

# Level Up your Mental Fitness

And Learn to Thrive in Challenging Times



**Lund Global**  
COACHING & CONSULTING

Kara Lund, Founder and CEO  
[www.karalund.com](http://www.karalund.com)  
[kara@karalund.com](mailto:kara@karalund.com)

How to grow the  
*three* core mental muscles  
to move from  
survive to thrive in challenging  
times.



# Mental Fitness

## Definition

Your capacity to respond to life's challenges with a positive rather than negative mindset

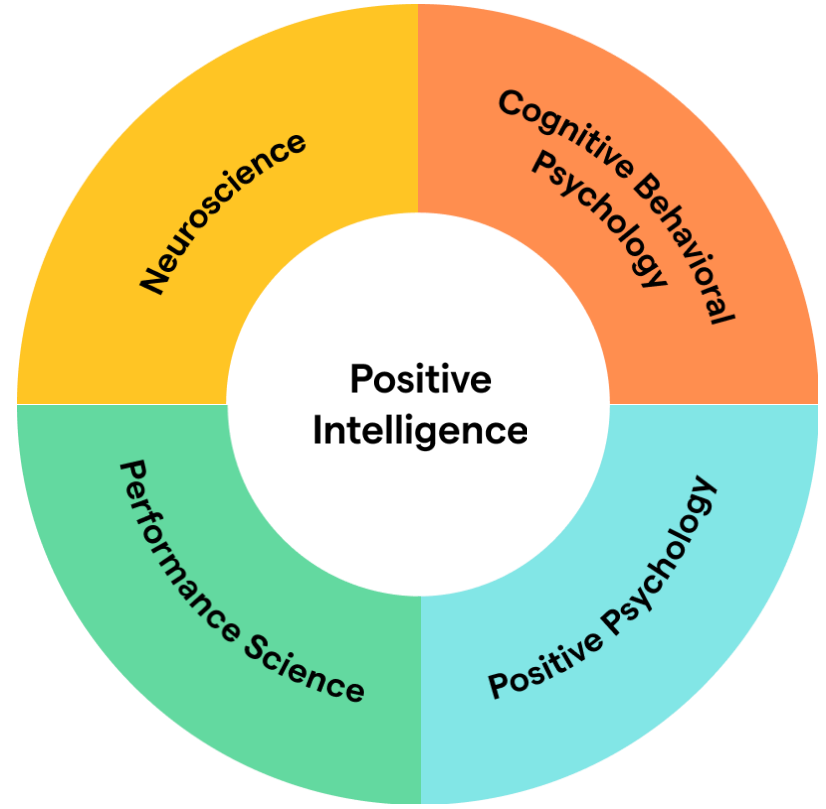


# Impact

- Peak performance
- Peace of mind/wellness
- Healthy relationships

# Research Foundation

Our mental fitness program is based on breakthrough, original research by **Shirzad Chamine** and the synthesis of recent discoveries across neuroscience, positive psychology, cognitive behavioural psychology, and performance science.



# Research includes results from:

- ✓ Hundreds of CEOs and their executive teams
- ✓ Stanford students
- ✓ World-class athletes
- ✓ 500,000 participants from 50 countries
- ✓ Many YPO families and Forums

Research summarized in the New York Times best-selling book,  
'Positive Intelligence', translated into 20 languages.

# The Power of Factor Analysis

- ✓ Discovers the **root cause**
- ✓ Results in **radical simplification**

## Example

At the root of thousands of colors are only three factors:

# Red, Blue, Yellow



# The Power of Factor Analysis Research

Only *three* core muscles are  
at the root of mental fitness

- 1. Saboteur Interceptor**
- 2. Sage**
- 3. Self-Command**

The Inner Game  
is the  
'Hero's Journey'

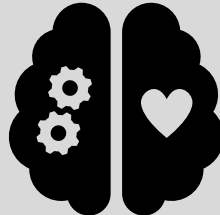




# Saboteur (10)

- Motivate through **Negative** Emotions
  - Fear, stress, anger, guilt, shame, insecurity, resentment, bitterness
- S. Nervous System, parts of Left Brain
- Cortisol
- Leads to burn-out

