




April 30-May 2, 2013  The Peabody-Orlando  Orlando, Florida

A large green rectangular sign with a white border and four white screws in the corners. It contains the words 'LEADERSHIP' and 'SUCCESS' in white, all-caps, sans-serif font, stacked vertically. A large white arrow points to the right, starting from the end of the word 'SUCCESS'.

LEADERSHIP
SUCCESS →



THE VOICE OF FOOD RETAIL 



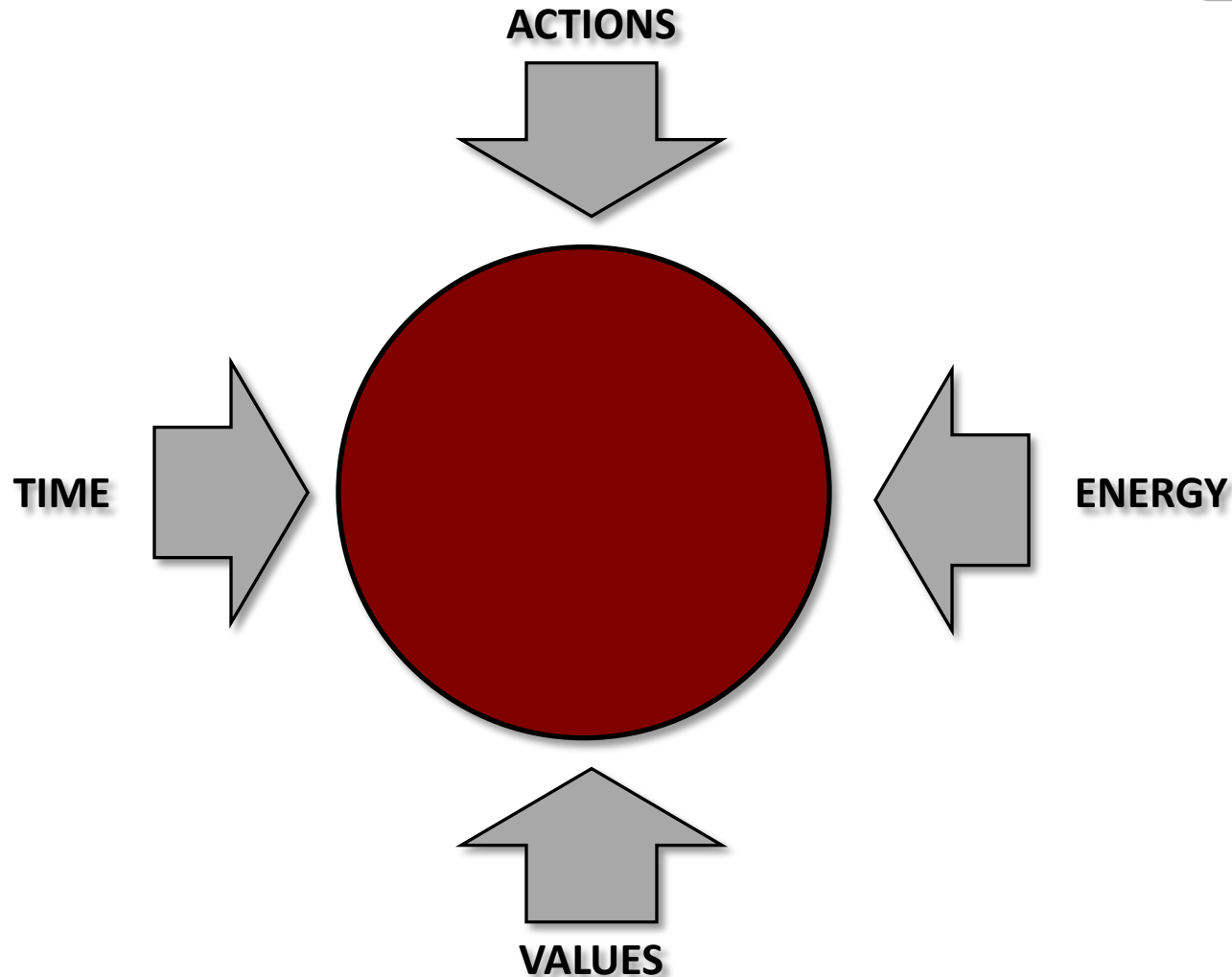
April 30-May 2, 2013  The Peabody-Orlando  Orlando, Florida

