

The Psychology of Success

# TURNING CHAOS INTO OPPORTUNITY

Presented Exclusively To

*Coca-Cola*



# Navigating Through Constant Change



- Change is constant, but it does not mean there has to be chaos.
- We cannot stop or manage change, but we can control how we react and respond to it.
- Rather than focusing on the fear and frustration of the uncontrollable, focus on YOU!



# Control What You Can, Let Go of the Rest

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## What You Can Control

- Your own thoughts
- Your own emotions
- Your own behaviors
- Your own choices
- Your own decisions

## What You Can't Control

- Other people's thoughts
- Other people's emotions
- Other people's behaviors
- Other people's choices
- Organizational change
- The pandemic
- Weather
- Outcome of situations

# Resources



*SCAN ME*

<https://qrco.de/bdOPMi>





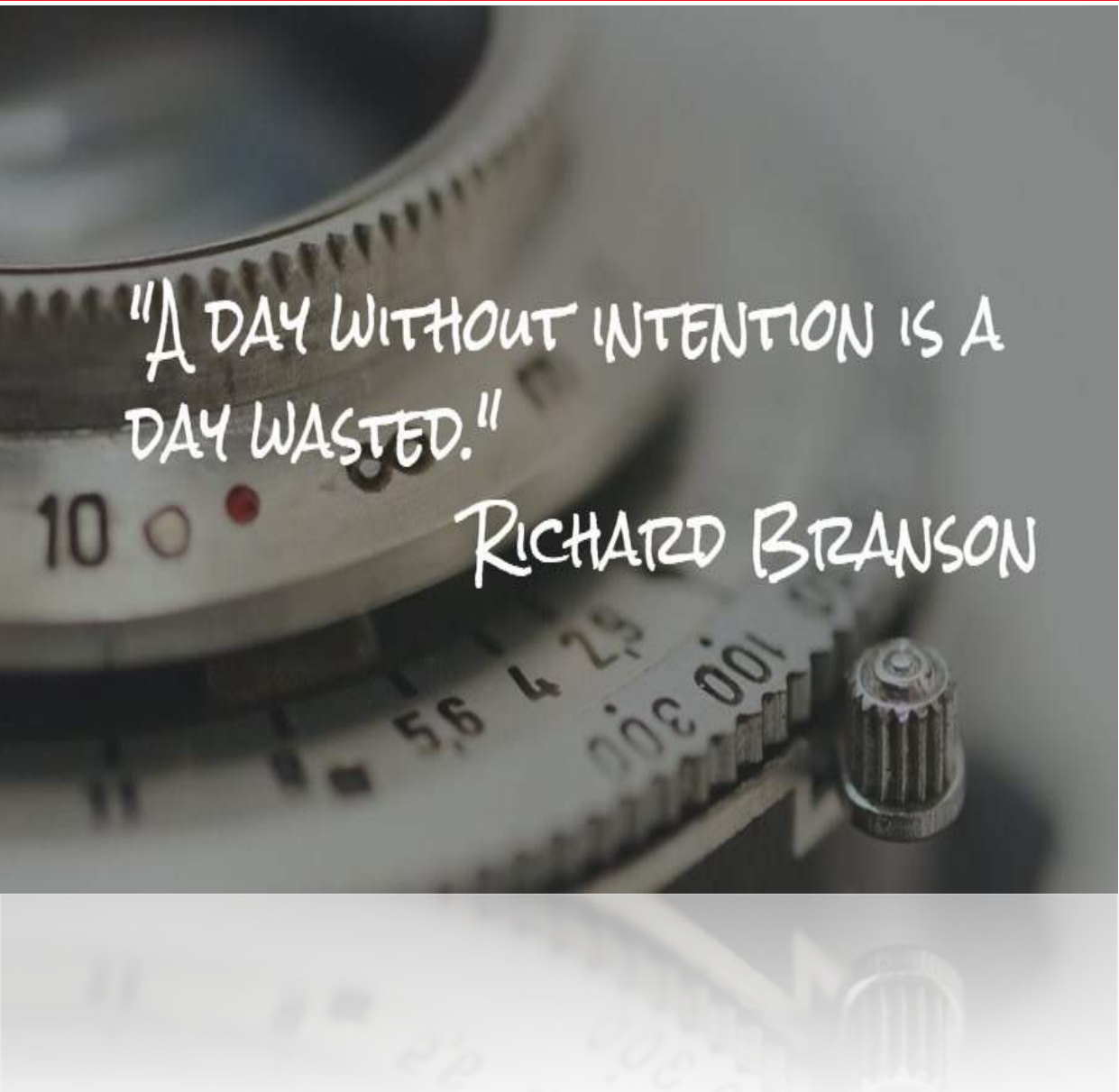
# Today's Objectives

1. Identify Your Passion
2. Revitalize Your Purpose
3. Motivate and Empower Yourself
4. Communicate Effectively
5. Collaborate for Success
6. Plan to Achieve Your Goals





