



# MONDAY MOTIVATOR

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MANAGEMENT CONSULTING GROUP

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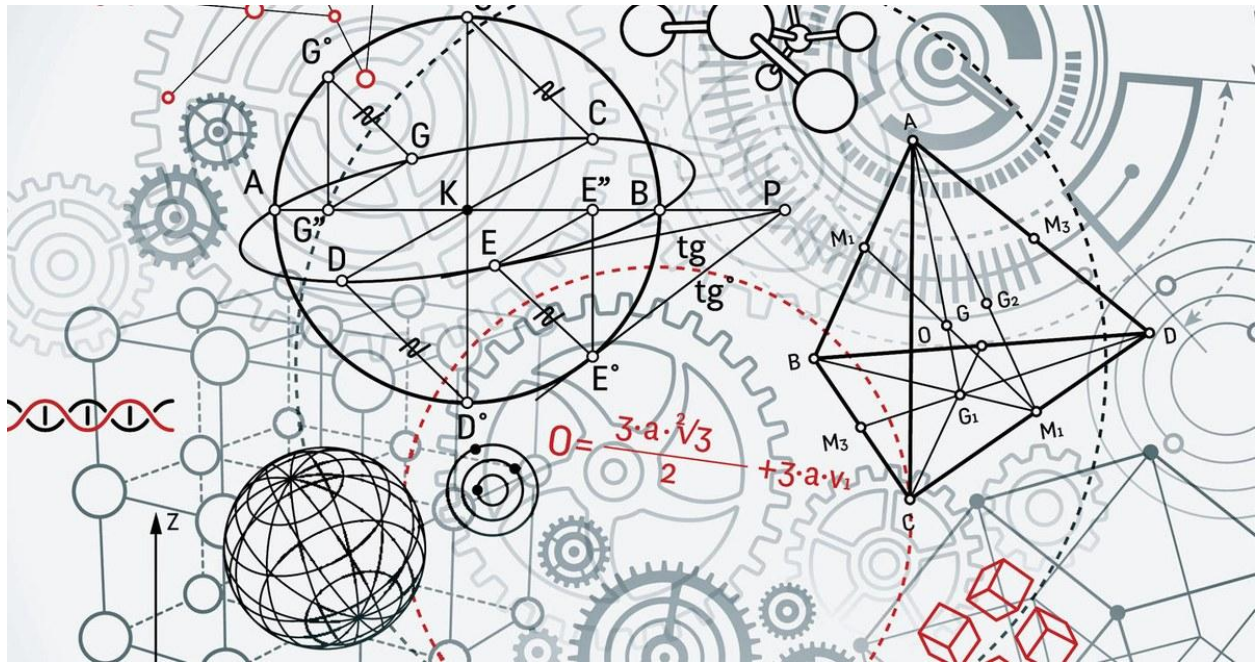
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ISSUE 59

562-577-7000

## Why We Complicate Things

The place is heaven. The scene is the heavenly convention center. A conference is set to start the next day for the greatest scientists who ever lived. Albert Einstein, Isaac Newton and Leonardo daVinci are sitting at a table in the lounge. Leo and Einstein are writing on a napkin. Newton leans over and asks the guys what they are doing. Leo replies that his wife asked him to pick up a few things on the way home and he's working out the details with his buddy Einstein.



Back in the summer of 2010 Michael F. Kay posted something that I still think is relevant to this day. Here is a short outtake of his article titled "[Making Simple Things Complicated](#)." "Life would be so wonderful if we could keep it simple and not overly complicate things, but alas, it isn't our way. Just to look at the number of different types, flavors, sizes, shapes, and features of toothpaste alone. It's not always simple - but it should be. I'm at a store checkout with six people

in front of me. The person at the front of the line can't decide what to buy and what to leave behind. A half a pound of tuna, two pickles, and a package of pita later, the line finally begins to move again. There are now just five people between me and "you're next" and I am hopeful that these five will know what they want and keep the line moving. But this is New York, the weather is changing, and no one seems to know what they want. I guess if I want simple, I'll have to do it myself. Tomorrow I'm bringing a bag lunch to work."

So why do we humans make simple things complicated? When our business coaching projects start to expose personal and company inefficiencies we find that most of the problem lies in personal choices. Company actions are a result of these choices. Performance Strategies is all about changing things in order to fix those problems.



Perhaps the reason we complicate things is that we do it because we can. We only need one pair of shoes but having twenty to choose from seems fun and besides we can afford it so why not? We know that to keep our weight and health under control we should pass on certain menu choices but we've been 'good' this past few days so yes, I'll have the basket of fries with a side of ranch dressing to dip them in. We go out of our way to save 5% on a purchase then use a 12% credit card to pay for it – telling ourselves we'll pay the balance off when the bill comes due.

When we consider how we complicate our lives we seldom think about each decision we make along the way in our day to day activities. Most of the time we have no idea we're adding complication to what could be a fairly simple decision. Soon the way we think, act and behave become second nature and before we know it, we are swamped and can't seem to make progress in the exact same 24 hour days that highly successful people use to get where they are. Then we wonder how they did it.

One of the best articles on this topic was created by a company called Assured Lease Corporation. They are all about leasing equipment and also share life happiness advice as a part of their company mission. Here are a few outtakes from an article they published recently. You can [read the full article here](#). Each of the following considerations is explained in the article.

### **30 Ways to Stop Complicating Your Life...Life is not complicated. We are complicated. When we stop doing the wrong things and start doing the right things, life is simple.**

1. Stop berating yourself for being a work in progress
2. Stop doing immoral things simply because you can
3. Stop meaning what you don't say
4. Stop wasting time and money trying to acquire more of everything
5. Stop spending time with negative people
6. Stop trying to change people
7. Stop being lazy and cutting corners
8. Stop procrastinating
9. Stop worrying and complaining
10. Stop being dramatic
11. Stop trying to be everything to everyone
12. Stop making promises you can't keep
13. Stop blaming others
14. Stop reacting without a plan
15. Stop confusing 'being busy' with 'being productive'
16. Stop over-committing and trying to do too much at once
17. Stop being inefficient simply because you've always done it that way
18. Stop cluttering your space
19. Stop overloading your mind by consuming useless information
20. Stop obsessing over the past and future
21. Stop waiting for things to be perfect
22. Stop focusing so much energy on trying to avoid mistakes
23. Stop making emotional decisions
24. Stop being unhealthy
25. Stop holding on to intimate relationships that make you unhappy
26. Stop holding on to hate
27. Stop pretending like you know everything
28. Stop giving what you don't want to receive
29. Stop trying to find multiple ways to do the same thing
30. Stop being a slave to your "to-do" list / use your online calendar instead



Wow. If any of us could stop doing just half of this list would we be better off for it? Of course we would but just in the process of reading this list and going to the link for the full article content there will be a little voice inside our heads telling us it does not apply to us. And there lies the reasons why so many of us continue to make the least effective of two decisions. We listen to the voice that says everyone else needs to stop these 28 things but not us. We only need to stop a few of them. That way we get to hang on to what we are, how we are, who we are and the results we have to show for a lifetime of experience.

One of the more important coaching processes provided by Performance Strategies is that of personal and professional organization. Not just task management, but thought management as well.

Until next week, if you know of any business that would benefit with a little 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.