Generates Success  
but *not* true Happiness



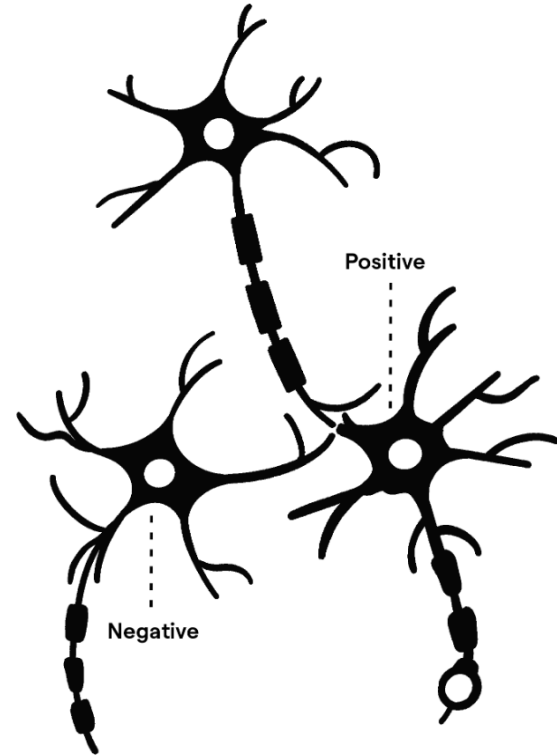
# Sage (5 powers)

- Motivate through **Positive** Emotions
  - Empathy, curiosity, creativity, passion, purpose, calm, clear-headed action
- PS. Nervous System, parts of Right Brain
- Serotonin, Oxytocin, Endorphins
- Leads to Behaviors that foster trust

Generates your Highest Success  
*and* Happiness

# Neuropathways by Association

- Habits form through repetitive associations between neurons.
- Neurons that get fired together become wired together.
- Good News! You *can* teach an old dog new tricks.



# The 3 Core Muscles



1. **Saboteur Interceptor**
2. Sage
3. Self-Command

# The Judge

- Self
- Others
- Situations/Circumstances

The Master Saboteur



# '9' Accomplice Saboteurs



Avoider



Hyper-Achiever



Controller



Hyper-Rational



Hyper-Vigilant



Pleaser



Restless



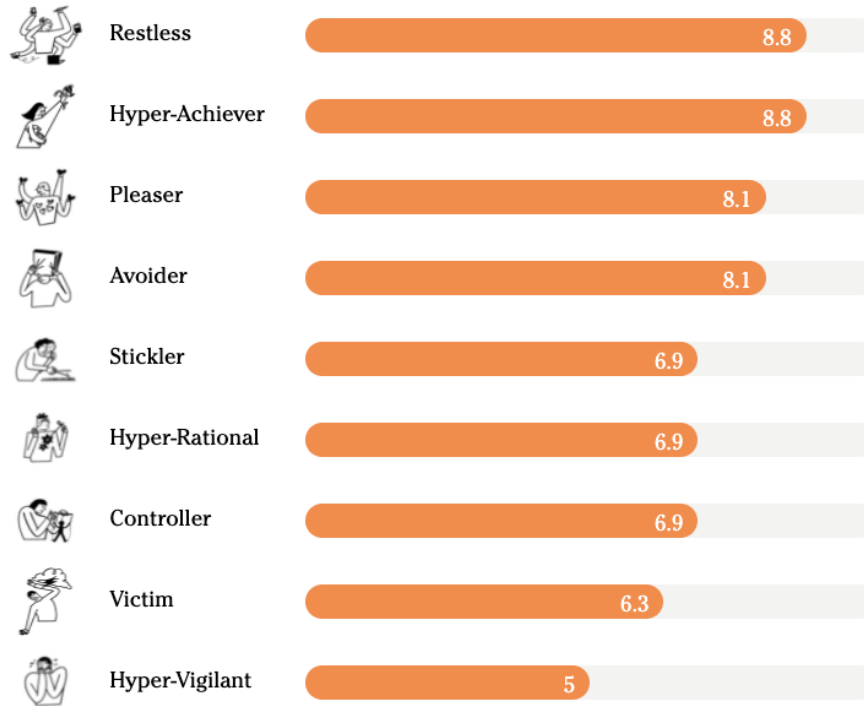
Stickler



Victim

# Here are your results..

[www.positiveintelligence.com/saboteurs](http://www.positiveintelligence.com/saboteurs)



How do *YOU* get sabotaged?