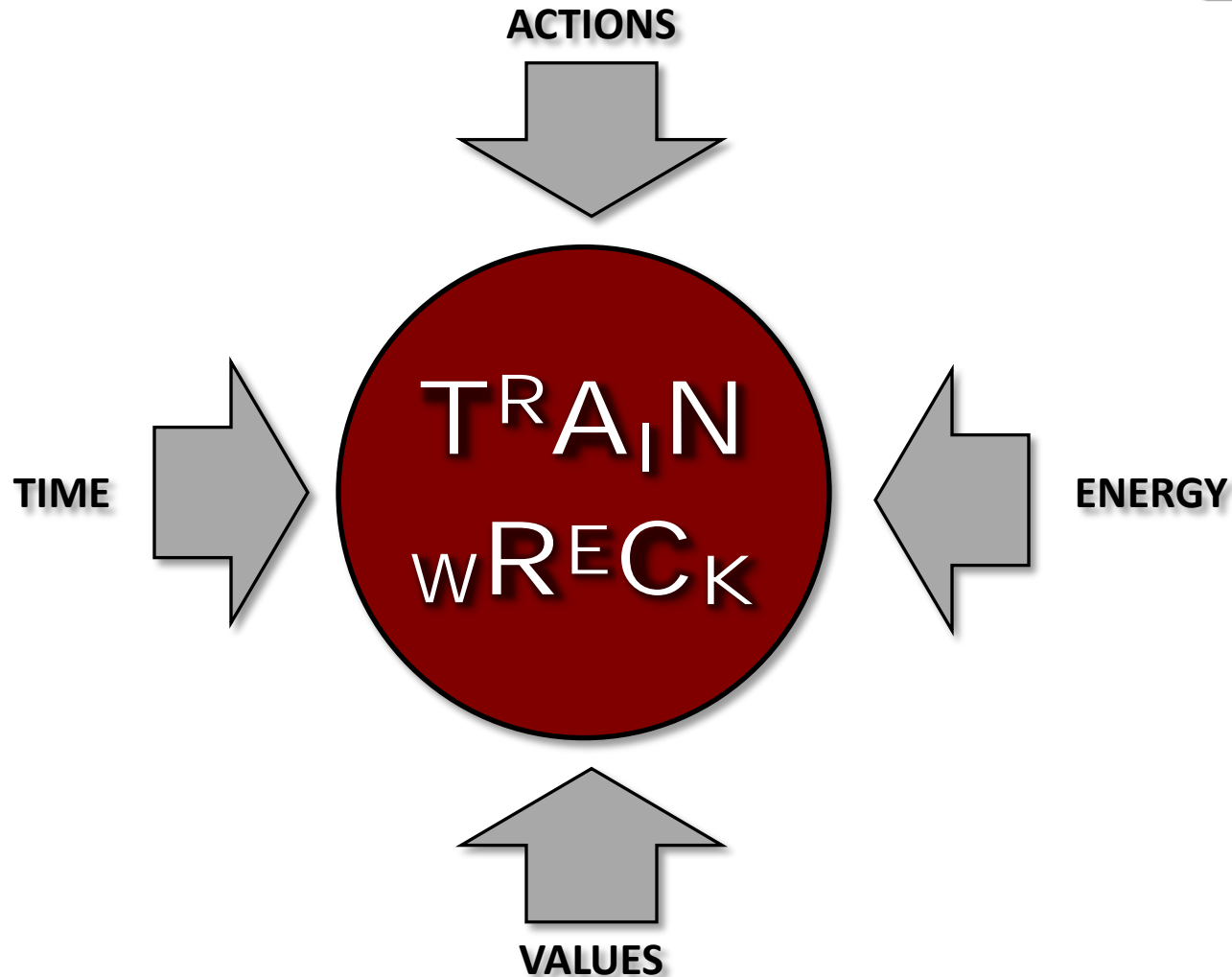
THE BIOLOGY OF BUSINESS PERFORMANCE FOR GLOBAL ORGANIZATIONS

Jack Groppel, PhD, FACSM, FACN

Vice President, Applied Science & Performance Training







**COMPLETE THE
MISSION!**



THE VOICE OF FOOD RETAIL 



ENERGY MANAGEMENT

- Our most critical resource is our energy
- Most fail to manage it effectively



True/False Quiz

1. Skillfully investing time in things and people you care about spawns harmony and fulfillment.
2. The human spirit is fueled from a different energy source than the physical body.
3. The best way to think about one's business career is as a marathoner rather than a sprinter.
4. Protecting yourself and others from high stress is an important part of your leadership.



True/False Quiz

5. In terms of great leadership, aligning one's public voice with the corporate mission is more crucial to success than aligning one's private voice.
6. Multitasking is an acquired skill and is essential to success in today's complex business environment.
7. Understanding why one does something is a critical step in the process of personal change.
8. Personal effectiveness requires a highly developed capacity for self-discipline and will power.

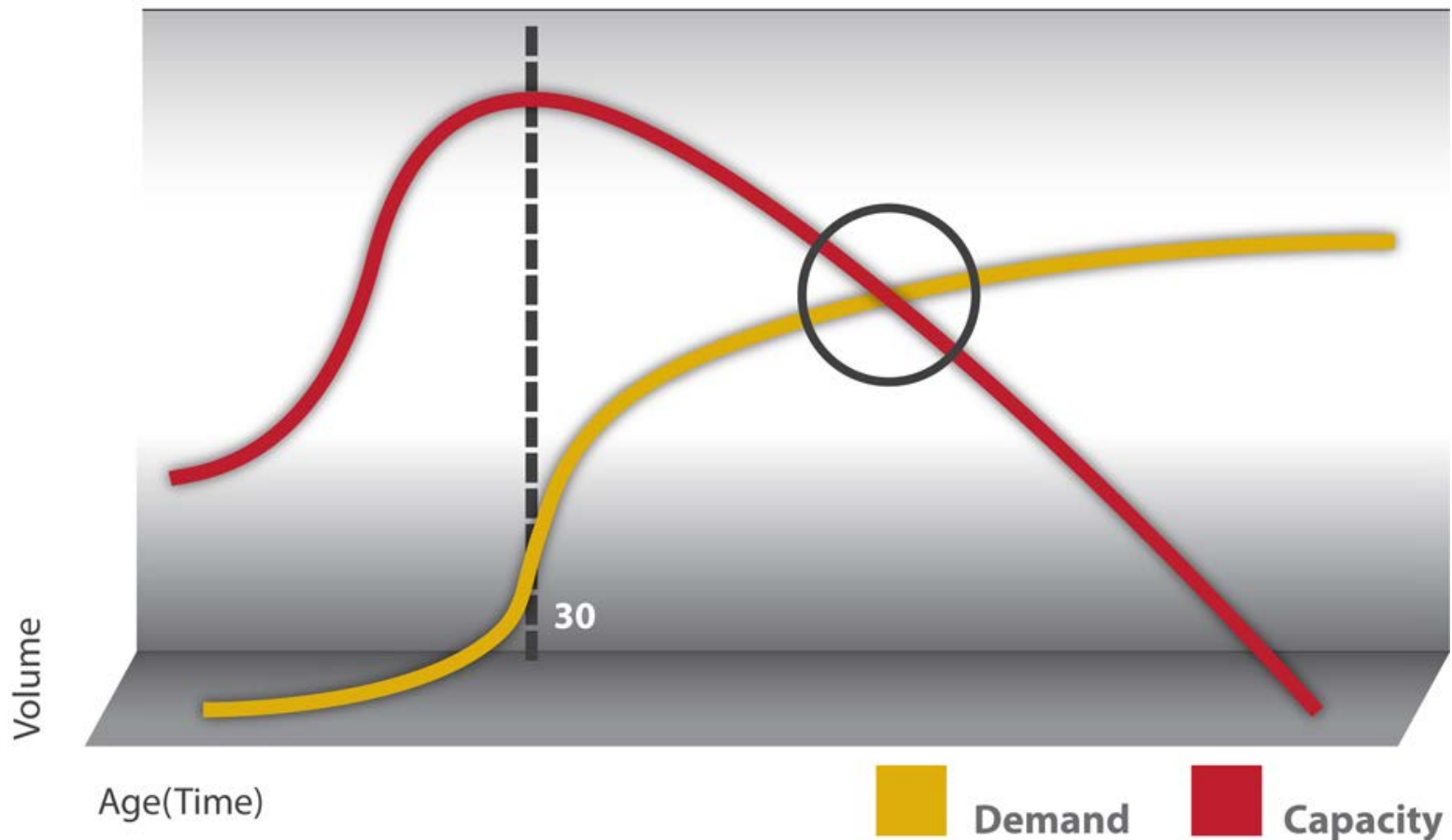


HISTORY

- Sport
- Law Enforcement
- Medicine
- Business



DEMAND VS. CAPACITY CURVE





HUMAN ENERGY CRISIS





	PROFESSIONAL ATHLETES	CORPORATE ATHLETES
Training	90%	10%
Hours worked	4-6/day	8-12/day
Career span	7-10 years	30+ years



Paradigm Shift

Managing **ENERGY**, not just time, is the **KEY** to extraordinary results!

Exercise: Time vs. Energy



ENERGY IS FOUR-DIMENSIONAL

we develop



we become
extraordinary





FULL ENGAGEMENT

The *acquired* ability to *intentionally* invest your **full** and **best** energy, right here, right now.



Energy:

The capacity to do work

Physical • Emotional • Mental • Spiritual



“Your first and foremost job as a leader is to take charge of your own energy, and then to help orchestrate the energy of those around you.”

