



# MONDAY MOTIVATOR

CREATED BY PERFORMANCE STRATEGIES  
MANAGEMENT CONSULTING GROUP

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ISSUE 3

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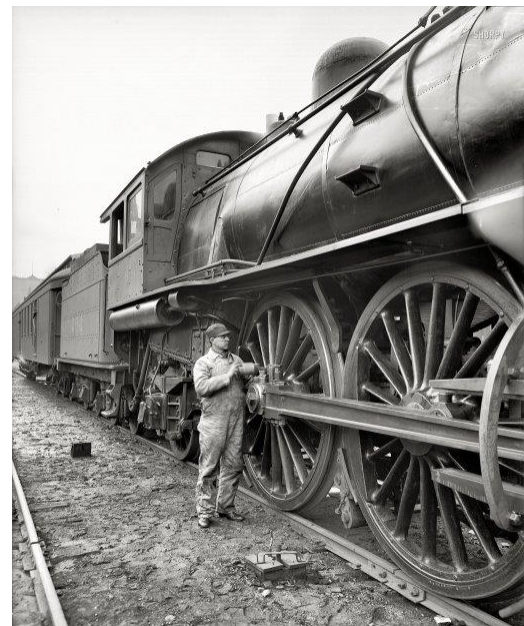
# Blessings

COUNT THEM ONE BY ONE

**A**ngst is anxiety that is mixed with frustration and negativity. Angst often doesn't have a specific target: people feel angst in general. Teenagers are known for their angst, which is shown when they act miserable about nothing in particular. Often, angst refers to philosophical displeasure with world events or personal freedom. An angst-filled person is dissatisfied and unhappy. (Source: Vocabulary.Com)

We people have a lot to be concerned about and as the old saying goes: "The squeaky wheel gets the grease."

But what is it we people worry about most? According to the experts humans worry about money, careers relationships and the world news pretty much in that



order. We sort of expect there to be squeaky wheels in our lives so we keep looking to notice where they are. We're sure we have one or two even if we can't hear the squeaking at the moment. Somehow we are sure there will be a squeaky wheel – something that needs our attention even if we do not know what it is. The problem is, such concerns keep us from being the best problem solvers we can be.



There will always be something to worry about no matter how well off we are, how well our relationships are working and no matter how healthy we seem to be. In our program called Mind Focus we illustrate the importance of paying more attention to our blessings and less attention to what may go wrong someday even if that day seems close. The reasons for worry are more centered on what we see and hear rather than what we actually experience.

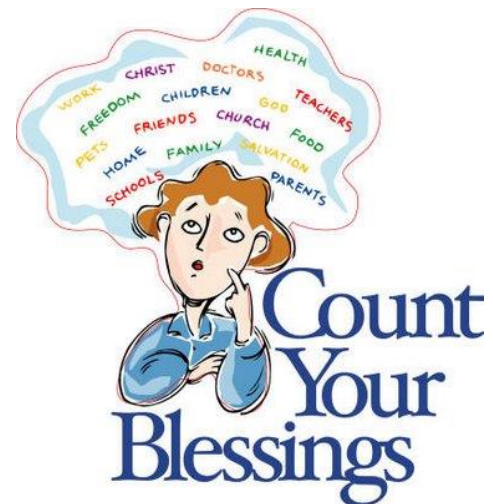
For example the average newspaper will devote the first dozen or so pages to all the bad news that's happening in our community, then the county, then the state, then the region, then the country, then the hemisphere and finally the whole planet. There's no shortage of bad news as long as there's ink and paper to help spread it.

Then we have the “news shows” on TV. They number into the dozens and seem more focused on the person telling you about the news than the news itself. In any event, it's just more bad news and over time it adds up. We start to feel angry, worried, stressed; often we psychologically start taking sides on issues we have very little knowledge of other than what we've heard by radio or TV or perhaps read in one of many papers available for us to look through.

So what's the answer to worry, stress and the angst that comes with it? Let's count our blessings. It's not a bad way to start the day or help offset bad news when it comes to us. We can also help ourselves by limiting the sources of bad news that gives us cause to worry in the first place. Less TV News, fewer newspapers, less talk radio, less of everything that uses bad news as a reason for their existence.

How do we count our blessings instead of paying attention to situations, people, circumstances and news that gives us reasons to feel distressed, in danger or somehow outside the all-important circle of happiness? We can start with what we have now and what that can provide for us going forward.

Recently a friend reported that he'd just finished up a sale following a week of work on the project only to turn it in and



be told his commission would be only 50% of the norm until the account reached another level of activity once set up. Then leaving that distressing meeting, his phone rang with additional news that a longtime friend and close family acquaintance had only three weeks to live due to cancer. I could see he was slipping into a tunnel of dark despair. This is a place where very few of us can perform well as long as we're there. We talked it over and managed to find enough good experience to help offset the impact of the bad news. In this way my friend was back in charge of his own circumstances and able to take actions that helped him be of support to others.

According to mental illness experts in the USA, roughly 40 million adults age 18 or older (18% of the US population) have anxiety disorders. Such disorders cost the U.S. more than \$42 billion a year or about one-third of the country's \$148 billion total mental health bill according to "The Economic Burden of Anxiety Disorders." This is a serious condition of our adult population. Much of the source of such anxiety can be reduced if we just take time to count our blessings. Reality is what it is so why focus on what we don't have when we can instead, focus on what we do have?

In summary, there will always be bumps in the road, stop signs in our lives, annoyances, disrespect, rules we don't agree with, laws we don't understand, loud obnoxious people, out of control kids and no parking spaces anywhere near the front doors of our lives. There will be tough days at work, associates who grind us the wrong way and supervisors who need to be supervised. It will never end. There will likely always be a line to stand in just to buy a quart of milk. Life is like that. So what can we do to offset this source of accumulating anxiety, worry, angst or just plain psychological discomfort? We can count our blessings.



This Monday Motivator will not offer up lists of examples and to be fair about it none of us really need such lists. We know what we have to be thankful for without anyone suggesting anything at all.

In summary, for the next one week see if you can count three blessings every day before noon and mentally recall each of the three until bedtime. Repeat this the next day with three new blessings and by the end of your week you'll have far more to be happy about than sad about.



Reality will still be there. Wars will rage on and disease will ravage the masses but as an old friend keeps reminding me ... what you think about it is only 1 percent of what you can do

about it as long as you're in charge of you!

Here are a few additional sources of research should you wish to know more about this topic of good mental health:

<http://www.tipsonhealthyliving.com/health-and-wellness/keep-calm-and-read-on-10-books-for-stress-reduction>

<http://psychcentral.com/lib/9-ways-to-reduce-anxiety-right-here-right-now/>

Until next week, if you know of any business that can use the benefits of highly effective coaching in the areas of organization, time and task management, social media, sales, marketing, customer service, operations, HR, leadership or team-building, have them give us a call at 562-577-7000 or send us an email. We will keep you in the loop on how it's going.

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Our consulting and coaching focus supports management, sales, customer service and operations. Included are sales and management assessment surveys as well as leadership, teambuilding, sales operations efficiency and online tracking projects. Our other team members bring additional disciplines as well. We will showcase them in future editions of this business journal. We are all committed to driving the results you want.



**Will Robertson, Founder / CEO**



**Jay McDowell, President / MBA**