

## HPCG High-Performance Coaching Newsletter #16, Ralf Wolter

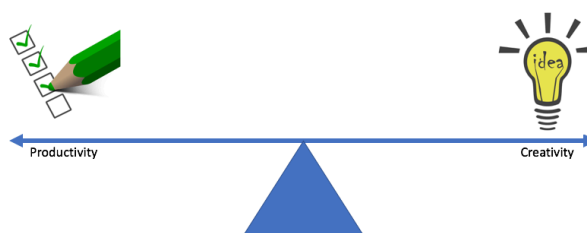


High-Performance  
Consulting & Coaching  
Group (HPCG®)

Dear Reader,

5 months have already gone by – which means I'm 2 months over my goal of sending a newsletter quarterly. I was surprised how long it took me to a) write the newsletter and b) figure out what was so hard about completing a) in the first place. A lack of creativity and ideas was unusual and frustrating for me. I preferably brainstorm during a walk through the woods with our dog, but recently something was different. Even though I walked a lot (all the way to New Zealand, according to my step tracker 😊), no good ideas came to my mind. And then it struck me: it's my larger-than-usual workload that leaves little time for new ideas.

My conclusion? We cannot excel in creativity and productivity simultaneously. Have a look at this scale: productivity is on one side, creativity is on the other. Both sides result in an outcome. However, "to create" relates to something *new*, "to produce" is to *repeat* what was already done before.



Realizing this trade-off triggered questions. Why not take 2 minutes of self-reflection and ask yourself these questions as well?

1. Where on the scale do I stand right now?  
Am I creating new ideas or reproducing what already exists?
2. Am I happy with my location on the scale? If not, what would increase my happiness?  
Am I at one edge and would rather be at the opposite?  
Is the current situation fine or would I prefer a more balanced perspective?
3. How would my reality change if I move towards my perfect place on the scale?

During a recent PowerSpeaking workshop I realized how hard it is to focus in general and particularly on the essence of a talk. As presenters we talk a lot and often drift off topic.

Quote of the day: *"A good speech should exhaust the topic rather than those who listen to it."*

~ Winston Churchill

If you are looking for practical tips to get to the point, read the following article from PowerSpeaking. Don't get confused by the title, you can replace "investors" by "audience" and it works great.

[12 Ways to Impress Potential Investors](#)

Have a nice weekend! And if you need to work during the weekend, make sure that it is fulfilling.

Best regards,

*Ralf Wolter*

HPCG® Founder, Coach and Consultant

If you know someone who would benefit from this newsletter, please invite them to [subscribe](#).