

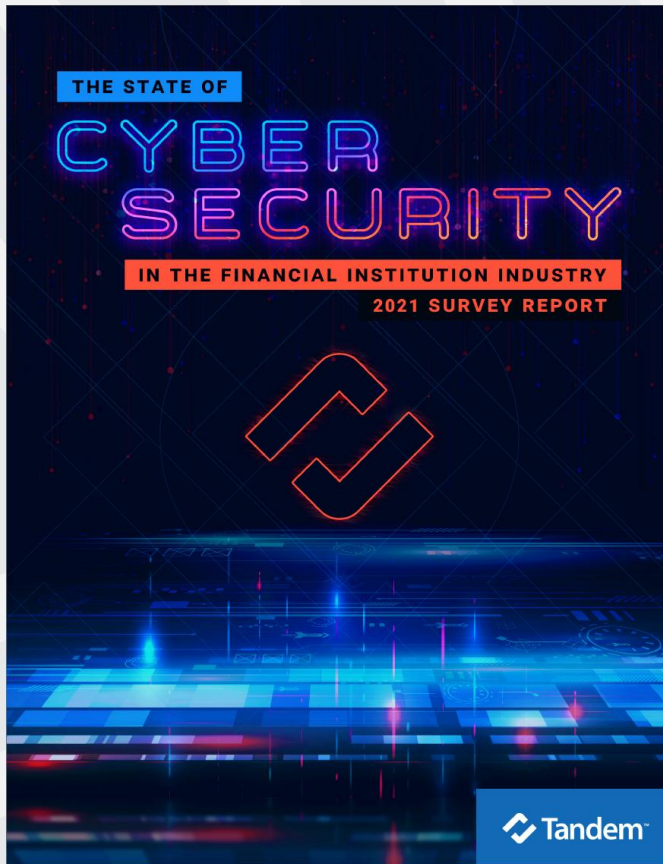
LETICIA SAIID

# The High Achiever's Guide to Momentum

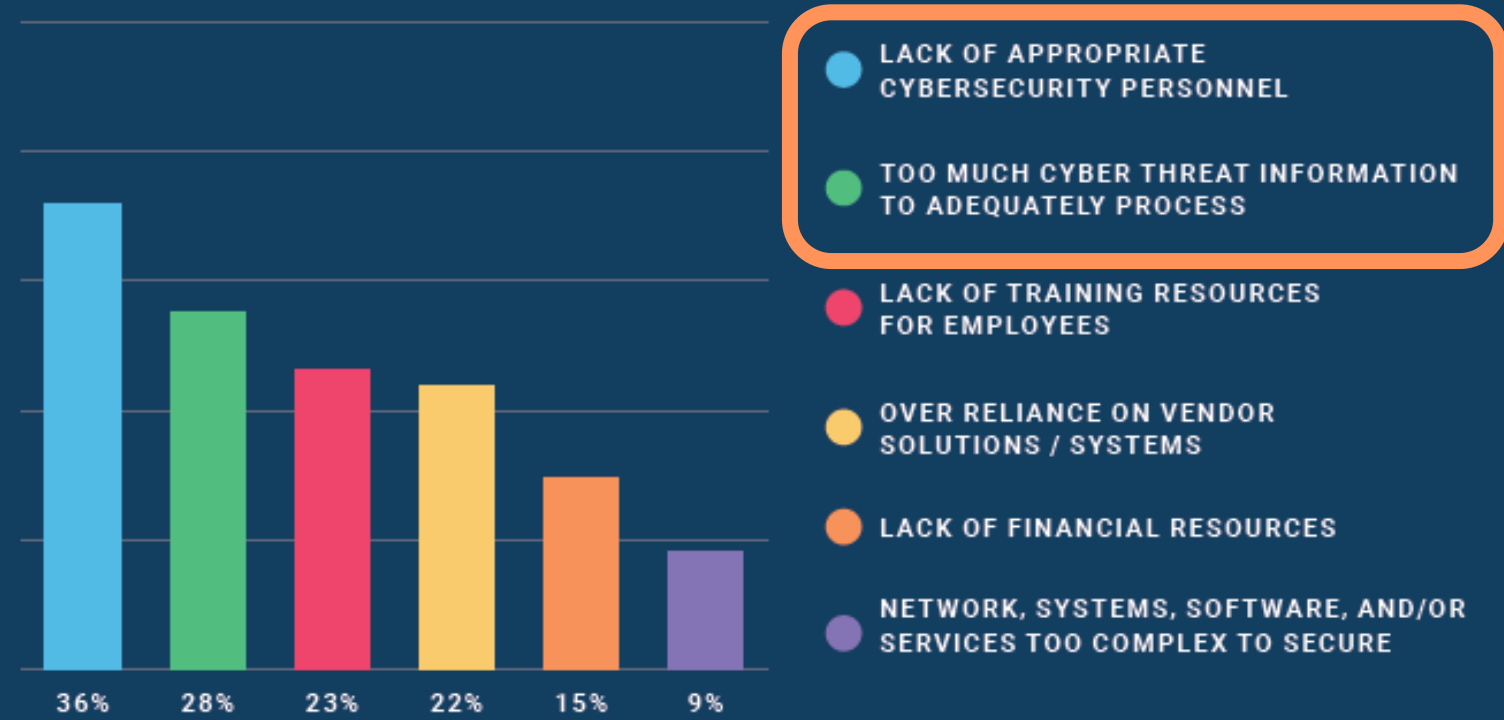


DO YOU EVER FEEL LIKE...

