a project when motivation is high, but happens when something goes wrong in the plan? When life steps in to disrupt your well-planned schedule? What happens when the work or action is no longer motivating? We are told be punctual and don’t postpone. Yet we will procrastinate, complain, and blame others for our shortcomings.

Volition is built out of a deep connection to Head-Heart-Hand. Volition is when we set higher goals that are connected to our unique purpose. Volition is when we science to manage our brain to stay focused and connection to manage our heart to remain in flow. Volition builds performance without the prospect of quitting. Volition creates a connection to the higher version of who we are, and this naturally creates work-life balance, performance and success.

Focus Management determines project to do lists separating each project as an entity, including our relationships. It determines tasks that are critical, urgent and create the largest value and benefit to the project. It allows you to select what you can easily postpone and what you can delegate without hurting results. Focus Management involves simply learning to say no and stay true to your-SELF. In order for us to find focus and increase performance and live in Focus Management we must point out the problem that prevents our ability to focus. The problem is STRESS.

## **The Problem**

It is no secret that Stress is one of the top complaints of adults—old and young—in the United States. The physical effects of prolonged stress are numerous, including a greater susceptibility to illness, a lack of energy, lack of focus, problems with sleep, headaches, poor judgment, weight gain, depression, anxiety, and a host of other ills. Many people blame prolonged Stress for their inability to maintain healthy relationships with family and friends. The fact is, Stress is what inhibits all performance and focus. It doesn't matter if you are a professional athlete looking to perform on the highest level in your sport or an executive in the boardroom looking to close a big deal for your company, Stress is the factor determining your performance and focus.

## **The Executive Stress Dilemma**

[The Stressed Executive](#) is in-depth study done by “Global Advances in Health and Medicine took 839 executives. The primary aim of this study was to identify common sources of stress, predictors of high stress, and other correlates among executives.

The high prevalence of stress among executives is due in part to considerable performance pressure in a competitive world. While executive stress is of concern in every population subset, the effect of stress among corporate executives has an outsized effect on the society because of their leadership roles and influence on their organizations, the stakeholders, and their employees. Management of corporate stress has considerable individual and societal value.

This study showed that among executives referred for individualized stress consult, the 3 main sources of stress in their lives were work, family, and health problems. Participants struggled most with sleep, anxiety, energy level, and healthy diet, and the largest difference between low and high stress level in the unadjusted model was observed for anxiety and sleep. Highly stressed participants also reported significantly less physical activity. In the two adjusted models, younger age was significantly associated with greater stress. By comparison, higher levels of anxiety, worse diet, and worse sleep were each predictive of high stress.

For executives, the stresses created by work were magnified because increased demands are made on their time. These demands include frequent and lengthy meetings, navigation of organizational bureaucracy, professional development of employees, and development and maintenance of business relationships.

Secondary, to the time demands of work, many executives also struggle with the stress of maintaining interpersonal relationships, including with family, which often leads to social isolation. This conclusion is supported by our data, which showed that a majority of executives reported struggling with demand-resource imbalance at work as well as issues of work-life integration. Many of them reported more than one stressor in their life. These results depict that the high stress level of executives is a combination of work and other social or personal and ecological factors that are not related to work.

Unmanaged Stress has a direct effect on all Five Life Categories, Career, Finances, Health, Relationships, and Personal Development. The association of stress with worse sleep, anxiety, low energy levels, and poor diet, has been widely reported. Companies [spend about \\$300 billion](#) annually for health care and missed work days as a result of workplace stress. Meanwhile,

employees are feeling less energetic, more agitated, and getting less sleep due to increased demands at work — causing them to experience physical and psychological symptoms, fight with people close to them, and have more accidents on the job, among other things.

The simple fact is Stress is misunderstood. Most believe that stress is caused from some outside factor in their life situation, this is just not true. Stress is the perception the individual has of the life situation. Stress is coming straight from the voice inside the head, the Ego, “This is bad!” “I am a Failure!” “I can’t do this!”