# What's Your Goal for Today's Session?



"A DAY WITHOUT INTENTION IS A  
DAY WASTED."

RICHARD BRANSON

Share one key  
takeaway you  
would like to get  
from today's  
session in the chat

# Identify Your Passion

- Ignite your ambition and inner fire
- Ask yourself the "Miracle Question"
- Tend to your dreams as self-care
- Know that personal and professional success are two sides of the same coin
- Embrace your worth



# Revitalize Your Purpose

- What are your unique gifts, talents and strengths?
- How might these strengths benefit Coca-Cola in new ways?
- How can you see yourself expand and succeed within the company?
- How would that enrich your life?





# Motivate and Empower Yourself



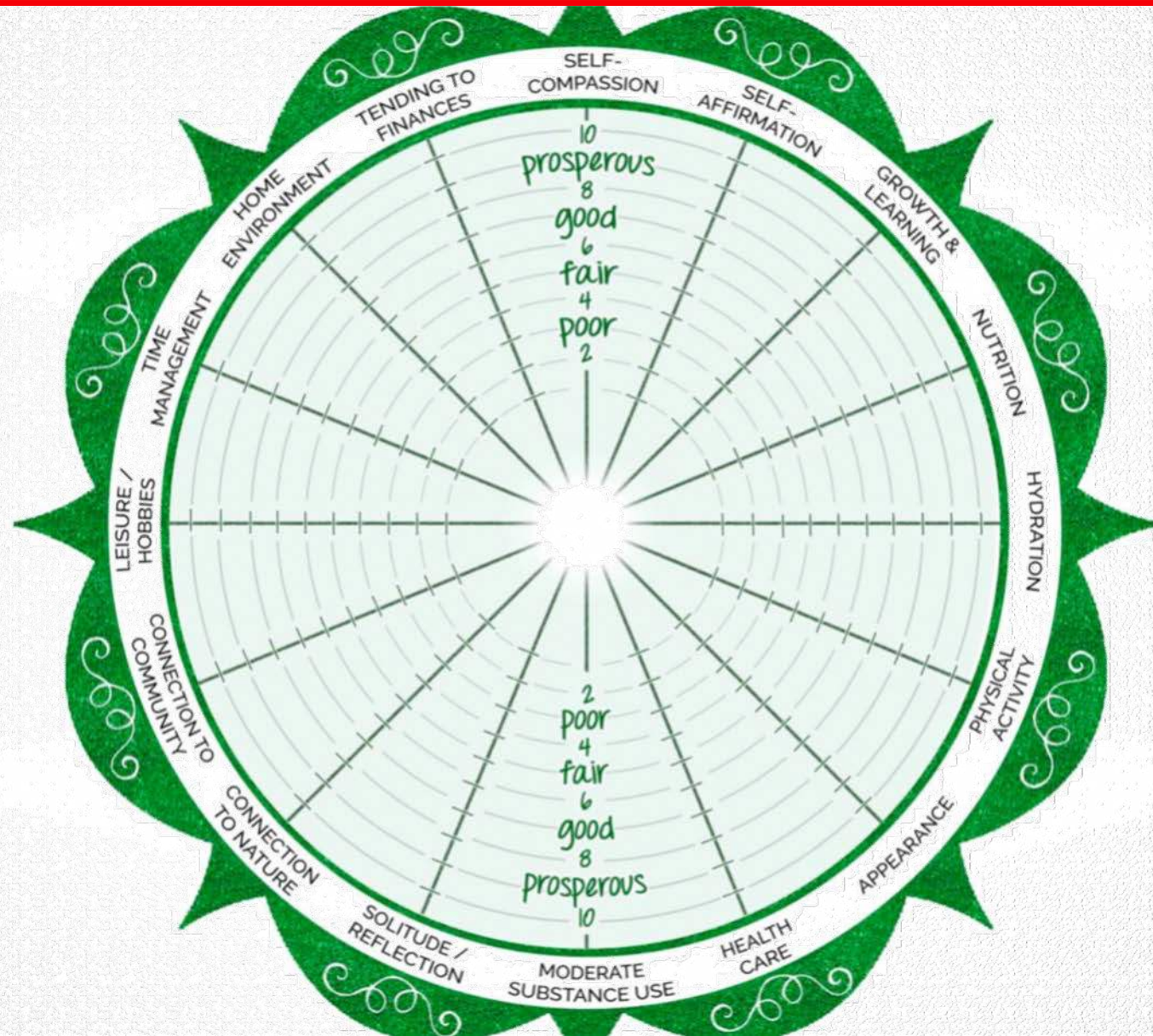
## Combat Procrastination

- Dial down perfectionism
- Silence your Inner Saboteur
- Prioritize and break down tasks
- Ask for accountability

## Overcome Burnout

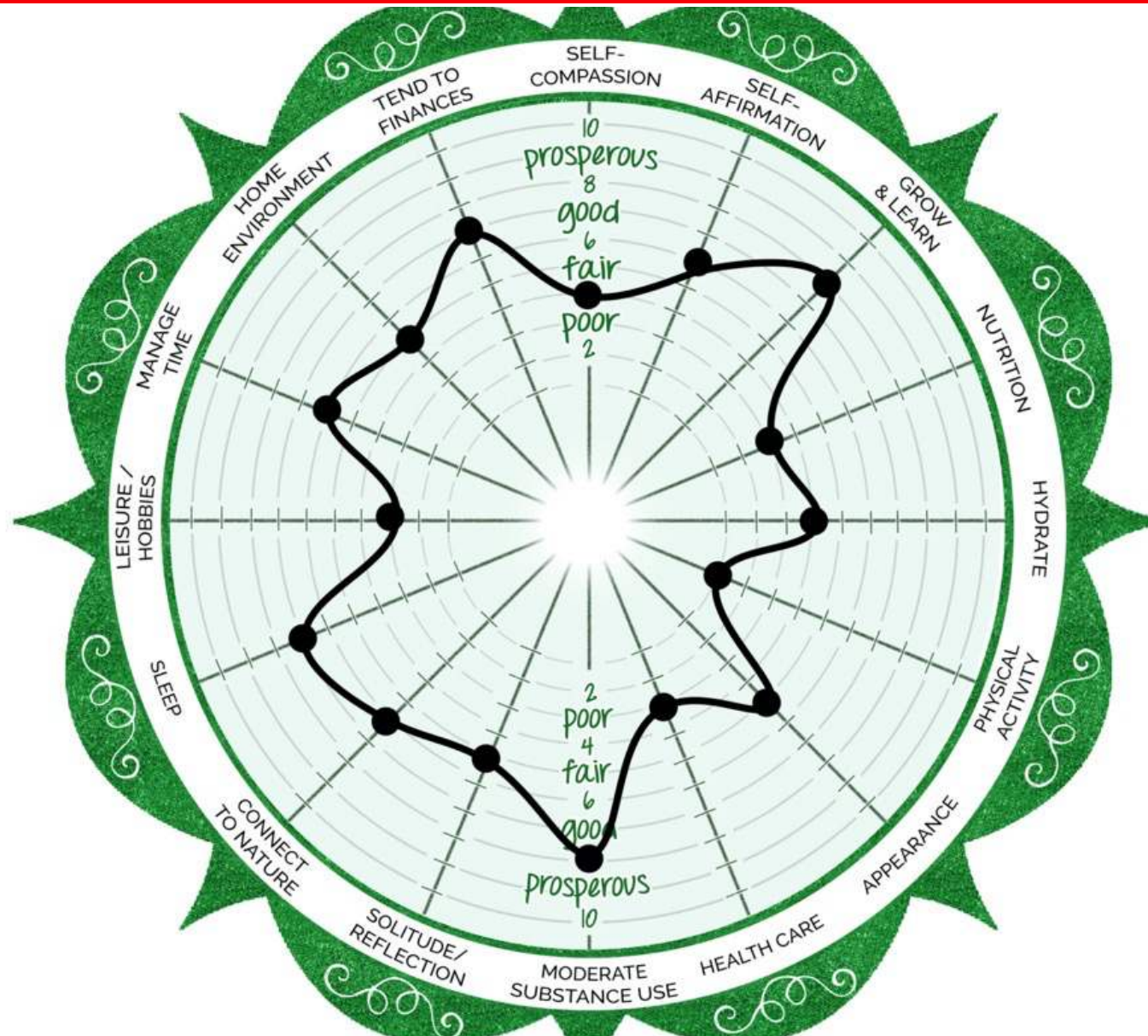
- Manage your energy
- Cell phone analogy
- “Self-Love Wheel” handout