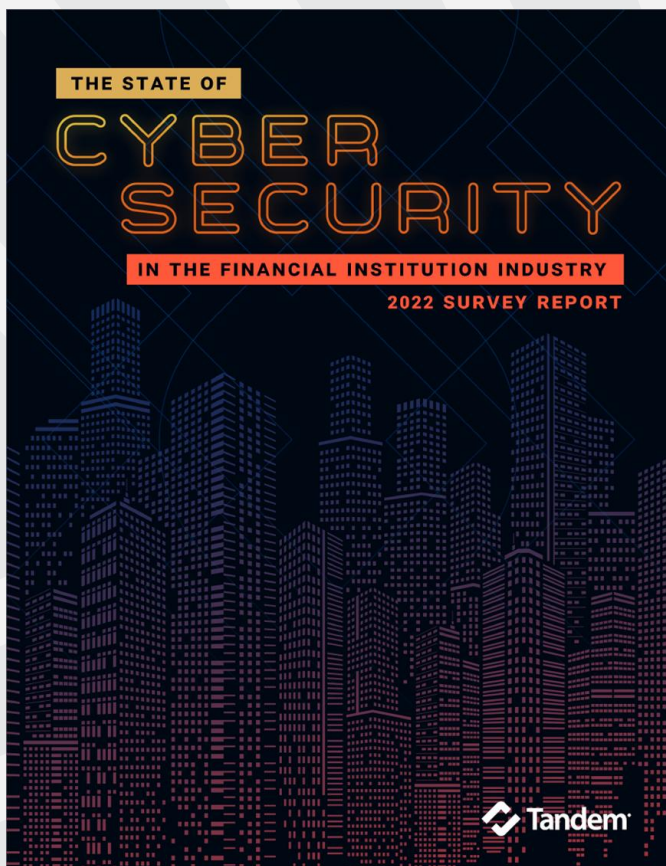
there's just not enough time?



### BIGGEST BARRIERS TO MITIGATING AND REMEDIATING CYBERSECURITY INCIDENTS



\*Respondents were asked to choose up to three options



Participants were also asked to select the top three circumstances negatively impacting the success of the institution's cybersecurity strategy. The four most selected answers were related to a lack of time.

#### CIRCUMSTANCES NEGATIVELY IMPACTING CYBERSECURITY STRATEGY SUCCESS



Lack of time to manage daily tasks (56%)



Lack of time to analyze data (55%)



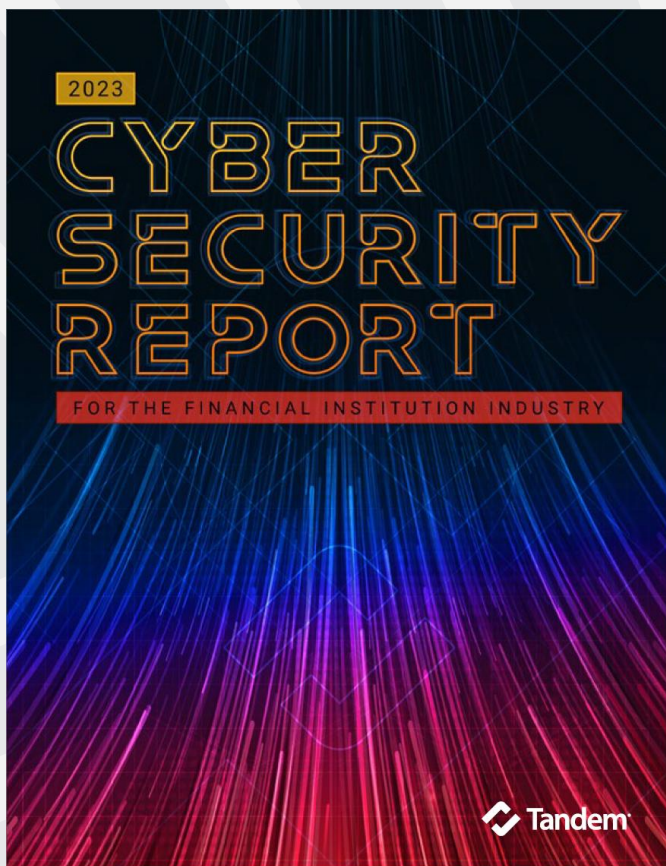
Lack of time to keep up with regulatory compliance (40%)