### Stress and the Athlete

When an athlete focuses on the importance of the game, winning and losing, or anything to do with the outcome of the performance, he/she is in big trouble. This focus distracts the athlete from a performance focus, tightens them up physically and ensures that play will be tight and tentative. The athlete in this state is in Stress. Stress is a direct result of an athlete focusing on and trying to control the "uncontrollable." The uncontrollable is the outside environment, officiating, play of opponents, playing conditions, crowd, etc. When an athlete focuses on the uncontrollable, they will usually tighten up and "choke." In this Stress state the athlete is stuck in the Red Zone and their Ego is chattering up a storm, “If I played well, I will be a winner" but, “If I play awful, I will be a loser. When stuck in Stress your ego is on the line every time you compete, and your entire identity is attached to the performance. Stress destroys many athletes.

### **Performance and Stress**

Most stress related performance problems are a direct result of faulty concentration. The athlete that gets easily psyched out or intimidated does so because they are stuck in the physiology of stress. The opposite of being stuck in stress is to be in Flow. In Flow the physiology is completely reversed, and this creates concentration. The Flow state can only happen in the NOW, in this state the voice in the head is quieted.

In the Stress state the voice in the head is squawking about past failures or future pressures. Instead of focusing in the NOW on what they are doing in the moment, the athlete is stuck in the past, obsessing over a mistake or failure, or worrying about the future and a dreaded outcome or time-traveling back and forth between the two. As a consequence, the athlete is not fully present in the NOW and misses all of the important performance and timing cues that are so necessary for high performance.

All athletes who struggle share one common mental mistake: They are unable to consistently keep their focus of concentration in the "NOW" of their performance experience. They are simply stuck in Stress.

### **Focusing vs. Thinking**

We are told from the moment we enter the school system that we need to focus and concentrate. The mistake is that we equate focusing with thinking. So, we try to stop thinking and this causes us to think more and concentrate less, stressing us out. The truth is we cannot stop thinking, in fact just stop reading this and tell yourself to stop thinking. What happens? More thoughts ensue and the harder you try the more chaotic thinking becomes.

The athlete has a belief that if they're thinking about, for example, a penalty kicks in soccer or a free throw in basketball, then they're also focusing on it. There is a big difference between focusing and thinking. When we think we are in the chatter of the head brain and the Ego. When we focus, we are in the present moment, the Now, which is connected to the heart brain. Thinking is connected to your ego. Thinking is judgmental and critical. If you make a mistake or perform poorly when you're in thinking mode, it hurts your confidence and causes negative emotions such as frustration and anger. Thinking interferes with your ability to focus, it will cause you to lose motivation and confidence, feel anxiety, and it will cause your performance to deteriorate.

The truth is that stress deteriorates all performance and focus, it doesn't matter if you are an executive or a professional athlete, stress is affecting performance and focus.

## Performance Myth's

### *Myth #1 Multitasking*

Think you can get more done by juggling multiple tasks at the same time? Try calling your co-worker while typing an e-mail and checking your Facebook page, all while receiving a text from home. This is the world we live in today, a world that people believe that to get anything done they must do many things at the same time. You may feel as if you're being productive, but in reality, you're not getting any of those tasks done efficiently. The reality is multitasking is a myth and it is not possible to concentrate on more than one thing at a time. It is only in the present moment where we can have true Focus.