# Self-Love Wheel





# Sample Completed Self-Love Wheel





# Communicate Effectively: Asking for Help

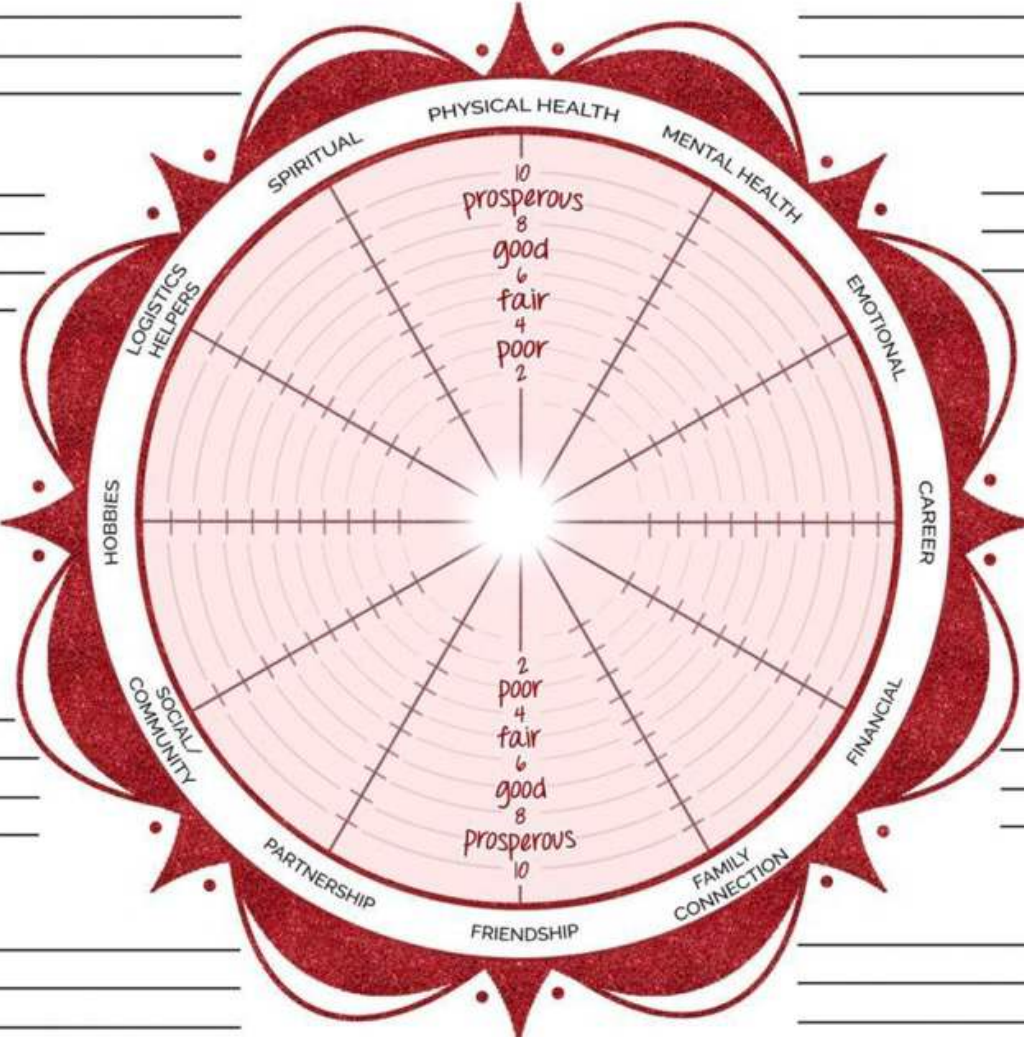
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- Transcend the barriers to asking for support
- Learned helplessness, pride, fear, etc.
- Recognize that asking for help is self-care
- Be proactive—anticipate your needs
- Ask the people who are capable and be specific
- Start with resources and people available to you
- Complete the “Support Network Wheel” handout





