

# **Agenda**

# 1. Ethical Leadership

2. Routine

3. Relationships



### It's You Time

(if this conference was about clients, they would be here)



## **Group Activity**

What is one key thing you have learned at this conference so far?

\*Table Representative = youngest person (for this session)

I have no special talent. I am only passionately curious.

**ALBERT EINSTEIN** 

# HOW TO BE **PRODUCTIVE** by Anna Vital



Tune out the news. Nothing important



Limit email replies to one per minute.

**CLOTHES** 

HACKS



If you can't understand what an email asks, don't answer.



Define your fashion uniform. Wear it daily.



Wear smart fabrics.



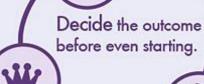
Visualize your end product.



FOOD .

Notice the 80/20 rule.

Which 20% of work produces 80% of result?



Focus on the important, suppress the urgent.

Start 'Idea Dump' book for genius ideas you can't work on now.



Eat healthy food.



Get delivery to save time.



No need to respond to everything.

Eliminate trivial

decisions, like

what to wear.



**BODY SCHEDULE** 

Manage anxiety run, swim, dance.



Prioritize one item per day.



Negotiate a daily deal with your trusted cafe.



Do not answer

the phone, unless

it's a true emergency. (Emergencies are rare.)

Use keyboard shortcuts.

Carry an all-occasion

# **Group Activity**

# Leadership

Why is it ethical to first look after your own physical and mental health?



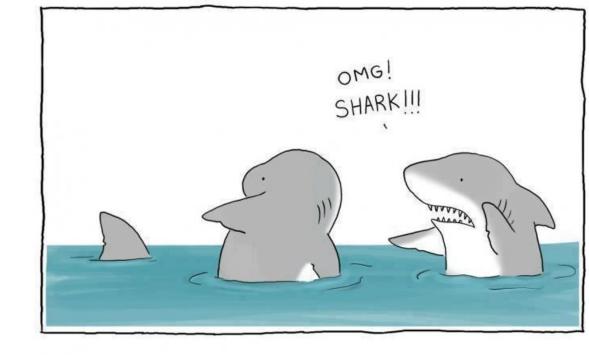
## Leadership

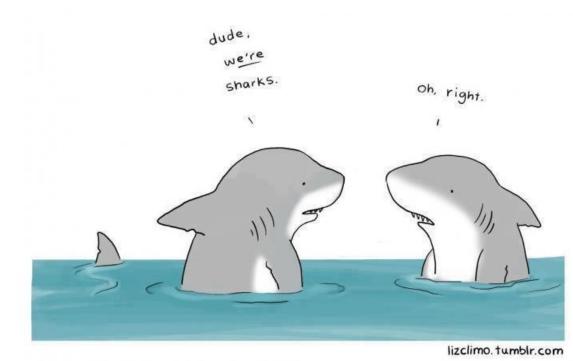
#### Virtue Ethics

- Need to care for yourself before you can
  - Embody virtues such as courage
  - Lead others ethically

#### Existentialism

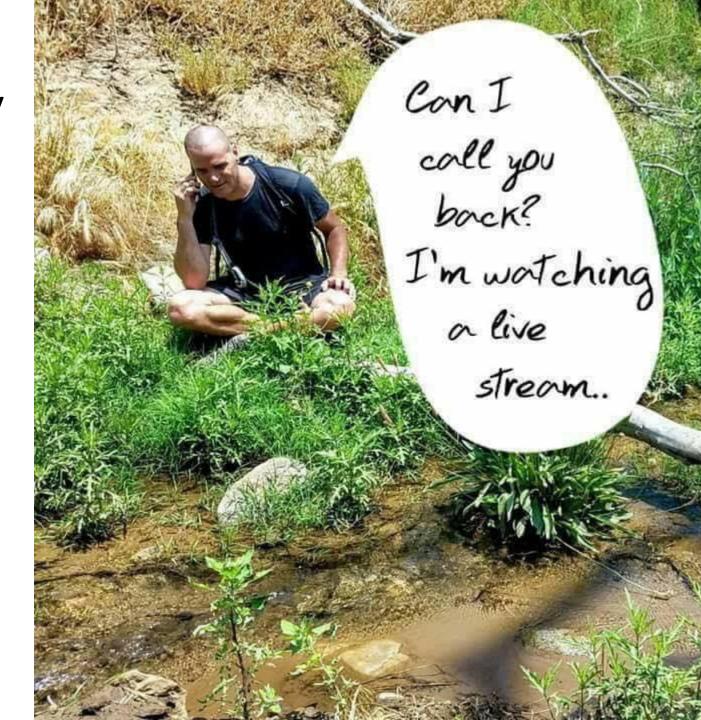
- Responsibility for own well-being
- Need to ensure decision-making ability