It is important to understand that we all have a limited amount of cognitive bandwidth, this means the number of thoughts and memories we can hold in our minds at any given time. It is important to differentiate YOU and the voice in your head (Ego). Your brain (Ego) may delude itself into thinking that it has more capacity than it really does, but it's really working extra hard to handle multiple thoughts at once when you are switching back and forth between tasks. Many times it is the voice in your head telling you to do more than one thing as it is worried about the future and not getting everything done, or the past that you will get into some kind of trouble if you don't finish it all. **The truth is your ability to get things done depends on how well you can focus on one task at a time, whether it's for five minutes or an hour.**

*Dr. Earl Miller, a professor of neuroscience at The Picower Institute for Learning and Memory at MIT, breaks down why you shouldn't multitask. Don't try to multitask. It ruins productivity, causes mistakes, and impedes creative thought. Many of you are probably thinking, "but I'm good at it!" Sadly, that's an illusion. As humans, we have a very limited capacity for simultaneous thought — we can only hold a little bit of information in the mind at any single moment. Our brains, however, delude us into thinking we can do more. To understand how this happens, it helps to think about how we physically see the world. Barring visual impairments, we perceive our surroundings via a video camera-like, wide-angle lens. Or at least that's how it seems. In reality, our eyes are constantly darting around, 3-4 times per second, taking in our surroundings in snippets. The end looks like one image, but that's just because our brains tie these individual pieces together to create a complete picture.*

When we attempt multitasking, we toggle between tasks, the process often feels seamless — but in reality, it requires a series of small shifts. Say you stop writing a pitch for a client in order to check an incoming email — when you finally return to the pitch, your brain has to expend valuable mental energy refocusing on the task, backtracking, and fixing errors. Not only does this waste time, it decreases your ability to be creative. Innovative thinking, after all, comes from extended concentration, i.e. the ability to follow an idea of thought down a network of new paths. When you try to multitask, you typically don't get far enough down any road to stumble upon something original because you're constantly switching and backtracking. Eventually multitasking will lead to overwhelm which will lead to procrastination and high amounts of stress.

## **Focus Management**

Focus management is about getting the three brains of the to align physically so the mental process is in the parasympathetic nervous system and you are working in the Responsive Green Zone instead of the Reactive Red Zone.

## **Art of Monotasking**

To the best of your ability, set up a work environment that encourages the performing of one task at a time. The Green Focus Management System is designed to do this for you. It's not realistic to think that we can block off hours at a time for a single task, but even committing to monotask for five minutes can yield huge productivity benefits. The Green Focus Management System works with what is called a pomodoro that sets you to focus on one task for 25-minutes, but this can be adjusted down.

## **Creating Focus Management:**

**Remove temptation:** Actively resist the urge to check unrelated social media while you are working on a particular task. I recommend using a timer to do your work. While the timer is ticking do not deviate from the task at hand.

**Work on just one screen:** Put away your cellphone and turn off your second monitor. Also, you can black the screen and block all notices. The less notifications you receive the better. If you are getting notifications from your email, text messages, Facebook, twitter, ESPN, you are going to lose focus.

**Move:** The key to focus is being in the Green Zone. Our body is built for survival and has the same survival signals in place that it had hundreds of thousands of years ago, we are not designed to sit and remain sitting for hours at a time. Between each task you need to move, get up and walk, stretch a little, do something and then return back to tackle the next task.

**Work in intervals:** Set a timer for five to 25-minutes and commit to focusing on your assignment for that amount of time. Then allow yourself a 5-minute distraction period to do whatever. Make sure you use a timer so you do not get lost in the distraction and then go back to the next focused item that you must do.

## *Myth #2 Work Harder*

Managers want employees to put in long days, respond to their emails at all hours, and willingly donate their off-hours — nights, weekends, vacation — without complaining. The underlings in this equation have little control; overwork cascades from the top of the organizational pyramid to the bottom. At least, that's one narrative of overwork. In this version, we work long hours because our bosses tell us to.

But there are other explanations out there. There's another that says all of us, including senior managers, are basically of economic incentive, corporate culture, and technologies that keep the office just a tap away. We basically never leave work. In this version, there's no one really dictating the norms; we're all just reacting to macro forces beyond our control. We are victims of the machine.