- *Peter Drucker*



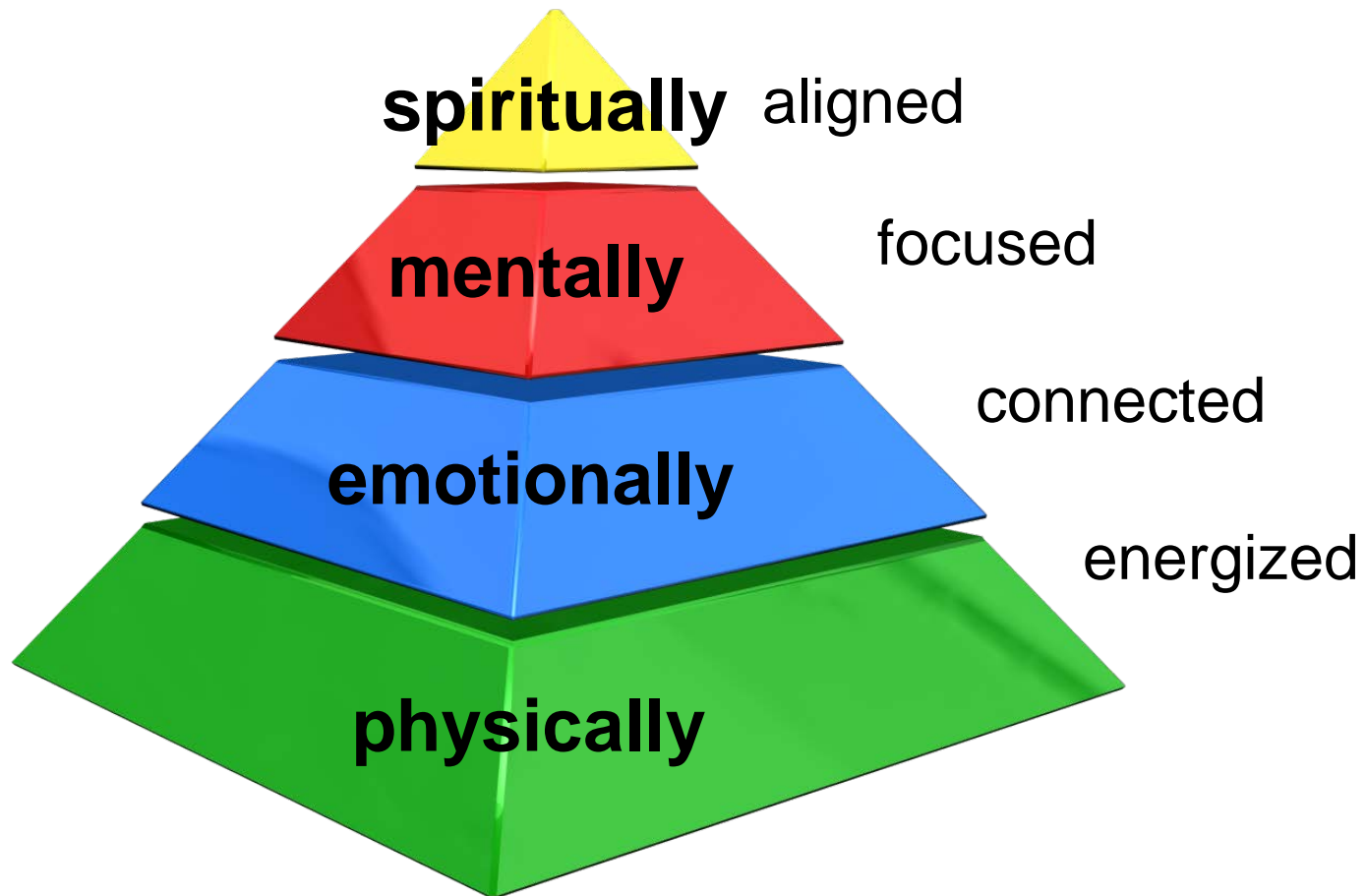
Energy is your
most precious resource
&
your organization's
most precious resource



Leaders
lead with their
Energy!

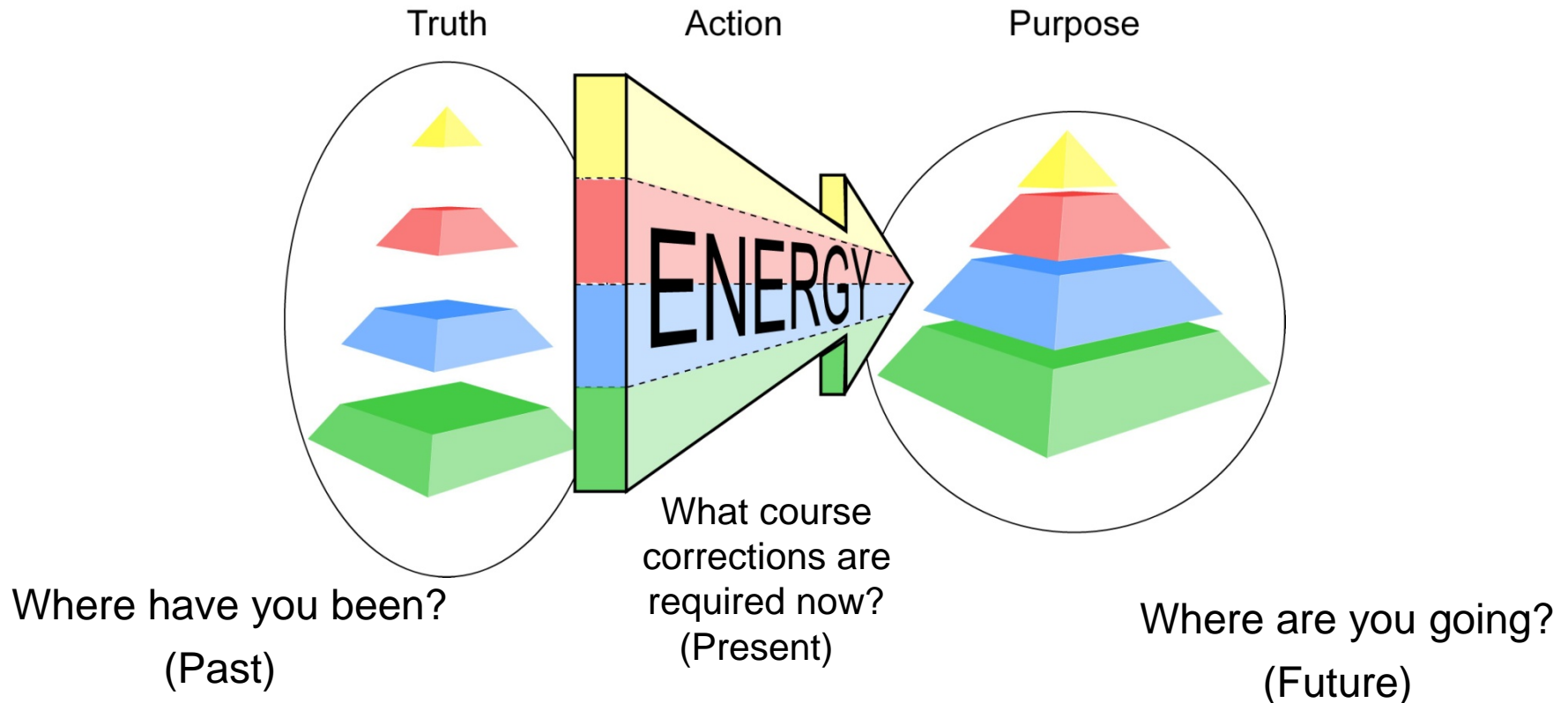


Full Engagement requires you to be...