# Support Network Wheel



A circular diagram titled "Support Network Wheel" with a red, flower-like border. The wheel is divided into 12 segments, each representing a different aspect of a person's life. The segments are labeled as follows:

- PHYSICAL HEALTH
- MENTAL HEALTH
- EMOTIONAL
- CAREER
- FINANCIAL
- FAMILY CONNECTION
- FRIENDSHIP
- PARTNERSHIP
- SOCIAL COMMUNITY
- HOBBIES
- LOGISTICS HELPERS
- SPIRITUAL

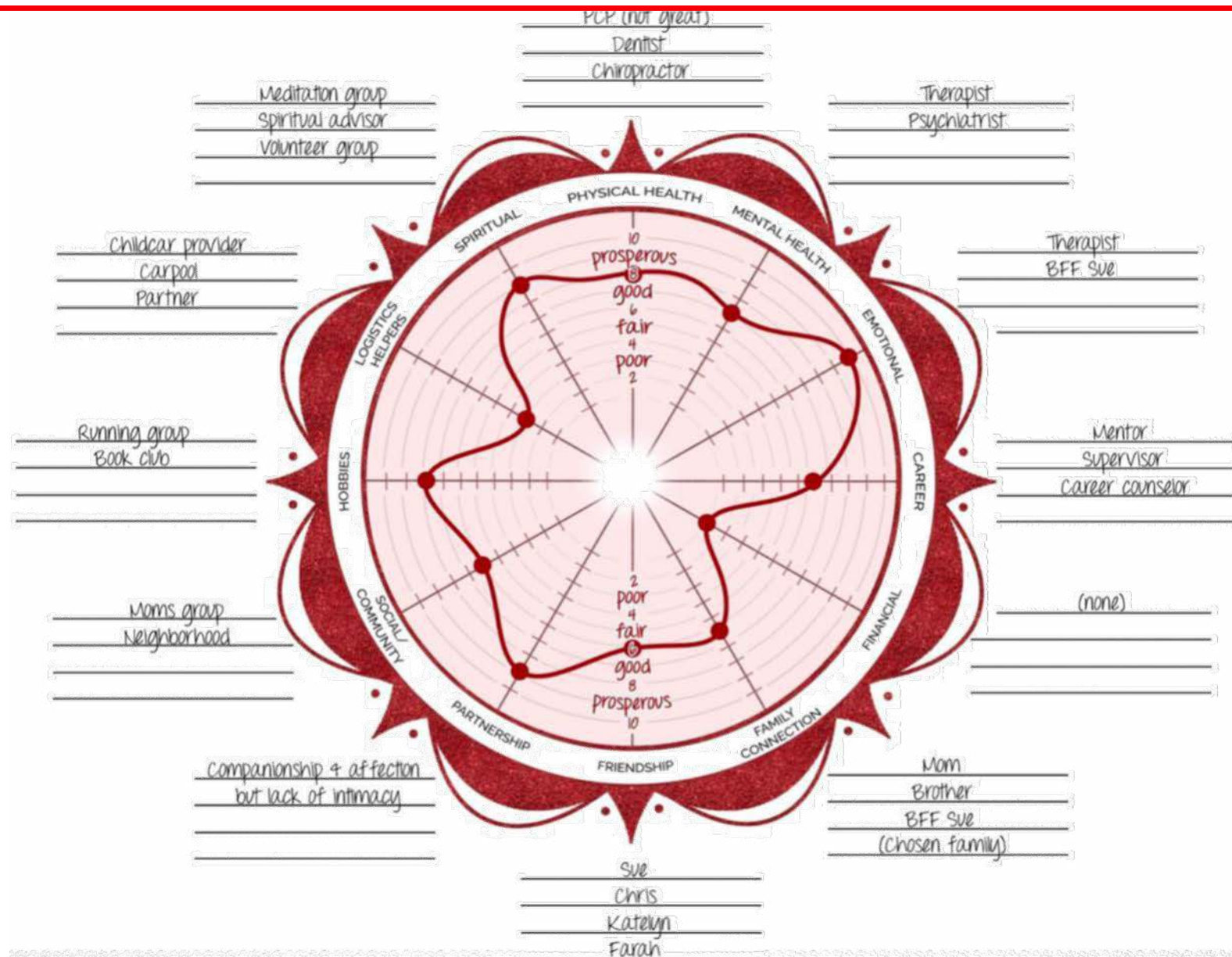
Each segment has a radial scale from 0 to 10, with handwritten labels indicating levels of well-being:

- PHYSICAL HEALTH: 10 prosperous, 8 good, 6 fair, 4 poor, 2
- MENTAL HEALTH: 2 poor, 4 fair, 6 good, 8 prosperous, 10
- EMOTIONAL: 10 prosperous, 8 good, 6 fair, 4 poor, 2
- CAREER: 2 poor, 4 fair, 6 good, 8 prosperous, 10
- FINANCIAL: 10 prosperous, 8 good, 6 fair, 4 poor, 2
- FAMILY CONNECTION: 2 poor, 4 fair, 6 good, 8 prosperous, 10
- FRIENDSHIP: 10 prosperous, 8 good, 6 fair, 4 poor, 2
- PARTNERSHIP: 2 poor, 4 fair, 6 good, 8 prosperous, 10
- SOCIAL COMMUNITY: 10 prosperous, 8 good, 6 fair, 4 poor, 2
- HOBBIES: 2 poor, 4 fair, 6 good, 8 prosperous, 10
- LOGISTICS HELPERS: 10 prosperous, 8 good, 6 fair, 4 poor, 2
- SPIRITUAL: 2 poor, 4 fair, 6 good, 8 prosperous, 10

Surrounding the wheel are 12 sets of horizontal lines for notes, corresponding to each segment:

- PHYSICAL HEALTH: 3 lines
- MENTAL HEALTH: 3 lines
- EMOTIONAL: 3 lines
- CAREER: 3 lines
- FINANCIAL: 3 lines
- FAMILY CONNECTION: 3 lines
- FRIENDSHIP: 3 lines
- PARTNERSHIP: 3 lines
- SOCIAL COMMUNITY: 3 lines
- HOBBIES: 3 lines
- LOGISTICS HELPERS: 3 lines
- SPIRITUAL: 3 lines

# Sample Completed Support Wheel



# Communicate Effectively: Difficult Conversations

- Be assertive, not passive or aggressive
- Be honest, direct and kind
- Be proactive, not defensive
- Be responsive, not reactive
- Show respect for self and others
- Be diplomatic and professional
- Be mindful of tone and nonverbals
- Avoid conflict via text or email
- Face to face or voice to voice is best







# Difficult Conversation Starters

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“I’d like to schedule a short call with you to discuss X.”

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“It seems like we may have had a misunderstanding. I’m wondering if we could set up a time to get back on the same page.”

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“It seems like you might be upset with me, and I would like to understand and work through it.”

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“I’m wondering if it might be easier for us to chat about this in person.”

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“I’m struggling with X and am wondering if we could please talk about it.”



# Collaborate for Success

- Facilitate lateral leadership
- Look for the win-win
- Facilitate psychological safety
- Be part of the solution
- Cultivate an abundance mindset:
  - Collaborative, not competitive
  - Open & flexible, not rigid
- Team player, not operating in silos





# Plan to Achieve Your Goals

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- Identify heroes who light the way
- Utilize mentors, peer groups and accountability partners
- Create a vision board and “1-3-5 Year” work-life plan
- Utilize ERGs, EAP and professional development resources
- Get involved in your professional association
- Set SMART Goals handout:
  - Specific, Measurable, Achievable, Realistic, Timely
- Envision success and act, “As If”
- Communicate your dreams to higher-ups

# Q&A





**When you refuse to  
believe something  
is impossible, it  
becomes  
POSSIBLE.**





FEATURED ON



weightwatchers  
reimagined

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**Resilience is the ability to fully  
engage in life, recover from  
challenges, and increase the  
capacity to thrive in the future.**

**Joyce Marter**



SUCCESS is to live openly, authentically, & lovingly in alignment with the highest good of self & others – to the greatest extent possible.”



# Thank You!

[www.joyce-marter.com](http://www.joyce-marter.com)  
[joyce@joyce-marter.com](mailto:joyce@joyce-marter.com)



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**Scan me!**

**Joyce Marter**