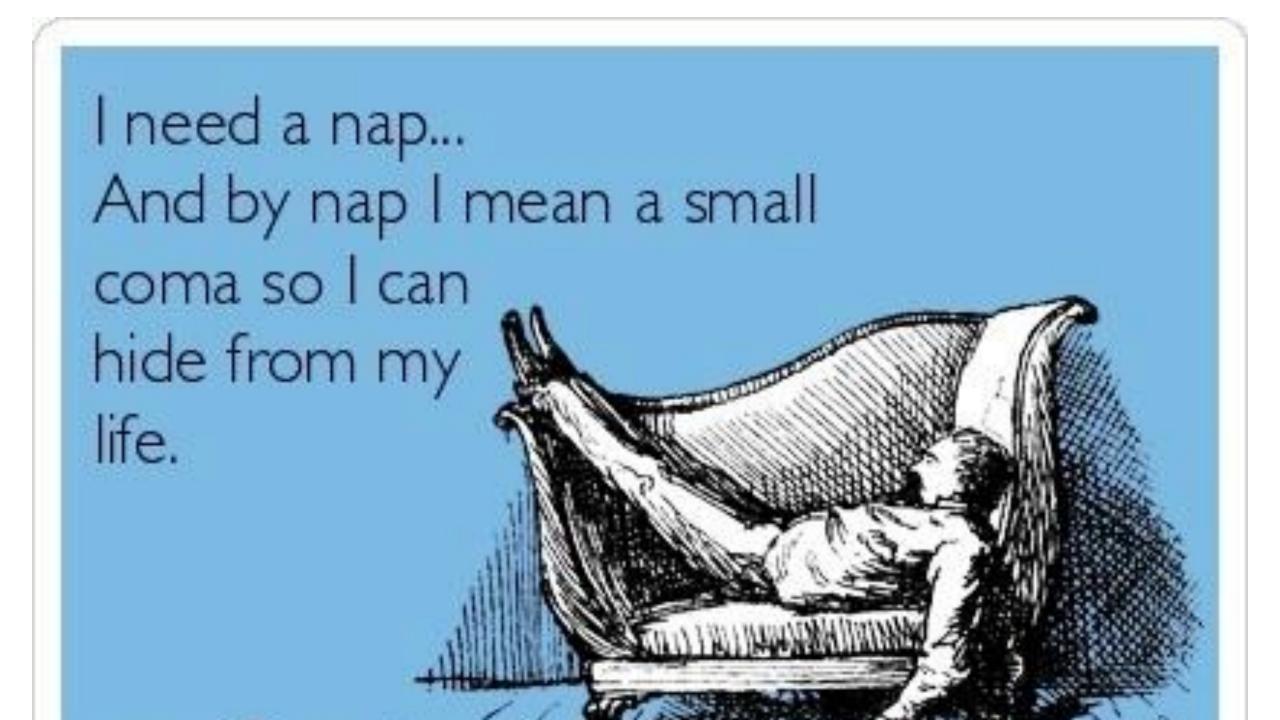




# Manage your Energy

- Eat enough protein (body weight # in grams)
- Sleep 8h
- Exercise 60mins
- Hang out with people who make you feel good
- Put your phone away





