

TITAN TIMES NEWSLETTER

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TITAN BUSINESS DEVELOPMENT GROUP, LLC

Creating a Productive Mind

Do you feel overwhelmed, behind schedule and stressed out most days? We tend to overcommit our schedules, bite off more than we can chew and often have an overzealous belief that we can somehow manage it all. But in the end, this routine is basically training us to fail. It tends to make us prove to ourselves that we can't follow through with the things we intend to.



While the impact is subtle, it is consistent. And repetition is how our brain learns. The scary thing is that this process is eroding confidence, happiness and employee engagement on a daily basis. Consequently, these negative beliefs become engrained into the subconscious and carried forward the rest of our lives. These beliefs can appear at the core of every single insecurity and fear often gets in the way of time management.

To combat this, we set might more unrealistic goals and overcommit to a long to-do list. Doing this makes us feel good each morning and motivates us with the anticipation of all the things we could accomplish that day. But the process almost always ends in overwhelming, unfinished work and a shot to our self-confidence when we leave the office. In other words, we perpetuate the same problem.

When you plan your day, always remember that your brain is going to make you feel that you need to do more than is realistically possible. In the morning, remind yourself of this, take a step back, take more time to assess your priorities. Try, if possible, to choose just three core priorities each day that you can fully commit to completing. Of course, you will have other things to do, but everything else should come second to those three core goals.

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“So, in effect, we often find ourselves people-pleasing instead of prioritizing.”

Start with the most difficult task. If you can clear the most difficult task off your plate first, you can pat yourself on the back and will have a mental edge for completing the other “easier” tasks on your list.

It is also a good idea to train yourself to say “no”. Adopt the belief that always saying yes leads to stress. The reason we often have a hard time saying no is because we fear letting others down and worry that we won't be perceived as competent. So, in effect, we often find ourselves people-pleasing instead of prioritizing.

To be successful, it's important to make our dreams big, exciting and unrealistic. However, in order to get there, we need to plan each day as realistic as possible.

Masterful Quotes



“Everybody has talent, it’s just a matter of moving around until you’ve discovered what it is.”

- George Lucas

“Leaders are made, not born. You learn to become a leader by doing what other excellent leaders have done before you. You become proficient in your job or skill and then you become proficient at understanding the motivations and behaviors of other people.

- Brian Tracy

Learn From Successes and Failures



As your company grows, honest feedback is harder and harder to come by. You have to do what you can to keep it coming. This is crucial because successes and failures are valuable sources of learning. The strategic thinker will always seek to find the lessons in these.

While the list can be quite long, today's leaders have several habits in common. Among those, they:

- make concerted efforts to question often
- anticipate the future
- interpret and synthesize information
- encouraging open dialogue
- seek to learn from successes
- recognize the importance of learning from failures.

What would you add to this list?



Titan: of prodigious size, strength or achievement