

# How to Perform Best Under Pressure



## 17% Moments

Presented by: Steve Gutzler



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# LEADERSHIP is...

- Positive influence
- Impact
- Inspiring others



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# EMOTIONAL INTELLIGENCE

Affects how we manage our emotions under stress, navigate relationships, and achieve positive leadership results.



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# 17% Moments



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## **EMOTIONS DRIVE:**

Behavior, performance, and leadership.



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# LEADERSHIP LAW:

*If you don't deal with emotions that drive behavior, you are at risk!*



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## Leadership Starts With:

Self-awareness and how you show up

*Bottom Line: I need to manage myself so I can stay smart.*



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# LEADERSHIP LAW:

*Emotions come before thought...*

**We FEEL before we THINK**



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## EMOTIONAL SELF-MANAGEMENT

- Stop
- Oxygenate
- Strengthen appreciation
- Seek solutions



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# REMEMBER:

*Moods, attitudes, and emotions  
are **contagious***



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# EMOTIONAL MANAGEMENT of others



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*When a person is in a "hijack state,"  
**logic and reason**  
are thrown out the window*



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## **EMOTIONAL CONNECTORS AND LOYALTY**

*At the end of the day, as a leader, the people  
you lead must feel valued.*



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# WHAT WOULD GIVE YOU:

- Extra Support
- Leads & Referrals
- Timely Tips
- Encouragement
- Support
- Innovation
- Vision
- Acceptance
- Instruction to avoid costly mistakes
- Basic Information
- Passion
- Personal Sacrifice
- Good Advice
- Empathy
- Tired & True Technique
- Respect
- Suggestions
- Protection
- The Benefit of Doubt
- Feedback



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## PERSONAL LEADERSHIP STANDARDS OF GREATNESS

*Your Code of Honor (choose 3 things)*



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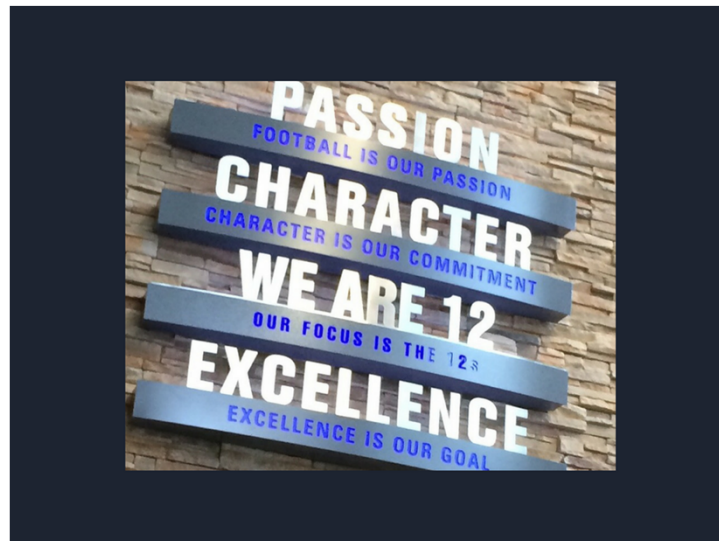


# LEADERSHIP LAW:

*Your “code of honor”  
will determine your success.*



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**LET'S CONNECT!**

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*Empathy*

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