## The Avoider



### Characteristics

Loses self in comforting routines & habits. Procrastinates on unpleasant tasks.

### Lies

Good person to spare others' feelings. No good comes out of conflict. Good to be flexible. Be the peacemaker.

### Impact on Self/Others

Relationships are kept superficial due to conflict avoidance. Others don't trust as negative feelings are withheld.

### Strengths

Seeks peace and harmony. Easy going, even keeled temperament. Flexible & adaptable.

# The Controller



## Characteristics

Anxiety-based need to take charge & control situations & people's actions to one's own will. Results in high anxiety.

## Lies

Can't get stuff done without control, need to push people. If I don't take control, someone will control me.

## Impact on Self/Others

Costs you your happiness. Gets temporary results but at the cost of others. Great anxiety as one can't control life.

## Strengths

Confident, action-oriented, decisive, willful, persistent & courageous. Likes to challenge self/others. Can do the right thing even if not popular.



# The Hyper Achiever



## Characteristics

Competitive, image and status conscious. Goal oriented, workaholic streak. I must be best at what I do. If I can't be outstanding I won't bother.

## Lies

Life is about achieving and producing results. Portraying a good image helps me achieve results. Feelings are just a distraction.

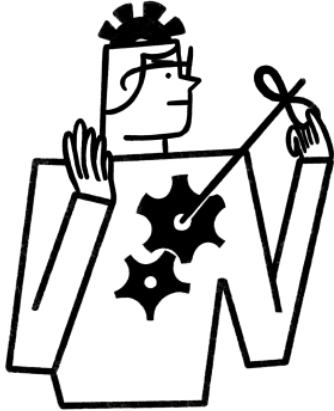
## Impact on Self/Others

Loses touch with deeper feelings. Peace and happiness are short-lived. Self-acceptance is dependent on the next success. Keep people at a safe distance.

## Strengths

Goal oriented. Can be efficient and effective. Driven, pragmatic, adaptable, self-directed. Can help others achieve their true potential.

# Hyper-Rational



## Characteristics

Intense and exclusive focus on the rational processing of everything, including relationships.

## Lies

Rational mind is most important. Should be protected from wasteful emotions and needs, so it gets the work done.

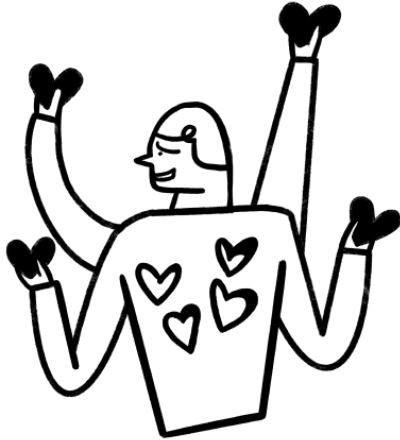
## Impact on Self/Others

Limits the depth & flexibility or relationship in work/life by analyzing rather than experience. Perceived as cold/arrogant.

## Strengths

Capable of deep insight through objective analysis. Observant and perceptive. Can have great expertise in an area of knowledge. Can be great explorer and inventor.

# The Pleaser



## Characteristics

Indirectly tries to gain acceptance & affection by helping, pleasing, rescuing, or flattering others.

## Lies

I help people selflessly and don't expect anything in return. The world would be a better place if everyone did the same.

## Impact on Self/Others

Lose sight of your needs (emotional, physical or financial). Resentment and burnout.

## Strengths

Empathetic, loving, giving. Tuned into others' feelings and needs. Can have high EQ.

## Restless



### Characteristics

Restless, constantly in search of greater excitement in the next activity or constant busyness.

### Lies

Life is short, get the most out of it. I accomplish so much, I'm so valued.

### Impact on Self/Others

Avoids a real and lasting focus on issues and relationships that truly matter. Others have difficulty around the frenzy/chaos.

### Strengths

High energy and vitality, open, curious, spontaneous. Capable of great productivity and creativity. Energizing and engaging others in co-creation.

# The Stickler



## Characteristics

Perfectionism and a need for order & organization taken too far.

## Lies

Personal obligation. Clear right and wrong. Perfectionism is good, makes me feel better. I know how things should be done.