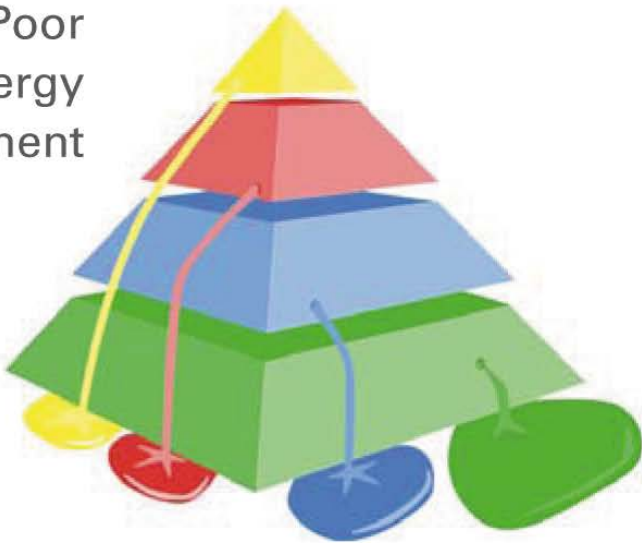
The Pathway to Deepening Engagement



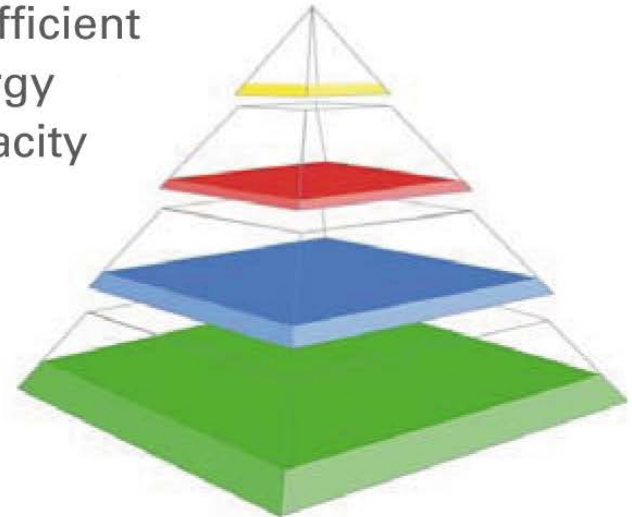


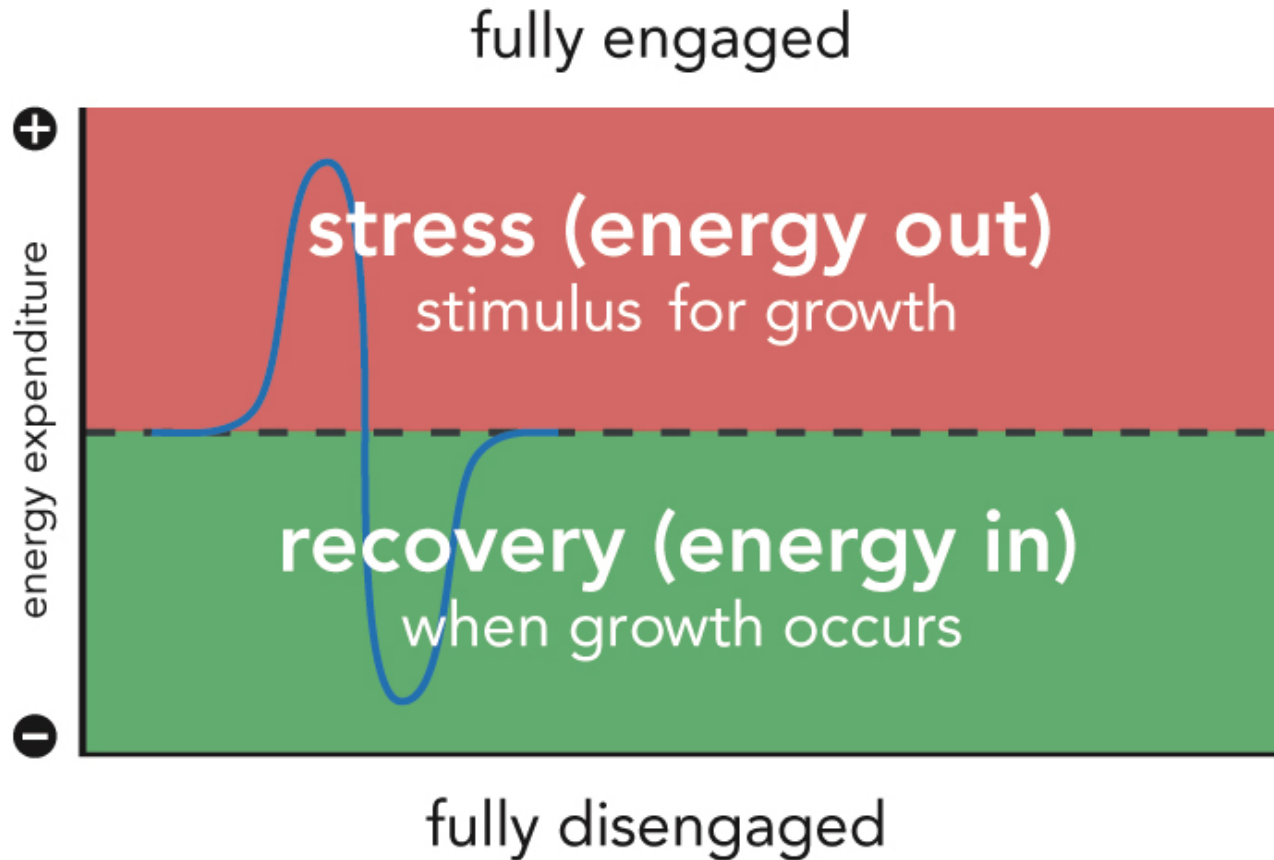
Barriers to Full Engagement

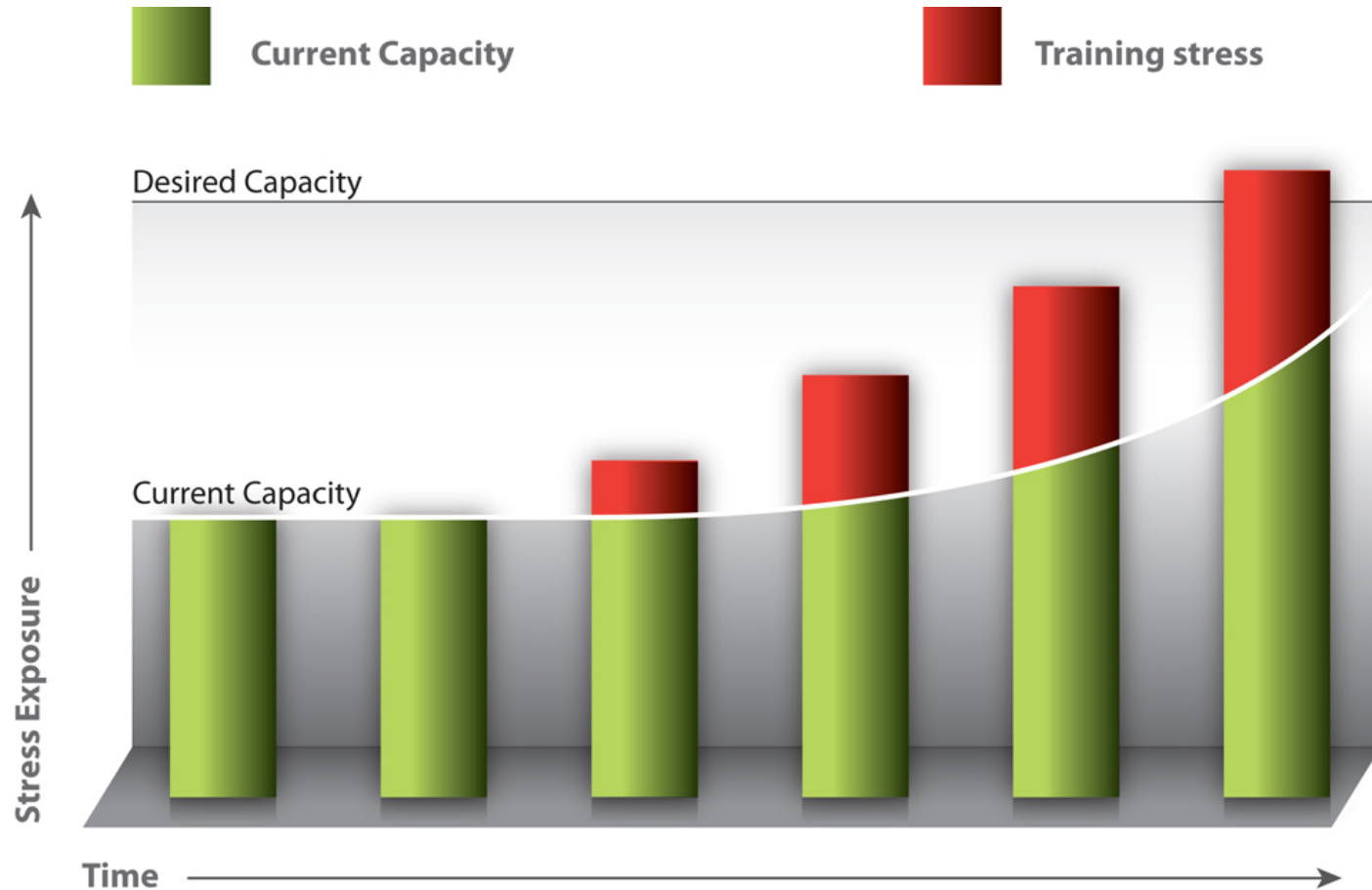
Poor
Energy
Management



Insufficient
Energy
Capacity







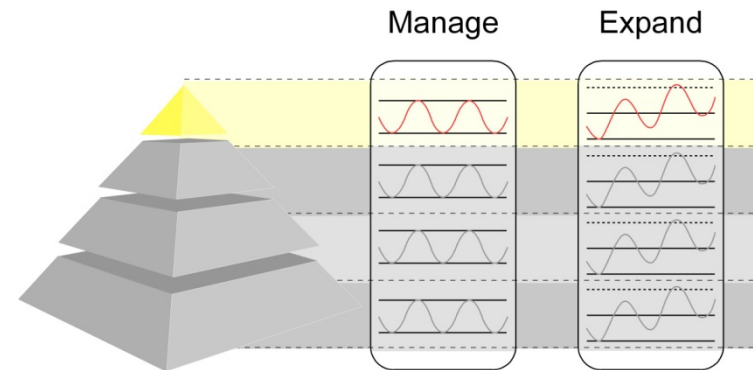


**Expanding capacity begins by
expanding awareness!**



Spiritual Dimension

- Purpose-driven
- Commitment
- Passion
- Principle-centered



Energy associated with our deepest values



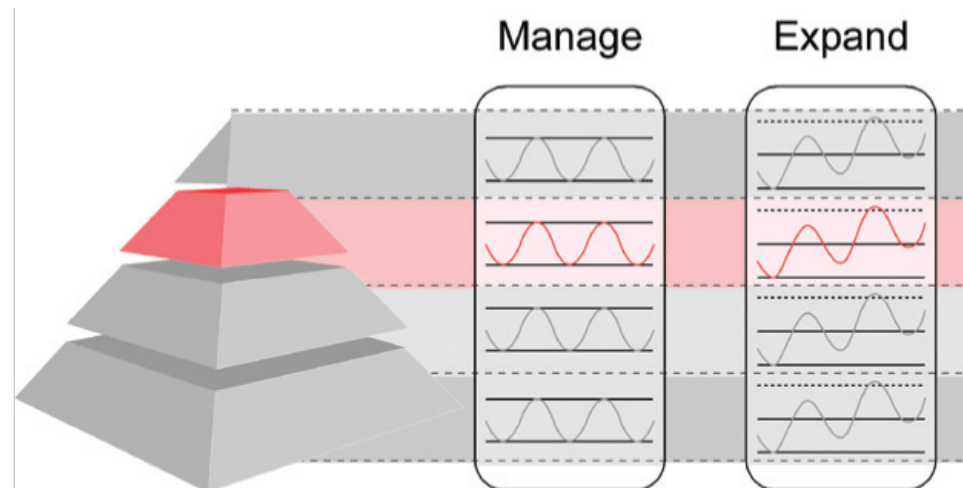
Aligning Values and Engagement

- Job Performance