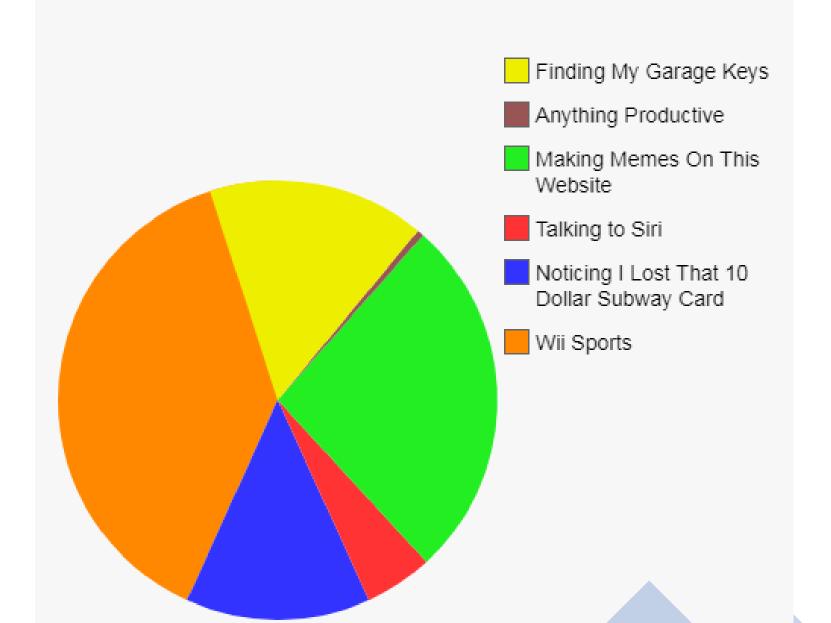
# Activity

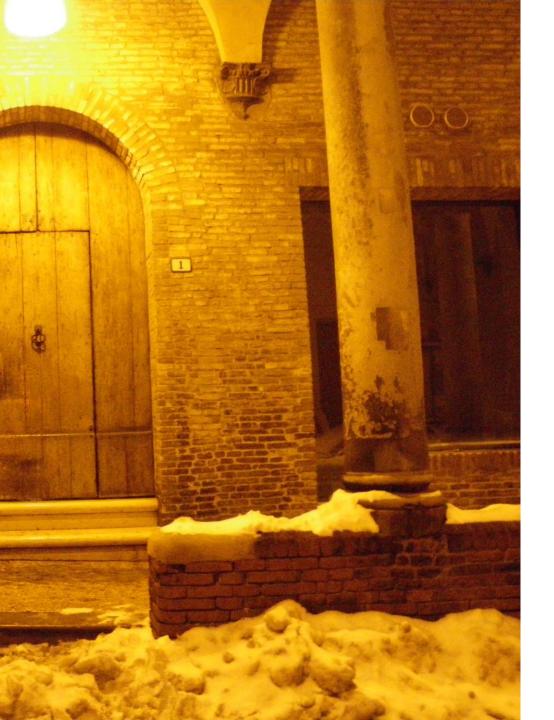
| Daily  | Points |
|--|--------|
| Go outside into natural light within 15 minutes of getting up                        | 1      |
| Caffeine 90 min> after waking  | 1      |
| 60+ minutes of sport   | 1      |
| Blue light blocked / off on devices after 5pm (search "Night Light" on laptop/phone) | 1      |
| 120 minutes of screen-free time before lights out                                    | 1      |
| All screens out of the bedroom   | 1      |
| Lights off 8+ hours before wake up time  | 1      |
| Same wake up time + same bedtime daily   | 1      |
| Total  | 8      |





#### My Daily Routine In A Nutshell





# **Individual Activity**

What are 3 things you love doing?

How often do you do each of them?

E.g. for me:

Surfing x 5 times per week

Camping x 3 times per year

# Which 4 of these 'could' you do every day?

- Get 8 hours sleep
- Meditate for 10 minutes
- Eat >70 grams of protein
- Write 3 things you are grateful for
- 120 minutes chill exercise (surf, yoga, walk)
- Call one of your favourite people to say hi
- 60 minutes vigorous exercise (weights, HIIT, running)

|                   | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 |
|-------------------|----|----|----|----|----|----|----|----|
|                   | *  | *  | *  | *  | *  | *  | *  | *  |
| <b>+</b>          | *  | *  | *  | *  |    | *  | *  | *  |
| $\Leftrightarrow$ | *  | *  | *  | *  | *  |    | *  | *  |
| <br>              | *  | *  |    | *  | *  | *  | *  | *  |

# Star Chart ★

- Microaccomplishments
- Mirror to your awesomeness
- Guarantee daily joy



## Utilitarianism

**Healthy routine =** 

= happy and productive =

= able to contribute more to the greater good

# #1 Predictor of longevity is strong social relationships



# **Group Activity**

What are 5
things you can
do (≠ \$) to
strengthen
relationships
with your
people / team?