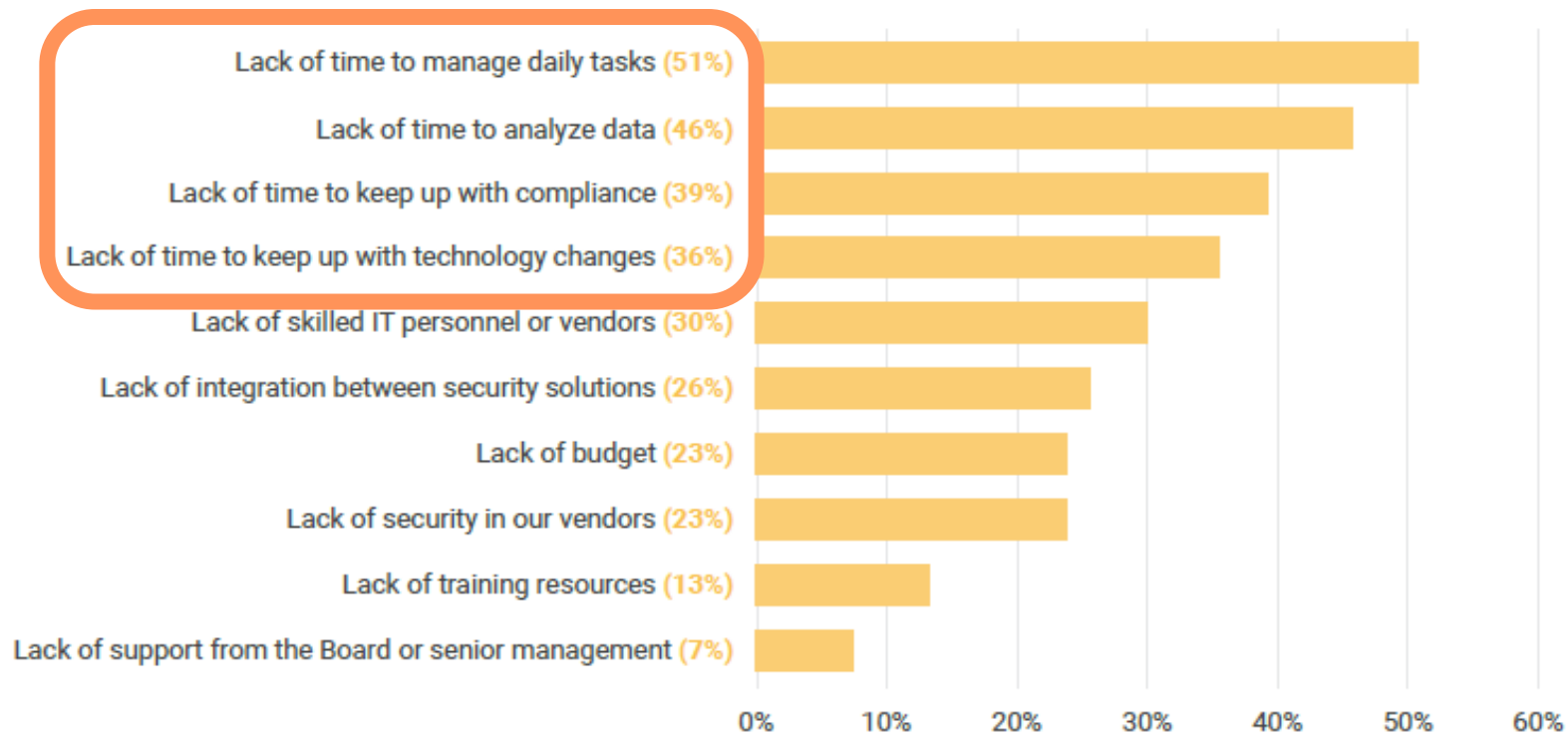
Lack of time to keep up with technology changes (35%)

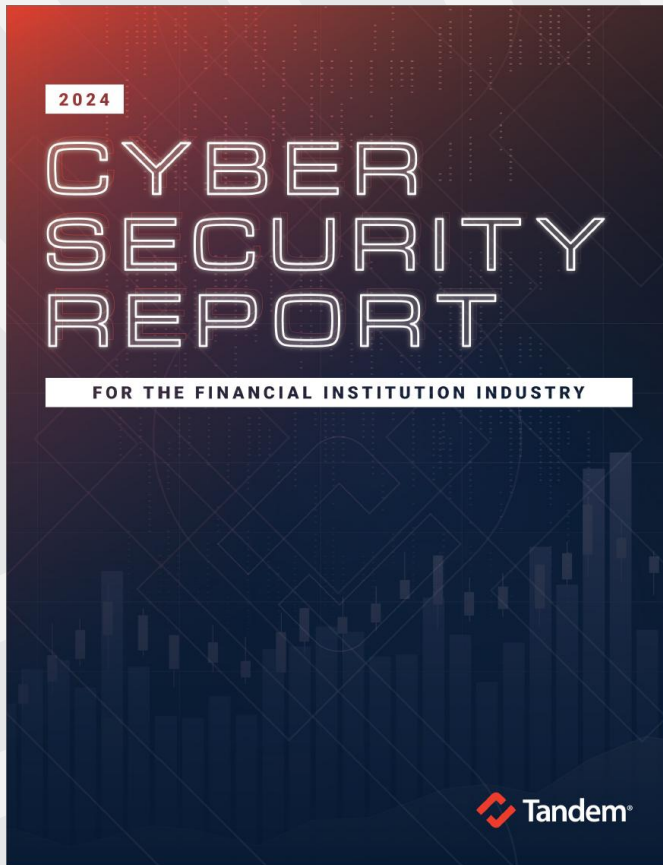
#### WHAT THIS MEANS

More than any other circumstance (e.g., money, support, staffing, etc.) a lack of time is experienced as the biggest roadblock to achieving effective cybersecurity oversight.