- Health
- Happiness
- Family
- Work/Life Balance



Mental Dimension

- Fully present moment to moment
- Laser-focus
- Skillful storytelling
- Full awareness





Biggest barriers:





Storytelling

- Explain how and why things happen or don't happen in your life
- Stories you tell yourself and others become your reality
- Negative habits that persist in your life invariably come with a story



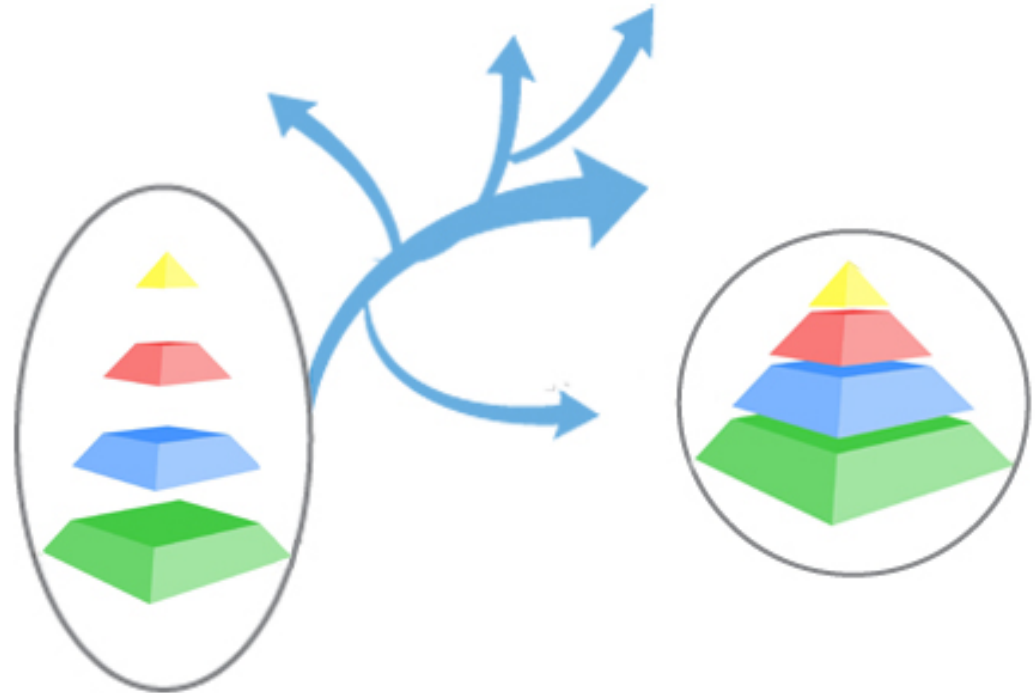
Storytelling

- Storytelling drives the way we gather and spend our energy
- What is more important than what happens to you is the story you create about it



