

Angie Katselianos - Platinum Performance – 3 Simple Steps

Deidra: Today, I have Angie Katselianos on Three Steps Forward Radio.

Angie: Good morning Deidra.

Deidra: Good morning. I'm going to tell people just a little bit about you before we get going. Angie Katselianos is a widely acclaimed consultant to growth and success oriented professionals in the business and corporate environment. She's dedicated the past 30 years, researching and developing the secrets that unlock human motivation and spur performance excellence and invasion. You can visit Angie's website at <http://www.Platinum-Performance.com/>. That's platinum and then a hyphen, performance dot com. Join me now as Angie Katselianos shares her three steps to transformation. Good morning, Angie.

Angie: Good morning.

Deidra: So tell me a little bit about who you are and what you do. We heard from the introduction that you're a consultant; you've been doing a lot of research over performance and being able to push through and overcome and transformation and innovation. But tell me what brought you to this? Why do you do what you do?

Angie: Well, about ten years ago, Deidra, I decided to step off the corporate ladder and dedicate a year of my life to answering the questions to a lifelong quest. What I set out to discover was the who, the what, and the why. Who am I, why am I here, and where am I going? I became clear on who I am and what I'm doing when I discovered my core purpose and the why instantly revealed my goal and consequently my true identity. So, I'm a performance catalyst. I help people perform better personally and professionally for the rest of their days because what good is speed if you're going in the wrong direction?

Deidra: I love that and so many times I think that's what happens. We start moving and we're moving forward and we forget why it is we're doing what we're doing, and we get off track.

Angie: Absolutely, and that's exactly where our deepest inspiration and energy lies. A walnut is made to make walnuts and we're all here specifically for a purpose and we can achieve performance excellence when you combine laser focus with power, persistence, learning, and inspiration over time using your gifts and talents to serve others.

Deidra: Now that makes a lot of sense. So you, in your journey to helping people overcome and perform, to be a peak performer, or as your website says, a platinum performer, you have come up with some steps along the way to help people transform. Now how did you come up with these steps to begin with?

Angie: I guess because I'm of Greek origin, I've inherited the title of the "Greek Trauma Drama Queen". Emotional mastery is the key component to life mastery. You can't really master your life until you can master your emotions or yourself. I guess it became part of the things that I learned along the path – the ones I studied and researched, and I've adopted it as a way of

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transforming my perceptions to gain emotional mastery, and to subordinate pain and pleasure to a higher purpose. That's what enables me to do what I do.

Deidra: Now I would imagine that's something you come across a lot is that emotions are getting in the middle of our trying to achieve. Do you find that or is there something that's even bigger than that?

Angie: No, but they absolutely do. Emotions can provide growth and fuel when they're harnessed properly, but when you let your emotions run you, they become debilitating and limiting. So, it's really important to recognize how we can harness our emotions to experience transformation, and accelerate our growth and evolution on our path.

Deidra: Let's go ahead and start talking about these three steps. So, what is the first step that's going to help us to transform?

Angie: Let me start just with the premise that science teaches us that everything is but one thing: energy. In science, we refer to the word Energy with a capital E. Remember that back in school?

Deidra: Yes, equals $M-C$ squared. I do remember that.

Angie: So, emotions are nothing other than Energy in motion. Now we have two types of emotions – positive and negative – the ones you think are good and the ones you think are bad. So there's Energy; there's emotion, which is Energy in motion; and then we have good or bad emotions. But emotions are illusive because they reflect only half of what's actually there at all times. This is because when Energy manifests, it simultaneously comes into two forms: positive or negative. And by the way, in physics these are called a proton and electron – the proton having the positive charge and the electron having the negative one.

The universe gives us pairs. You can't have one without the other. But, because of the way the human hardware and software, meaning the body and mind, are wired, we have lopsided perception by default. We're not designed to automatically recognize balance, symmetry and order. We perceive pleasure, pain; happy, sad; good or bad. So by golly, in this sense, we're all ignorant because we ignore the other side. But the truth can never be in the parts. The truth is in the whole.

The first step is to diagnose. Diagnose what you're feeling. Are you angry, upset, resentful? Name the emotion and do your thinking on paper. This is very important. Why? Because this transforms something invisible like thoughts and emotions into something tangible and physical that you can actually see and therefore manage more effectively, just like anything else that is concrete.