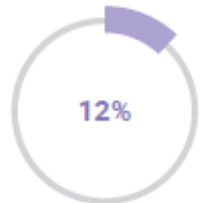
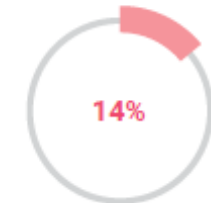
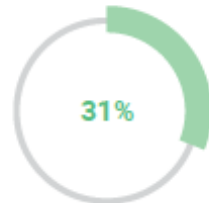
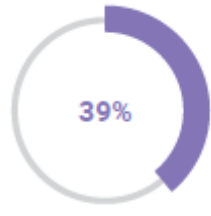
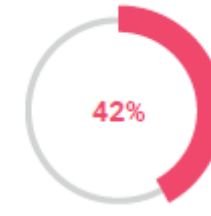
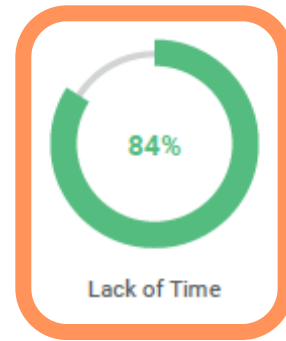


### CIRCUMSTANCES NEGATIVELY IMPACTING CYBERSECURITY STRATEGY SUCCESS





### FACTORS IMPACTING CYBERSECURITY STRATEGY



[LINK TO THE REPORT.....](#)



# Leticia Saiid

Chief of Staff & Chief Learning Officer  
CoNetrix, LLC

*Not  
enough time*  
is a *give-up*  
phrase.

*Not  
enough  
time* is a  
*give-up*  
phrase.

What we really have is...

---

depletion,  
discouragement,  
& disinterest.

*We hold agency in each.*

3

projects or recurring tasks

where you are lacking momentum

## MOMENTUM MACHINE



A Task That...

Can Be Set to...

Can Be Left Undone

### Delete

Thank the ideas for their service and release them by deleting all reminders.

Can Be Done Later

### Defer

Create a reminder for your deferred date.

Can Be Done By Others

### Delegate

Select and contact a person who could benefit from this opportunity.

Is Not Yours

### Decline

Offer a new due date, finish line, or delegate.

Is Too Big to Attack

### Delineate

Chop it into smaller pieces to distributed to the other categories.

Takes 15m with "B" Work

### Done

Block some focus time to quickly convert these tasks to "done."

## MOMENTUM SELF ASSESSMENT

How much energy do you have for tasks and projects in general right now?

PLENTY



Depletion is not the problem.

NONE



Depletion is the problem.

Do you feel confident in your ability to do an excellent job on this project?

CONFIDENT



Discouragement is not the problem.

UNCONFIDENT



Discouragement is the problem.

Were you excited for the opportunity when you originally said yes to this project/task?

EXCITED



Disinterest is not the problem.

RELUCTANT



Disinterest is the problem.



## DEPLETION

### ACUTE DEPLETION

#### From:

Unique and overwhelming circumstances

#### Solution:

Strategic attention on the energy drain

### CHRONIC DEPLETION

#### From:

Self-Neglect

#### Solution:

Battery recharge habits





Zeigarnik Effect

# Stop, Drop, & Roll

A Task That...

Can Be Set to...

Can Be Left Undone

**Delete**

Thank the ideas for their service and release them by deleting all reminders.

Can Be Done Later

**Defer**

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# M O M E N T U M   S E L F   A S S E S S M E N T

How much energy do you have for tasks and projects in general right now?

P L E N T Y



Depletion is not the problem.

N O N E



**Depletion** is the problem.

Do you feel confident in your ability to do an excellent job on this project?

C O N F I D E N T



Discouragement is not the problem.

U N C O N F I D E N T



**Discouragement** is the problem.

Were you excited for the opportunity when you originally said yes to this project/task?

E X C I T E D



Disinterest is not the problem.