## Impact on Self/Others

Causes rigidity and reduces flexibility. Source of ongoing anxiety and frustration. Saps energy. Others feel continuously criticized.

## Strengths

Principled, able to bring organization & order into ambiguity and chaos. Self-disciplined. Direct & discerning. A good person.

# Hyper-Vigilant



## Characteristics

Continuous intense anxiety about dangers & what could go wrong.

## Lies

In order to protect, you must be in a state of anxiousness and fear. If I don't look out for danger, who will?

## Impact on Self/Others

This is a hard way to live. Constant anxiety. Burns vital energy that can otherwise be brought to good use.  
Loses credibility.

## Strengths

Sensitive & aware of true risks and dangers. Loyal, reliable, hardworking, dependable.  
Perseverance.

# The Victim



## Characteristics

Persistent and extreme focus on internal feelings, particularly painful ones.

## Lies

Maybe this way I get some of the love & attention I deserve. Sadness is noble & shows depth, insight and sensitivity.

## Impact on Self/Others

Martyr streak. Wastes emotional and mental energy. Others feel helpless, frustrated or guilty that they can't help you.

## Strengths

Exceptional depth, insight and sensitivity. Appreciate uniqueness of self and others. Open to inner workings of the mind and using this to connect, teach, inspire and heal.



**Are negative emotions  
*good* for you?**



Is *pain* good for you?



# Negative Emotions = Saboteur

Only helpful for 1 second  
as an alert signal



*Grief and serious trauma is the exception.*

Staying in negative emotions hurts your ability to see clearly and respond with empathy, curiosity, creativity, or laser-focused action.

## The 3 Core Muscles



1. Saboteur Interceptor
- 2. Sage**
3. Self-Command



**The Sage**

**Lives in region of brain associated with:**

- ◆ Positive emotions
- ◆ Peace and calm
- ◆ Clear-headed focus
- ◆ Creativity
- ◆ Big picture

**Operates from the Sage Perspective**

## The Sage Perspective:

*Every outcome or circumstance  
can be turned into  
a gift and opportunity.*



# The Stallion



## **Question:**

**Which Perspective is True?**

**Saboteur: This is BAD**

**Sage: This is a Gift**

## **Answer:**

**Whichever you believe  
becomes true.**

## The 3 Core Muscles

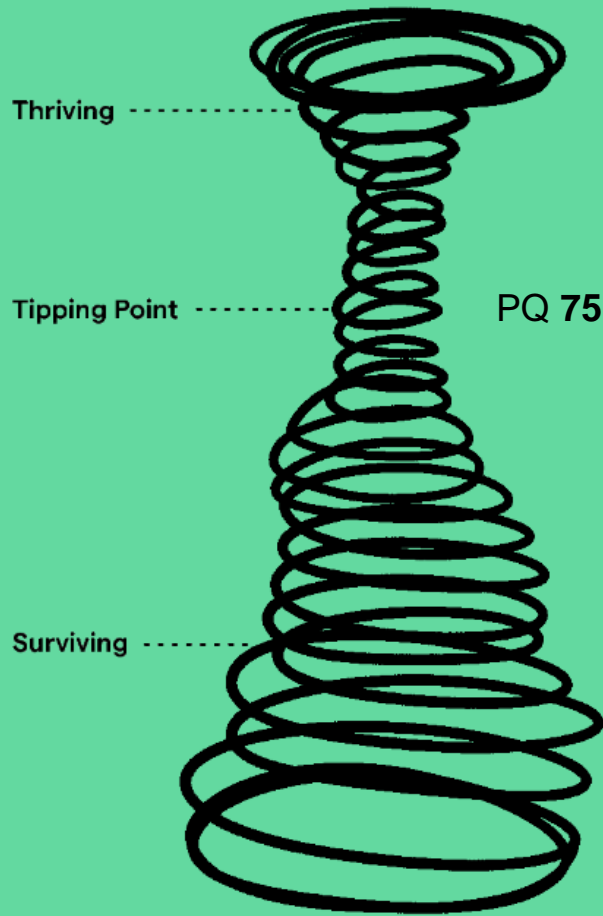


1. Saboteur Interceptor
2. Sage
3. **Self-Command**





## **10-Second PQ Reps**



**PQ score > 75: Thrive**

Net positive vortex = team builds each other up

**PQ score < 75: Survive**

Net negative vortex = team drags each other down

# PQ Operating System



1. Feeling negative emotions? STOP! You're in **Saboteur** mode.
2. Do PQ Reps to quiet Saboteurs and activate **Sage**.
3. Assume the **Sage Perspective** that every problem can be converted into a gift & opportunity.
4. Generate the gift by using the **Sage powers** like empathy, curiosity, creativity, and calm, clear-headed action.