Wrong stories

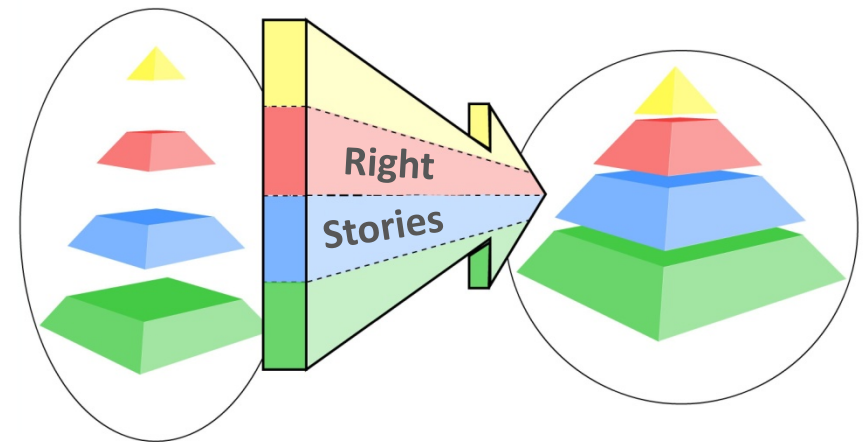
- Disengage us
- Derail any mission





Right stories

- Deepen our engagement
- Support mission success





***The most important story you
will ever tell about yourself
is the story you tell to yourself
(your private voice).***



Private voice is the Master Storyteller!

*Writing is more powerful than speaking
because it recruits the private voice.*



MULTITASKING

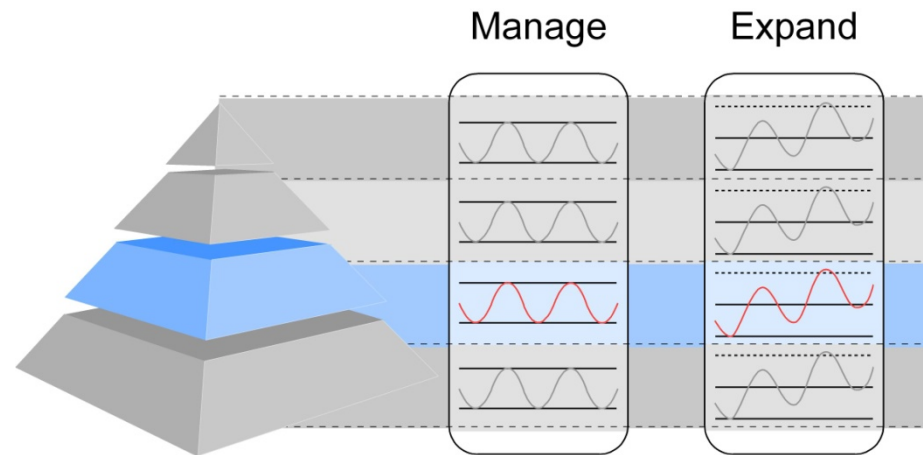
Multitasking is the Enemy of Extraordinary Energy

- The human system performs best when we are laser focused
- We are either focused or not focused



Emotional Dimension

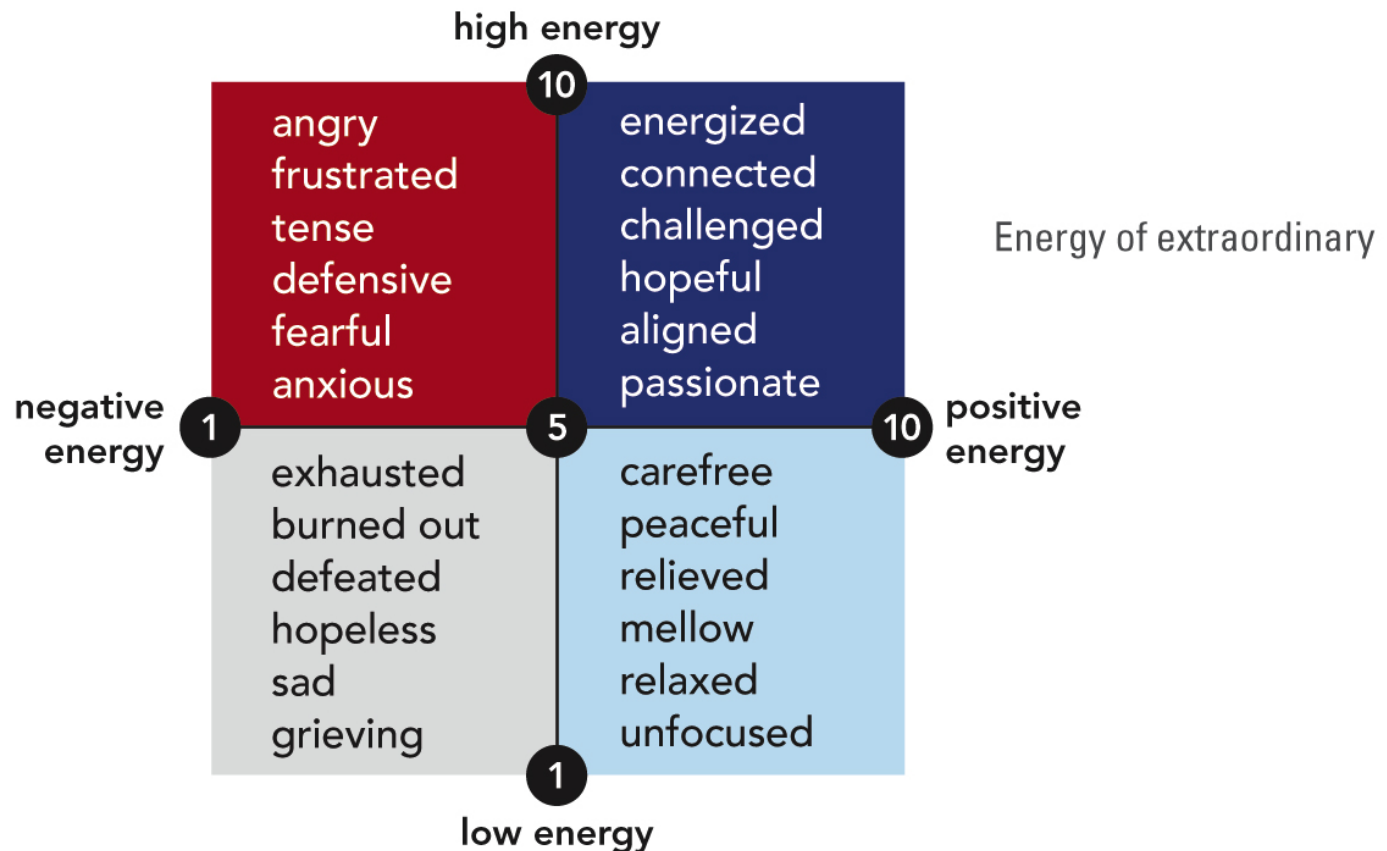
- Opportunity-based emotions
- Interpersonal effectiveness
- Confidence





negative emotions
(survival based)