R E L U C T A N T



**Disinterest** is the problem.

“LACK OF TIME” COULD JUST BE:

**Depletion**

# DEPLETION

## ACUTE DEPLETION



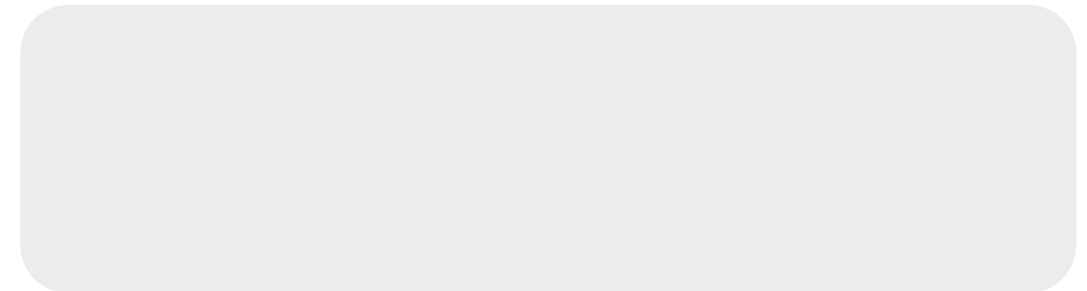
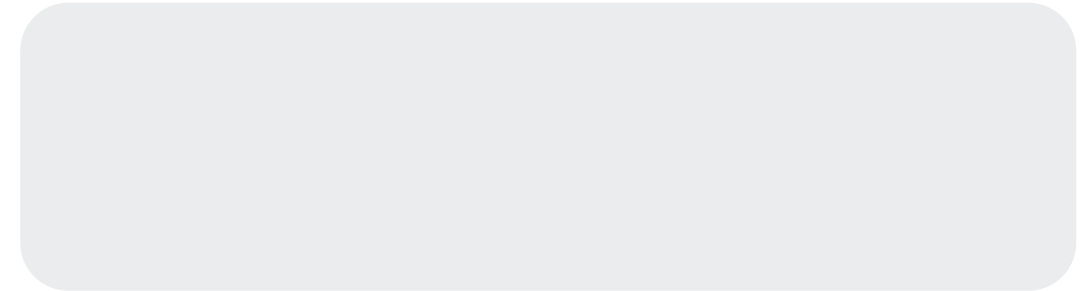
**From:**

Unique and overwhelming circumstances

**Solution:**

Strategic attention on the energy drain

## CHRONIC DEPLETION





SOMETIMES...

we need blinders.

### REFLECTION EXERCISE

Write down what circumstance is your current energy drain, no matter how big or small. Then, make a strategic plan to contain it to a lower cost.

ders.

# DEPLETION

## ACUTE DEPLETION



**From:**  
Unique and overwhelming circumstances

**Solution:**  
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## CHRONIC DEPLETION



**From:**  
Self-neglect

**Solution:**  
Battery recharge habits



**GEORGE ENGEL M.D.**  
**(1913-1999)**

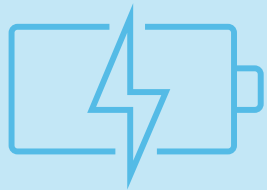
# Biopsychosocial Model

“The need for a new medical model:  
a challenge for biomedicine”  
1977 Journal “Science”

# CHARGING YOUR Three Batteries

## PHYSICAL

rest  
nutrition  
movement



## MENTAL

reflection time  
disconnecting  
inefficient play



## SOCIAL

connect with loved ones  
engage supportive community  
believe the best in humanity



# CHARGING YOUR Three Batteries

## PHYSICAL

rest  
nutrition  
movement



## MENTAL

inefficient play



## SOCIAL

connect with loved ones  
supportive community  
believe the best in humanity



### REFLECTION EXERCISE

Write one activity for each of the nine areas to create a list of battery charging activities to choose from.

# DEPLETION

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**From:**  
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Battery recharge habits

“LACK OF TIME” COULD JUST BE:

**Discouragement**

# DISCOURAGEMENT

## ACUTE DISCOURAGEMENT



**From:**

A big scary project

**Solution:**

Delineation

*chop chop chop*

## CHRONIC DISCOURAGEMENT





# DELINEATE – 4 PROJECT PROPERTIES

## FINISH LINE



What the project will accomplish when complete.

## PARTS



The smaller tasks that make up the project.

## DUE DATE



When the project will be done.  
If there is none, make one up.

## BUDGET



A realistic estimate of time needed vs what is available.

## FINISH LINE



What the project will accomplish.

## PARTS



The smaller tasks that make up the project.

### REFLECTION EXERCISE

Try this on a project that has been hard to nail down. Write the finish line, the parts, the due date, the budget. Then determine if current expectations are reasonable or need to be adjusted.

## DUE DATE



When the project will be done. If there is none, make one up.

## BUDGET



A realistic estimate of time needed vs what is available.

# DISCOURAGEMENT

## ACUTE DISCOURAGEMENT



**From:**  
A big scary project

**Solution:**  
Delineation

## CHRONIC DISCOURAGEMENT



**From:**  
Self-doubt

**Solution:**  
Inner-self listening

Why is the  
**inner**  
**critic** ?  
HERE

Myelin sheaths strengthen neural pathways.