People / Team

Your team need to individually feel as though:

1. You see them

2. You hear them

3. They belong

# What are three questions you can ask to show your team ....

#### You see them

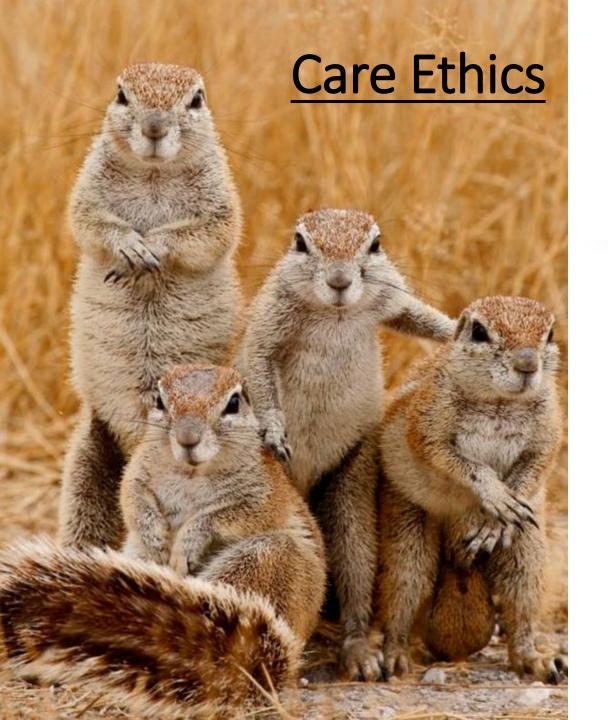
(e.g. what is something that you love doing outside of work that we could incorporate into your role?)

#### You hear them

(e.g. what is your recommendation for how we could onboard clients better, that you haven't mentioned yet?)

#### They belong

(e.g. what do you think is the biggest similarity between you and I?)



Ethical obligation to care for others

Moral growth occurs in relationship with others

Moral decisions are best made within the context of interpersonal relationships, community (contextual morality)

Responsibilities are defined within the context of relationships

We are inherently interdependent



# Where you are now

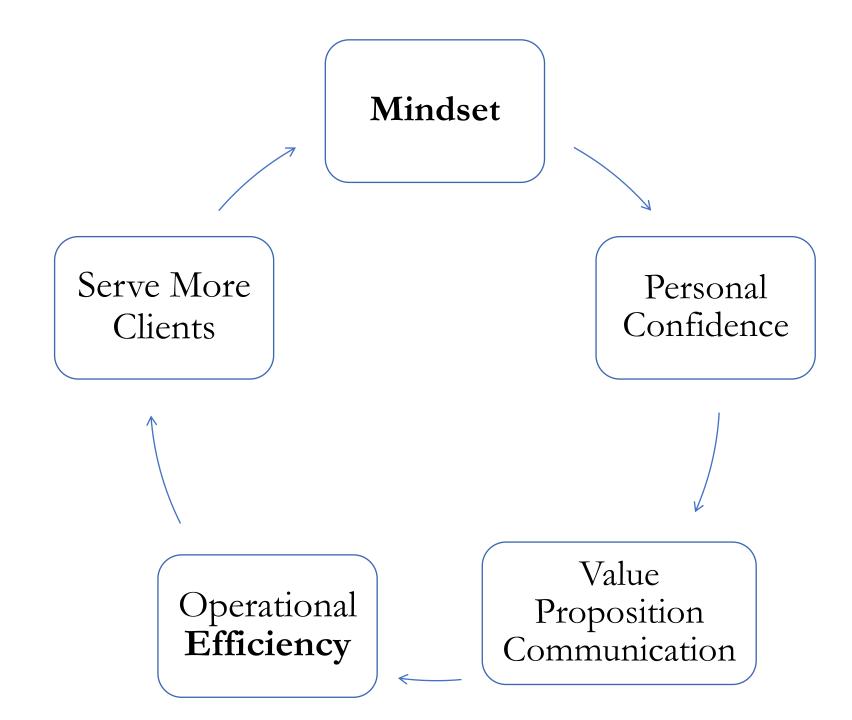
- Low competition
- Changing mindset towards value
- High opportunity in all client segments
- Increasing process efficiency
- Increasing profitability
- Increasing fees