Deidra: Now I would imagine, Angie, that this is a difficult step for some people because I think that we have become a society of people who just don't pay attention to our emotions.

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Angie: It's hard not to. It's really hard not to. The question is: are you committed to harnessing your emotions or letting your emotions run you? We can't avoid emotions; it's impossible.

Deidra: True, but I'm just thinking about people who I have worked with and, I know that sometimes (and maybe I'm not asking it correctly), but sometimes, I think it's difficult for people to maybe not necessarily feel them, but to actually figure out what the emotions are that we are feeling. I think we've become very reactionary.

Angie: It does take somebody to be present and actually asking their self the question, that's the primary step. You have to sit down and address the question. "What is it I'm feeling?" And the importance of having a piece of paper and a pencil in hand forces you to write something down and focus on that.

Deidra: That makes a lot of sense.

Angie: Let's take, for example, that you've determined that you're feeling upset. You take a sheet of paper, fold it in half lengthwise and write the word 'Upset' at the center on top of the page. Once you've named the emotion, you've created an anchor or focus to keep you stable and centered. Now ask yourself, "Why do I feel this way?" Identify the cause. Given the current market situation, which is hopefully improving as we speak, let's assume that (even though this isn't possible in your or my case working for ourselves), that you recently lost a job. Write that down under the emotion. Now you've diagnosed the emotion and cause.

If you've perceived more pain than pleasure, more loss than gain, more negative than positive as a result of this event, you will consider it bad. If you perceive more pleasure than pain, more gain than loss, or more positive than negative, you will consider it good. In either case you are experiencing one of two sides. Positive or negative and whether it's positive or negative will vary according to people's individual value systems.

Deidra: Sure.

Angie: So this is step number one.

Deidra: So we have this piece of paper, it's folded in half; we've labeled the emotion and why it is, so there's a cause to that emotion.

Angie: Right, which takes us to step number three.

Deidra: What's that second step?

Angie: Step number two is download. Since you've diagnosed that you're feeling upset, obviously you perceive that there are more drawbacks than benefits to your current state. Underneath the emotion and cause, on the left side of your page, put a minus sign to indicate negative as a column heading and under the minus sign download every single point you consider negative and number them. Get all of that data off your hard disk, free memory space. Get it off your mind and on to paper. So you might write things, like, "It's embarrassing," or, "It

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undermines my sense of security.” “Losing my job upset my daily routine,” or “I lost a regular paycheck and I’m digging into my savings.” Whatever it is, find at least fourteen. If you can come up with more, power to you, but stretch. Make sure to scan your consciousness for every negative point associated with the cause. Are you with me?

Deidra: I’m with you.

Angie: Good, so now picture what this looks like Deidra, in terms of a balance scale. You’ve got fourteen, maybe more, negative points weighing down the left plate of the scale. This uneven scale is simply a metaphor for the lopsided perception perceived by your mind.

Deidra: Now that one makes a lot of sense

Angie: Which takes us to the third step.

Deidra: Let’s go back to the second step for just a second. I just want to clarify something. So, in the second step, when we’re downloading – now I would imagine that when people go through this step that there’s a sense that happens when you’re doing this. I feel like there would be a sense of freedom and relief from just getting it down on paper. Do you find that happens with people?

Angie: Absolutely, absolutely. Just the ability to get things off your mind, to free that memory space on your hard disk (your mind) and get it onto paper. And the number of points that you come up with actually indicate the charge or how heavy this emotion is for you. So you will find that the greater the charge, the greater the emotion, and the more things you will come up with.

Deidra: That actually made a lot of sense, that it would help to free you, like you said, downloading this off of your brain. I love that analysis of your hard drive and downloading it and putting it down on paper so you don’t have to hold that inside of you.

Angie: Exactly, exactly.

Deidra: So you were going on to number three. I’m sorry; I just wanted to talk about that for just a second.

Angie: I’m glad you did.

Deidra: So, the third step.