Then there's the version that looks at our psychology and cultural programming. In this one, we log too many hours because of a mix of inner drivers, like ambition, machismo, greed, anxiety, guilt, enjoyment, pride, all designed to drive us to our cultural definition of success. Then there is the sense to self-validate, prove that we are important, that we matter, and we will do whatever it takes to achieve the prize, recognition from our peers, family, culture, from our tribe.

This sense that work is everything that defines ME creates the loss of work-life balance and creates broken relationships. In fact, [multiple researchers](#) have actually found that work has become less stressful than being at home. I know some executives who can only relax while working, home life is stressful, vacations are stressful, and their life is stressful because they cannot be at work 24/7.

So, the bigger question we have to ask ourselves about overwork is not just, "Who's to blame?" but a more basic one: "Does it work?" Is overwork actually doing what we assume it does — resulting in more and better output? Are we actually getting more done? **There's a large body of research that suggests that regardless of our reasons for working long hours, overwork does not help us.** For starters, it doesn't seem to result in more output. In a study of consultants by Erin Reid, a professor at Boston University's Questrom School of Business, [managers could not tell the difference between employees who actually worked 80 hours a week and those who just pretended to](#). While managers did penalize employees, who were transparent about working less, Reid was not able to find any evidence that those employees actually accomplished less, or any sign that the overworking employees accomplished more.

Considerable evidence shows that overwork is not just neutral — it hurts us and the companies we work for. Numerous studies by Marianna Virtanen of the Finnish Institute of Occupational Health and her colleagues (as well as [other studies](#)) have found that [overwork and the resulting stress can lead to all sorts of health problems](#), including impaired sleep, depression, heavy drinking, diabetes, impaired memory, and heart disease. Many people overwork out of fear of losing their job or letting down their team and company. But the truth is, how the individual goes so does the company.

Overworking is terrible for a company's bottom line, showing up as absenteeism, turnover, and [rising health insurance costs](#). Even the toughest of employers, who cared nothing for their employees' well-being, cannot ignore the strong evidence that there are real, balance-sheet costs incurred when employees log crazy hours.

If your job relies on [interpersonal communication, making judgment calls, reading other people's faces, or managing your own emotional reactions](#) — pretty much all things that the modern office requires, there are even stronger facts being presented. Researchers have found that overwork (and its accompanying stress and exhaustion) can make all of these things more difficult.

Even if you enjoy your job and work long hours voluntarily, you're simply more likely to make mistakes when you're tired — and most of us tire more easily than we think we do. Only 1-3% of the population can sleep five or six hours a night without suffering some performance drop-off. Moreover, for every 100 people who think they're a member of this [sleepless elite](#), only five actually are. The research on the [performance-destroying effects of sleeplessness](#) alone should make everyone see the folly of the all-nighter. Work too hard and you also lose sight of the bigger picture. Research has suggested that as we burn out, [we have a greater tendency to get lost in the weeds](#).

In sum, the story of overwork is literally a story of diminishing returns: keep overworking, and you'll progressively work more stupidly on tasks that are increasingly meaningless. This is something business first learned a long time ago. In the 19th century, when organized labor first compelled factory owners to limit workdays to 10 (and then eight) hours, management was surprised to discover that [output actually increased](#) — and that expensive mistakes and accidents decreased. This is an experiment that Harvard Business School's Leslie Perlow and Jessica Porter repeated over a century later with knowledge workers. It still held true. [Predictable, required time off \(like nights and weekends\) actually made teams of consultants more productive](#).

### **Creating Focus Management:**

**Set the week:** Green Focus Management is designed to chunk projects and keep you focused on what is due, what is coming due, what you may be developing. The key is to take Sunday and spend a few minutes looking over the lists and set the week. Setting the week is not just work, it is setting your diet, setting your workout schedule, it is setting special events, travel, anything that may be happening within that week.

**Set the day:** The morning routine for every individual is the key starter for each on every day. Without setting the day you will start the day in the Red Zone. You set the day with your personal development routine.

