

HPCG High-Performance Coaching Newsletter #22, Ralf Wolter



Dear Reader,

Germany has this magical sign in road traffic: "speed limit lifted". As a passionate motorbike driver, that is my favourite one. If the situation permits, I love riding my motorbike *fast*. After 3+ decades I learned dealing with most situations, still sometimes unpleasant surprises occur.

I recently went on tour as 20 degree Celsius in March are literally asking for it. I was ready to take off, if it wasn't for that slowly crawling car in front of me. Naturally, I started to overtake it. The combination of a narrow curve ahead – and a suddenly oncoming car on the lane that I needed as well caught me by surprise. For a split second I panicked. Then I practiced what I had mentally trained for years: look where you want to head to. Technically speaking, everything worked perfectly well, I returned to my lane on time with enough space – still some beads of sweat appeared...

Reflecting on that situation, I realized there were two key factors that turned the possible threat into the desirable outcome:

1. I looked at where I wanted to head to.
2. I had mentally prepared for such a situation for years.

These principles can just as much be applied to business and life in general. What you focus on will determine where you will find yourself ending up. And under pressures it's rarely your *ideal* self that will come out, it's your *default* self. To change behaviour, we need to "upgrade" our factory settings to the desired settings ahead of time.

In order to manage the next unpleasant and stressful surprise smoothly, here are two points for reflection:

1. What am I currently focusing on? Downsides or upsides? Backwards or forwards? Am I lost in the moment or heading towards my goal? Resetting my mind is less of a one-time action but rather a daily exercise.
2. What is something I can mentally prepare for *in advance*? Under pressure, our view and decision making can quickly get blurry and irrational. Defining my values and key life principles enables the shift from my *default* settings to my *desired* settings.

Et voilà – if you keep on practicing these simple – and effective – steps, you will soon find your "pressure preparedness" stepping up to a whole new level.

PS: interested in more input? The motorbike reminded me of gestures - as bikers usually greet each other. However, what works well on the road, might not work equally well in business. Here is a hint from the PowerSpeaking Blog to consider before making the "OK" gesture:

<https://blog.powerspeaking.com/global-gestures>

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

Best regards,

Ralf Wolter

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