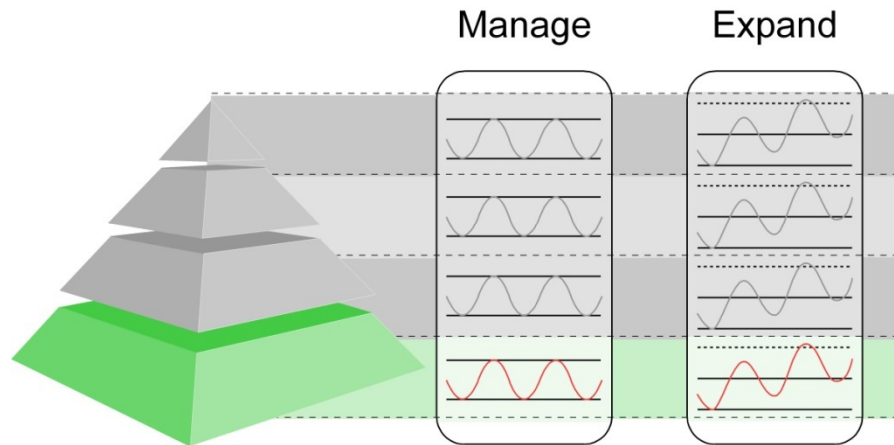
positive emotions
(opportunity based)