**Close the day:** Closing the day is very important in creating work-life balance. Each day as you finish your work you close out the day by setting up the pomodoros to the next day and updating your project boxes. When you close the day, you are transitioning your work role to your home role. When at work you focus on work, when you are home you focus on home. NEVER need to take work home or home to work as long as you stay focused.

### *Myth #3 Stress*

**With three plus decades in measuring and mastering stress I can say without a shadow of doubt, “Stress is an Illusion!”** The myth of stress is built within the stories we carry in the Head. Children are not stressed out when they are young for the simple reason they haven't been programmed to be stressed. Here are a few myths about stress.

**1. Stress comes from your circumstances.** This seems true, just as the Earth seems flat, but stress actually comes from the thoughts you have about your circumstances, not the circumstances themselves. This is why people have different emotional reactions to the same situation. The outside circumstances of your life are not stressing you out, it is the perception you have of those circumstances.

**2. Stress is a motivator.** I hear this all the time; we need to distinguish between stress and stimulation. Having deadlines, setting goals and pushing yourself to perform at capacity are stimulating. Stress is when you're overwhelmed, anxious, upset, or frustrated, which dramatically reduce your ability to perform. People who get things done under stress are succeeding in spite of their stress, not because of it, and this will destroy their health and most likely their relationships.

**3. Some stress is good for you.** Another popular myth, initially created by Dr. Hans Selye, the founder of the modern stress concept. Selye found that activities like sports and sex also produced a surge in stress hormones and the stress response, so he promoted the idea of good stress. But research since then has proven that stress contributes to 75% to 90% of medical conditions, including the six leading causes of death. Stimulation is good for you. Stress is not.

**4. Without stress in your life, you would just sit around and drool.** Some people are so used to experiencing stress that they don't remember what life was like without it. Stress and being stressed out has become their so-called “Norm.” But look at young children. They experience very little stress yet have plenty of energy to explore their interests. Children are not stressed because they are in Focus, in the Now, the present moment. The same can hold true for adults, even with the responsibilities we have. When focused you take care of the responsibilities without anxiety or worry no stress.

**5. The best way to deal with stress is to exercise, breathe, and relax.** Remember that stress doesn't come from what's going on in your life. It comes from *your thoughts about* what's going on in your life. Popular "stress management " tools relieve the *effects* of stress, but not the *cause*, so the stress returns again and again. Stress Mastery is the long-term approach and involves shifting You to think differently about challenging situations, so the stress is no longer produced.

**6. Stress is a choice.** Stress is a byproduct of subconscious beliefs you have about the world. These beliefs were programmed as a young child during the Tribalization Process. You can't choose not to believe something. You believe it because you (Ego) think it's true. To eliminate stress, you must release these programs causing stress, this is the process of Stress Mastery.

**7. Stress is inevitable.** Look for something you're not bothered by that other people are (a [fear](#) of heights, driving fast, flying). People who experience stress in those situations may say that it's inevitable because they can't imagine not feeling stress, but you know that this isn't so. Their

emotions come from their beliefs which comes from an activated program in the subconscious mind. The same is true for whatever you're stressed out about now (money, health, work, relationships, etc.). It's entirely possible to think differently and not experience stress in your life, as unlikely as that sounds. It just requires a shift.

**8. Stress is not a big deal.** The word "stress" is sometimes confined to anxiety about deadlines, which most people can live with, but it's actually much bigger. Every moment of frustration you have about your job, every point of friction in your relationships at work and at home, every fear or concern you have about money, your health, and the future—essentially, the sum total of all the negative emotions in your life, from the moment you get up until the moment you lie down, is stress. We are stressed when we are in the Red Zone and this is a big deal for long-term health and happiness.