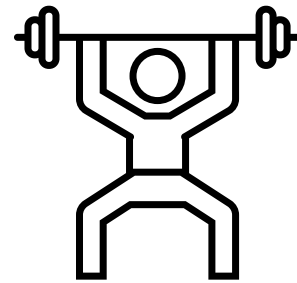


## Question:

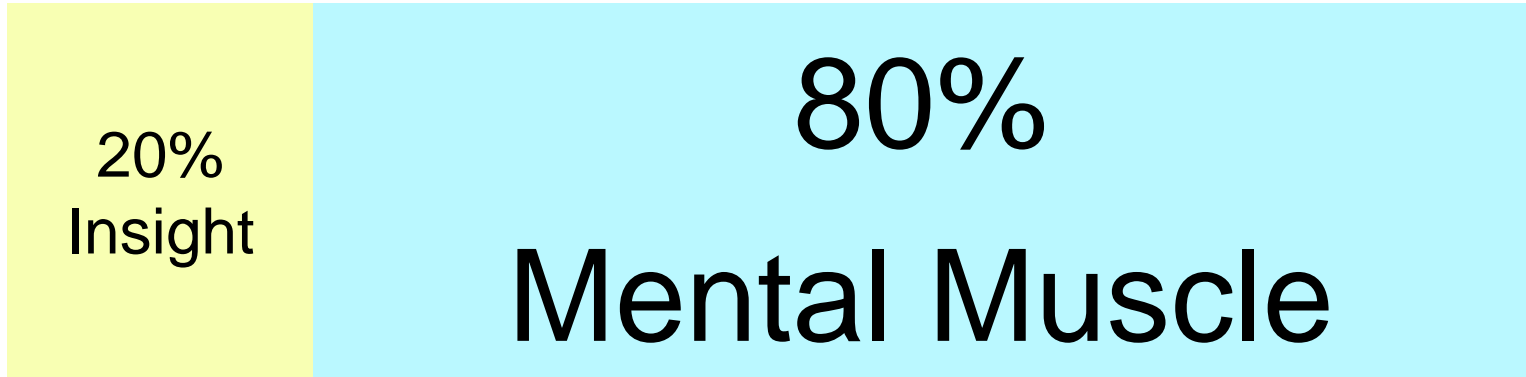
Is it really possible to just shift from the Saboteur to the Sage response, even in tough situations?

## Answer:

YES, but the speed and depth of the shift depends on *mental muscle* strength.



# Lasting positive change requires..



**Intense practice requires  
15 min/day for 6-8 weeks**

# Positive Intelligence 6-week program

1. Watch 1-hour weekly video (on weekend or Monday)
2. Weekly pod meetings led by me for discussion, accountability and support
3. 15 minutes/day of practice on the app
4. Read 8 chapters of Positive Intelligence book
5. Continue building mental muscle with the app for 1 year

*“I recommend this program to every single person who wants to understand their personality, their triggers and the best way to deal with stress / mental challenges. Small tricks and continuous mental exercises will help to build that mental muscle, which is key in achieving a satisfied/ happy state of mind.”*



ATD Attendees will get **20% off**  
the next boot camp beginning January 14<sup>th</sup>!

## LOGISTICS

1. To save your spot, **email me** your name and email address  
kara@karalund.com
2. Grab **30 min** on my calendar <https://calendly.com/kara-coach/30min>
3. Go to **PositiveIntelligence.com/assessment**
4. Email me your results: kara@karalund.com
5. **Participate** with at least one other accountability partner  
(“Pod” sizes of 2-5)

# Questions?

Kara Lund  
[kara@karalund.com](mailto:kara@karalund.com)  
[www.karalund.com](http://www.karalund.com)



**Lund Global**  
COACHING & CONSULTING

# Thank You!