Physical Dimension

- Nutrition
- Fitness
- Sleep
- Recovery

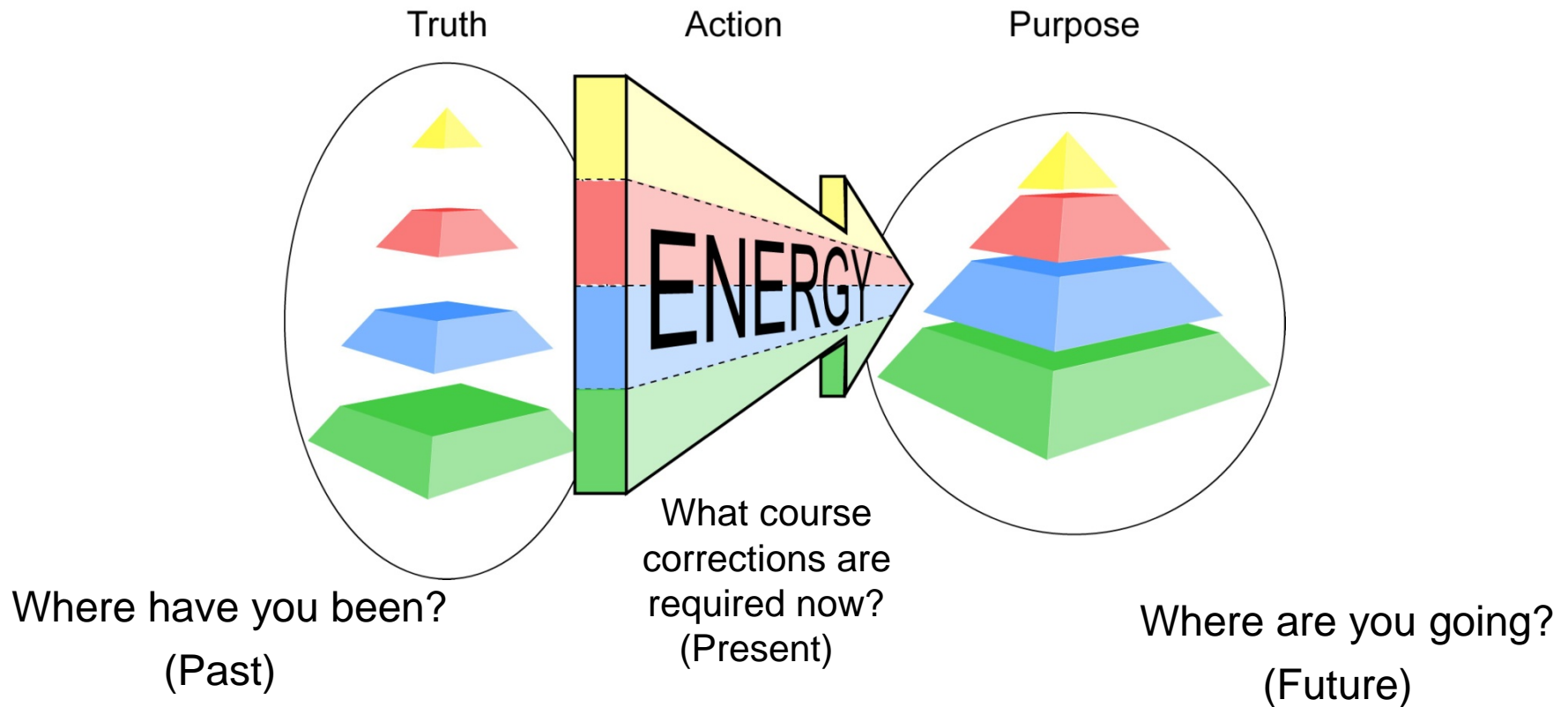




ENERGY = GLUCOSE + OXYGEN

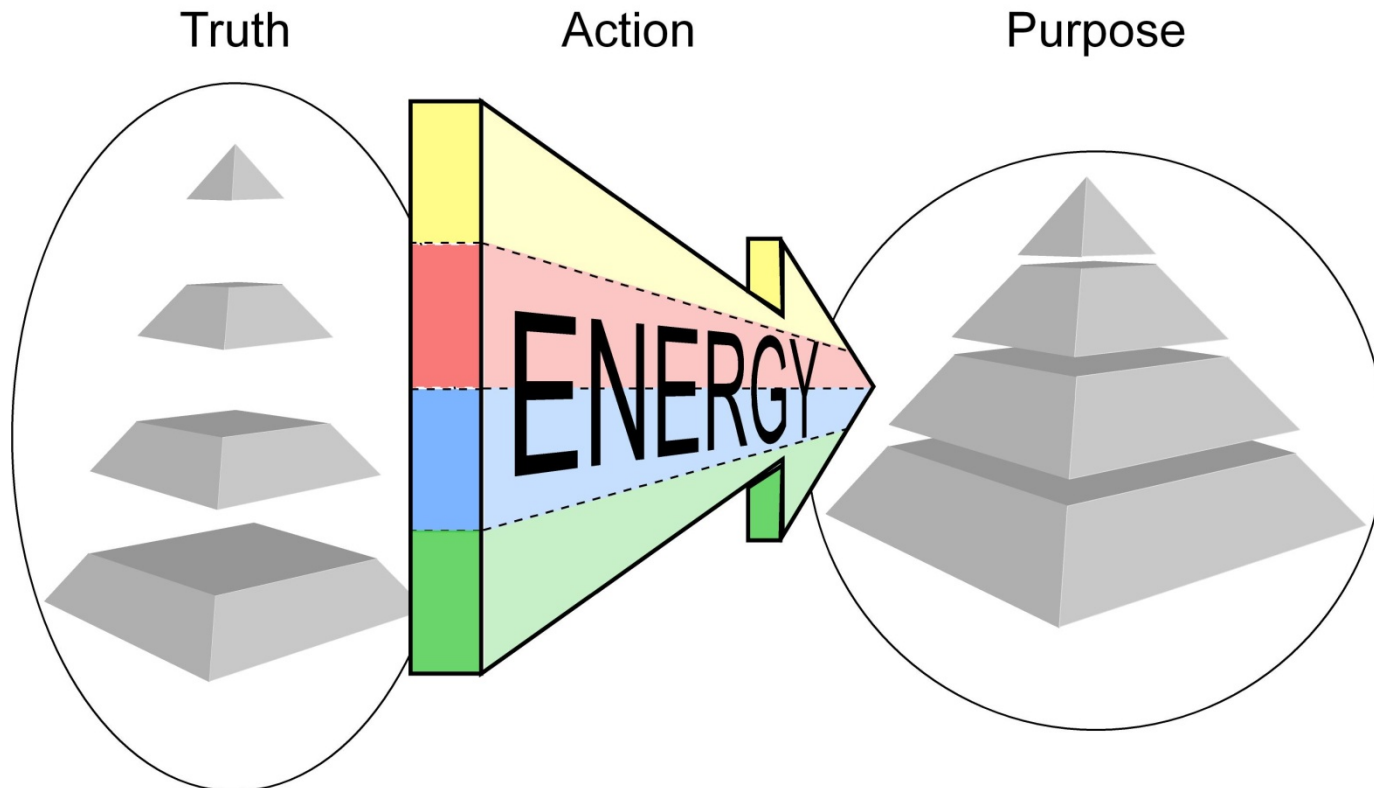






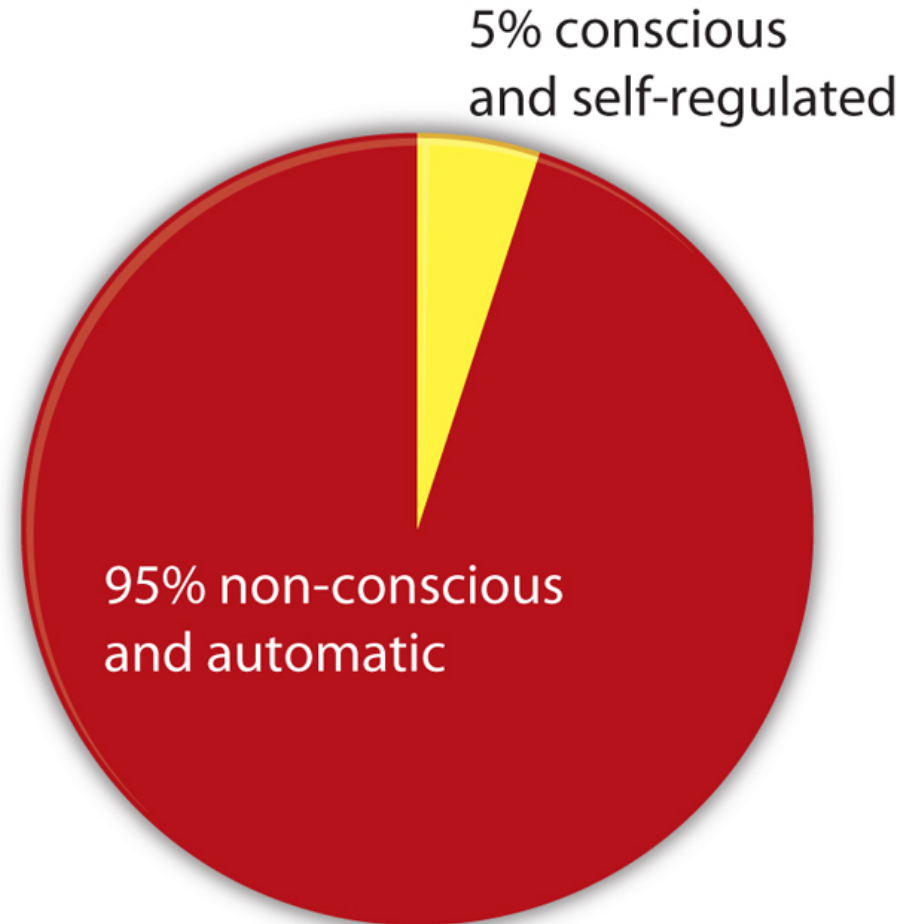


Taking Action





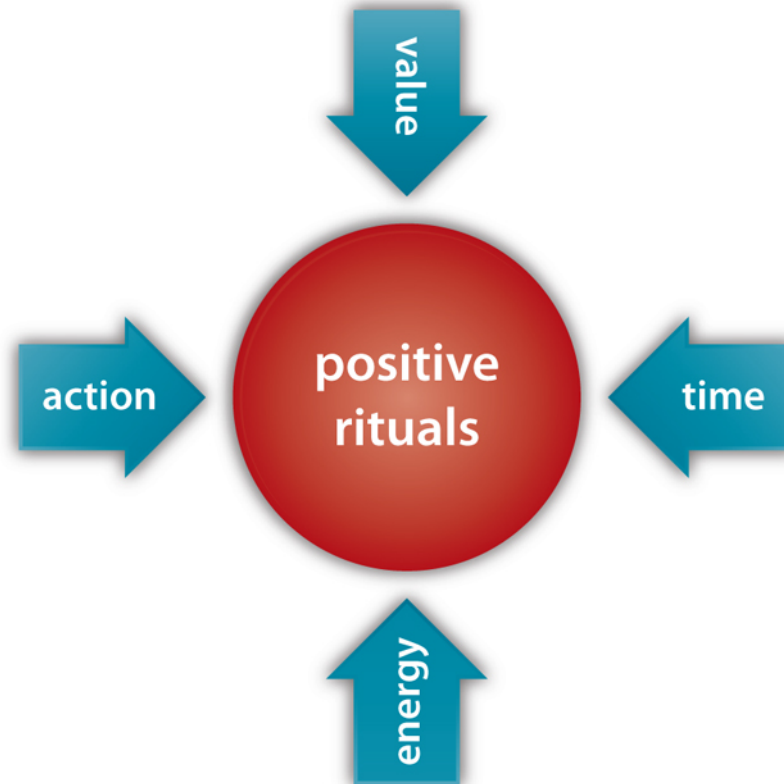
**We are creatures of
habit and routine.**





Rituals

Consciously acquired routines
that serve a mission



NEVER SURRENDER

**I WILL COMPLETE
THE MISSION!**



THE VOICE OF FOOD RETAIL 

futureconnectTM

Developing Food Retail Leaders

April 30-May 2, 2013  The Peabody-Orlando  Orlando, Florida



HUMAN PERFORMANCE[®]
INSTITUTE

For more information, please visit:

www.corporateathlete.com



THE VOICE OF FOOD RETAIL 