**HIPPOCAMPUS**  
How can I react faster next time?  
**REINFORCE**

**HYPOTHALAMUS**  
What reaction will protect me most?  
**NUMB**

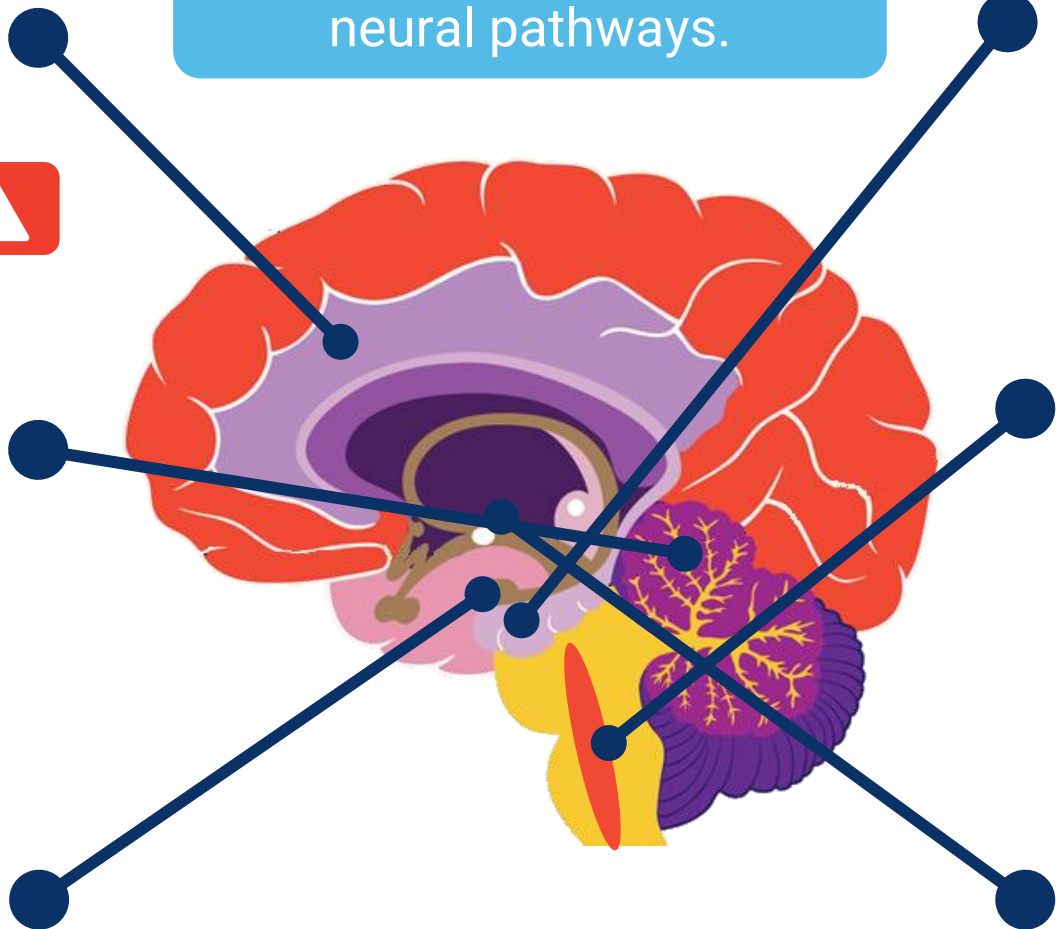
**RETICULAR ACTIVATING SYSTEM**  
Do I sense anything important to me?  
**AVOID**

Facts are unrelated and unrequired.

**THALAMUS**  
Does it feel like threat?

**ANTERIOR INSULA**  
Does it make me scared or angry?

**AMYGDALA**  
How bad is the threat?



**HYPOTHALAMUS**

What reaction will protect me most?

**INFORMATION**

Myelin sheaths strengthen neural pathways.

**HIPPOCAMPUS**

How can I react faster next time?

**REWRITE**

**ANTERIOR INSULA**

Does it make me scared or angry?

**RETICULAR ACTIVATING SYSTEM**

Do I sense anything important to me?