## Olympic Marathon Winning Times Have Tumbled Since 1896







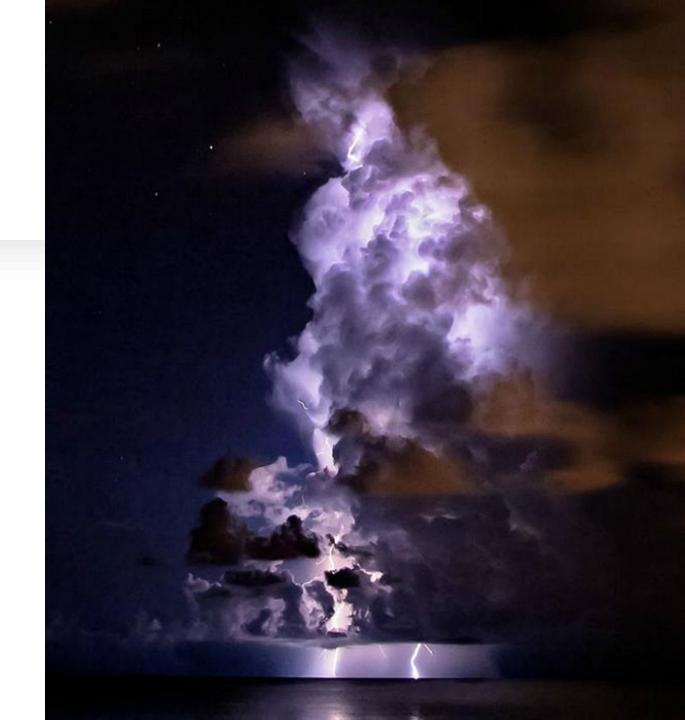


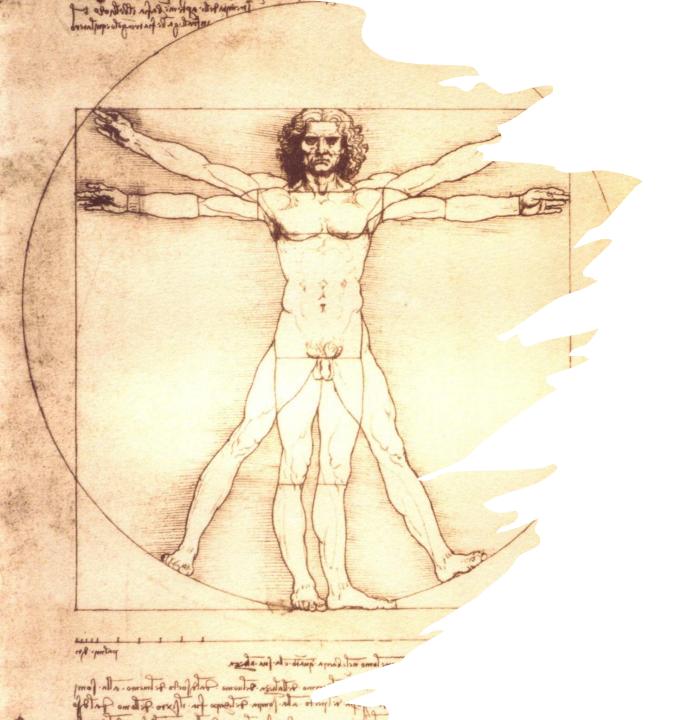
# Value of Diligence (Code of Ethics)

- Obligation to run an efficient practice
- Requirement to invest in systems and processes
- Ethical decision making embedded in processes

# Group Activity

What is 1 take-away from this session?





# **Agenda**

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# Stay in touch



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