### **Creating Focus Management**

## **The Seven Steps of Stress Mastery**

### ***Step One: Diet***

Stress Mastery begins with the management of the physiological response to stress and this is done through diet. The purpose of diet is to manage the physical Stress Response and it is this management that allows our nervous system to leave the Red Zone and work in the Green Zone which increases focus and performance.

### ***Step Two: Exercise***

The next step in Stress Mastery is both the management of the body and its stress response creating the body-mind connection. Science has proven that exercise overrides our genes and has the ability to change our brain chemistry, allowing us to re-wire our brains to be in a state of flow and focus.

### ***Step Three: Naming the Ego***

Step three is the beginning of the personal development and reprogramming. All our habits, beliefs, and actions come from the subconscious mind. The programs in your cage are controlled by this voice in your head which is the Ego. When we name the Ego, we begin the process of detachment from negative programming. Creating this awareness allows us to perform even when the voice is attempting to sabotage our efforts.

### ***Step Four: Letting Go Technique***

Step four teaches us the art of reprogramming our habits and the Tribalization Process. When we master and begin to let go of our past programming, we let go of the programs that caused lack of focus and performance. The Let Go Technique releases us from past failures.

### ***Step Five: Green Focus Power Hour***

Step five is about re-programming our subconscious mind, thus programming our life with habits that are geared for our Growth. In this step you set the programs and habits that support you in reaching your goals. It is step five that sets the day in the Green zone which creates connection of Head-Heart-Hand.

### ***Step Six: Meditation***

Step six of Stress Mastery is designed to build the concentration muscle. It is about using simple techniques that increase the brains capacity to work without getting overwhelmed. This ability to concentrate increases performance and focus. Meditation is one of the best performance tools that anyone wishing to increase performance could use.

### ***Step Seven: Finding the NOW***

Step Seven is where we find Stress Mastery. When we find the Now, we are Focused and act from a responsive state, opposed to the reactive state of stress. In this state, the outer circumstances of our lives no longer affect our inner being. Bottom-line...No Stress

## The Seminar Breakdown

### **Hour One-The Physical Component of Stress: Step One: Diet and Step Two: Exercise**

We will be discussing how the body is wired for stress and the function of the Stress Response. We will be discussing diet and exercise and how they are tied into the survival responses of the body. Understanding the body's response to stress is crucial in creating Focus and Higher Performance.

### **Hour Two-The Mental Component of Stress: Step Three: Name the Ego, Step Four: Let Go, Step Five GFPH**

We will be discussing the process of how habits and beliefs are formed. How to re-wire our belief system and create new habits while releasing old ones. Understanding why we do what we do is very liberating in creating real Focus and Increasing Performance

### **Hour Three-Green Focus Management**

In this hour we will discuss the Green Focus Management System and how it operates to Increase your Performance by creating Focus. We will discuss the power of living within systems that allow you to play all your roles in life with complete focus and no stress.

***Step Three: Naming the Ego***

Step three is the beginning of the personal development and reprogramming. All our habits, beliefs, and actions come from the subconscious mind. The programs in your cage are controlled by this voice in your head which is the Ego. When we name the Ego, we begin the process of detachment from negative programming.

***Step Four: Letting Go Technique***

Step four will be teaching us the art of reprogramming our habits and Tribalization Process. When we master and begin to let go of our past programming, this liberates our life. We will no longer carry the low energies of fear, anger, resentment, or guilt.

***Step Five: Green Focus Power Hour***

Step five is about re-programming our subconscious mind, thus programming our life with habits that are geared for our Growth. In this step, you accomplish two things.

***Step Six: Meditation***

Step six of Stress Mastery is designed to build the concentration muscle. It is about using simple techniques that increase the brains capacity to work without getting overwhelmed. By teaching meditation as an exercise performance tool, we take all the stigma out.

***Step Seven: Finding the NOW-Egoless Salesperson***

Step Seven is where we find Stress Mastery. The outer circumstances of our lives no longer affect our inner being. WE ARE LIVING IN OUR TRUE IDENTITY.