**RETRAIN**

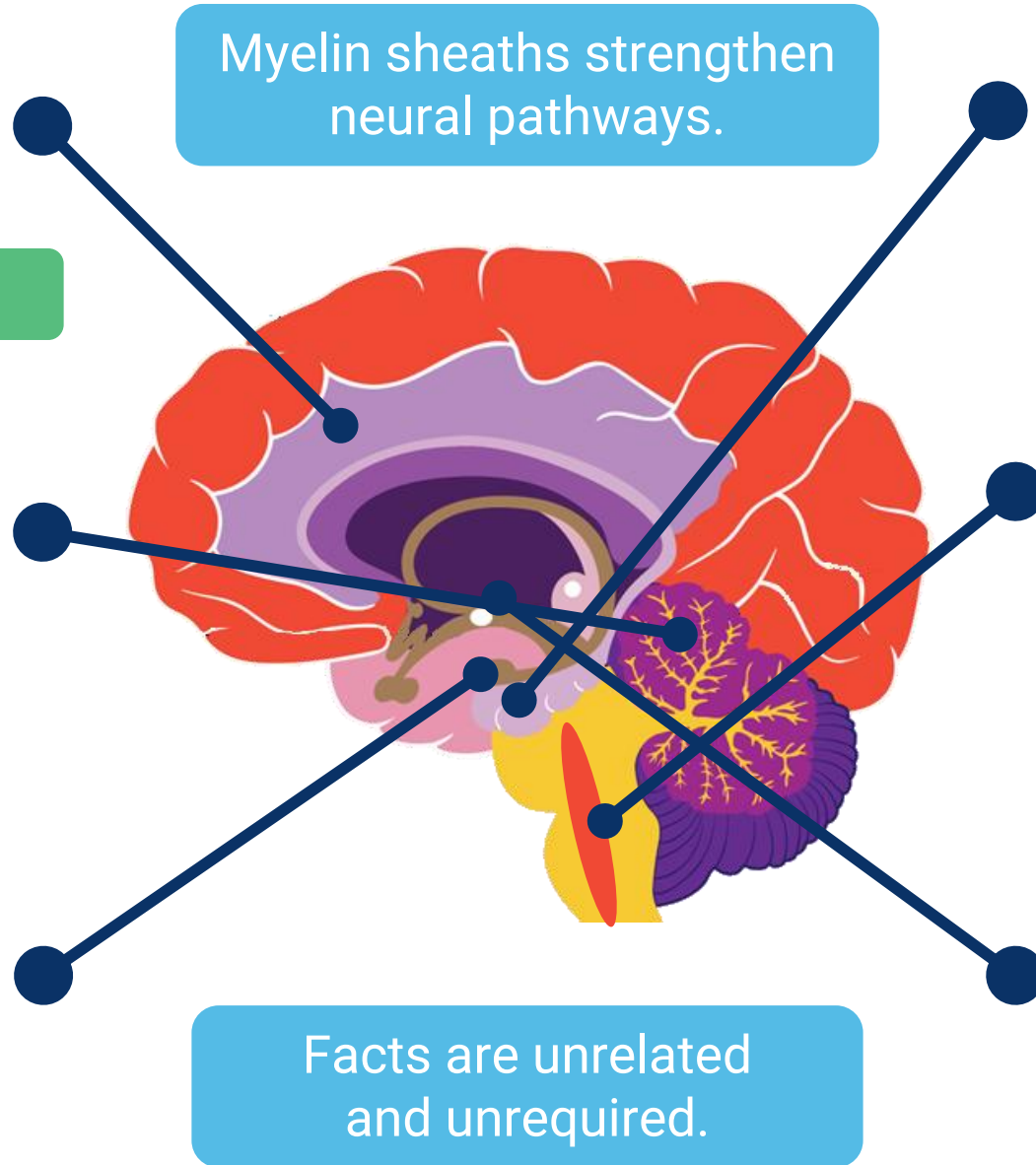
**AMYGDALA**

How bad is the threat?

Facts are unrelated and unrequired.

**THALAMUS**

Does it feel like threat?





“ANSR” SCOOPS IT OUT



Allow

Name

Stay

Release

What are these scary  
**STORIES?**



PAST | PRESENT | PERPETUAL



“ANSR” SCOOPS IT OUT

Allow

A red arrow with a hatched tail points from the top of the reservoir to the 'Allow' box.

Name

A red wavy arrow points from the middle of the reservoir to the 'Name' box.

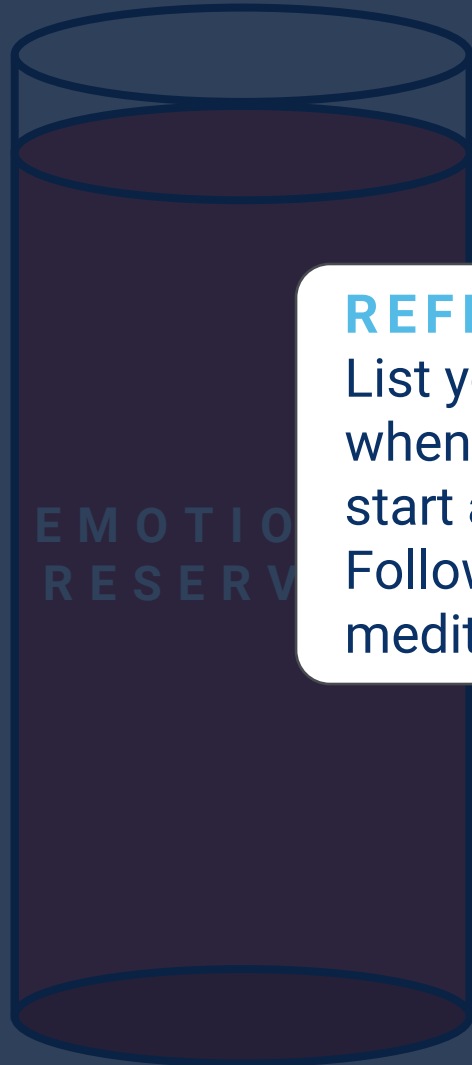
Stay

A red arrow with a brush-like tail points from the bottom of the reservoir to the 'Stay' box.

Release

A red arrow with a looped tail points from the bottom of the reservoir to the 'Release' box.

“ANSR” SCOOPS IT OUT



## REFLECTION EXERCISE

List your past / present / perpetual stories that, when recalled, bring you discomfort. Use them to start a 20-minute unbridled journaling practice. Follow with a 10-minute self-compassion meditation.

Allow

Stay

Release

# DISCOURAGEMENT

## ACUTE DISCOURAGEMENT



**From:**  
A big scary project

**Solution:**  
Delineation

## CHRONIC DISCOURAGEMENT



**From:**  
Self-doubt

**Solution:**  
Inner-self listening

“LACK OF TIME” COULD JUST BE:

**Disinterest**

# DISINTEREST

## ACUTE DISINTEREST

---

**From:**  
Distasteful tasks

**Solution:**  
Spoonful of sugar, until you delegate

## CHRONIC DISINTEREST

---



1

Add a secondary mental task to the mix.

2

Change the scenery and/or the medium.

3

Reward yourself before and/or after.

## THE EXCUSES

It's not nice to make other people do my dirty work.

I don't have any employees.  
So, I can't delegate.

## THE TRUTH

Your dirty work is someone else's opportunity to shine.

Delegation can be a recalibration of roles & responsibilities.

## THE EXCUSES

## THE TRUTH

It's not nice  
people do

### REFLECTION EXERCISE

Make an honest list of your responsibilities that are drudgery tasks. For each, list one way you could try taking it with a spoonful of sugar and one candidate for potential delegation.

is someone  
ity to shine.

I don't have any employees.  
So, I can't delegate.

Delegation can be a recalibration  
of roles & responsibilities.

# DISINTEREST

## ACUTE DISINTEREST



**From:**  
Distasteful tasks

**Solution:**  
Spoonful of sugar, until you delegate

## CHRONIC DISINTEREST



**From:**  
Self-Disconnection

**Solution:**  
Sparketype alignment



## FILLS

### Primary

Strongest impulse for work that makes you come alive.

### Shadow

Often done in service of doing your Primary at a higher level.

## EMPTYES

### Anti

Work that requires the greatest amount of extrinsic motivation and of recovery.



## Maven

Driven to *learn*



## Sage

Driven to *teach*



## Maker

Driven to *create*



## Advisor

Driven to *guide*



## Scientist

Driven to *solve*



## Warrior

Driven to *lead*



## Essentialist

Driven to *distill*



## Advocate

Driven to *advocate*



## Performer

Driven to *perform*



## Nurturer

Driven to *give care*

**SPARKETTYPE**



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Driven to *learn*



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Driven to *perform*



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Driven to *give care*



# SPARKETTYPE

ALIGNMENT EXERCISE

1

Release expectations to be your Anti Type.

2

Paint your current work with SPARK.

3

Start turning your ship toward your Sparketype.



# SPARKETYPE

ALIGNMENT EXERCISE



**Maven**  
Driven to *learn*



**Sage**  
Driven to *teach*



**Maker**  
Driven to *create*



**Advisor**  
Driven to *guide*



**Scientist**  
Driven to *solve*

## REFLECTION EXERCISE

Write an inventory of past experiences that made you feel alive (work, projects, learning). Observe how those experiences reinforce the truth of your own Sparketype.

1

Lower expectations to  
your Anti Type.

2

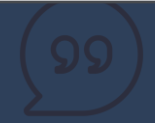
Align your current work  
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Start turning your ship  
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**Essentialist**  
Driven to *distill*



**Advocate**  
Driven to *advocate*



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**From:**  
Self-disconnection

**Solution:**  
Sparketype alignment

**Fill out the  
survey to get  
your sticker!**



3

projects or recurring tasks  
where you are lacking momentum

# MOMENTUM SELF ASSESSMENT

How much energy do you have for tasks and projects in general right now?

PLENTY



Depletion is not the problem.

NONE



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## Tasks That...

## Can Be Set to...

Don't Have to Be Done

**Delete**

Thank the ideas for their service and release them by deleting all reminders.

Can Be Done Later

**Defer**

Create a reminder for your deferred date.

Can Be Done By Others

**Delegate**

Select and contact a person who could benefit from this opportunity.

Are Not Yours

**Decline**

Offer a new deadline or request they assign the task to another party.

Are Too Big to Attack

**Delineate**

Chop it up into smaller pieces that then can be distributed to the other categories.

Take 15m with "B" Work

**Done**

Create a focus time and space to quickly make these items "done."

# WRITING PROMPTS

## ACUTE DEPLETION

---

Write down what circumstance is your current energy drain, no matter how small. Then, make a strategic plan to contain it to a lower cost.

## ACUTE DISCOURAGEMENT

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Write one activity for each of the nine areas to create a list of battery charging activities to choose from.

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*Not  
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*give-up*  
phrase.

What I really have is...

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depletion,  
discouragement,  
& disinterest.

*I hold agency in each.*

# Thank You!

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