Angie: So, now we’ve got this lopsided perception or this plate, sitting heavy on the left. The third step is balance. On the right side of the page, place a plus sign indicating the positive and start searching through the benefits of losing your job. Now, most people would say “What benefits? There are no benefits.” But remember the universe gives us pairs; you can’t have a negative without a positive any more than you can have a positive without a negative. He who seeks shall find. And this is where you need to push.

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So, did you get to take time off? Did it put an end to a dreadful commute? Did you get to spend time with your family? Did you make a choice to pursue your lifelong dream? What I'm describing may sound like the pros and cons that most people are familiar with, except, your objective is to completely balance both positive and negative by doing a minimum of fourteen on each. Then check in with yourself and ask, "Do I feel more balanced about this situation?" If you don't and know you have more on either side, you keep going and push it. Push it until you get twenty-five. Then you balance it. Make sure you have twenty-five on the other side. This is where the true effort is.

When you think something is great, it's easy for you to come up with all the reasons it's great. When you think something is terrible, it's easy to come up with all the reasons it's terrible. But the real stretch is when you think something is great, to see the downside. The real stretch is when you think something is terrible, to see the upside. And this is what these three steps will do for you, if you commit to having a balanced mind and emotional mastery.

Deidra: That was great. Now I really appreciate this. I think it's very clear, it's very concise, but I'd love for us to talk now about how this helps us to transform. How does this – we've taken one emotion, I'm assuming we're going to do this with more than just one emotion, but we'll just stick with one for a moment. We have an emotion. We've gone through this whole sheet. We've diagnosed what the emotion is. We know why we've done it. We've listed all the reasons why we have this emotion or the negative aspects of this situation, then we've balanced it out by putting all of the positive aspects down – how does this help us in moving forward?

Angie: What happens is when we're experiencing heavy emotions, they're like swings. If you can imagine Tarzan swinging from one end of the jungle to the next using limbs, that's what our emotions do. They create friction and drag, and by making them more centered through a balanced mind, we actually reduce that friction and drag by transforming our perceptions. We realize that what we want to do is to move forward.

Deidra: That makes a lot of sense, so it really, really can help us to have a better understanding of who we are, what our options are in the world and to look at life from a balanced perspective. Which I would imagine, helps us feel a lot more in control.

Angie: Absolutely. Let me mention something important. All of our emotions are reactions based on our perceptions. These emotions live inside of us. They aren't out there. Emotions are basically your guidepost to recognizing when you're reactive because of your perceptions. You no longer have to be a victim to anyone else. You're only a victim to your own perceptions. Now you have a powerful tool that allows you to reclaim your power and be centered and present by using your whole mind instead of half of it.

Deidra: I love that. It sounds like this would be a very powerful exercise for anyone.

Angie: It certainly helps you get back into control and help you feel more centered because once you see the balance on the two sides of the page and you actually see, all that lead or ink

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that's now occupying the page. You can see what was causing you to feel distracted and fragmented.

Deidra: Sure, and freeing your mind up to focus on things you need to be focusing on, rather than something that's been sitting there taking up space in your mind.

Angie: Absolutely. I believe that your wisdom is directly proportionate to the amount of time it takes you to find symmetry in your perception. The master lives in a world of transformation. The masses live in the illusion of gain and loss.

Deidra: I would love for you to repeat that one more time, because I think that's beautiful.

Angie: The one about wisdom?

Deidra: Yes.

Angie: Your wisdom is directly proportionate to the amount of time it takes you to find symmetry in your perception.

Deidra: And the other part where you were talking about how a master...

Angie: The master lives in a world of transformation. He sees the dance. The masses live in the illusion of gain and loss. But you can't have gain without loss or loss without gain. There's perfect equilibrium at all times. William James said, "When you change your perception, you can change your life." These three steps are transformational and will change the perceptions, emotions and lives of those who practice them regularly. I guarantee it.

Deidra: Angie, this is beautiful. I think it's very, very powerful and I think a lot of people are going to get tremendous value from your words of wisdom. I'm going to make sure that I get this up on our website as quickly as possible. Hopefully in the next week I will be able to get this recording up so it can be accessed by more people. So, Angie, let's move on to one last question because we're coming to the end of our show for the first half hour. One last question, which is, what is the "Put a Smile on Your Face" song?

Angie: There's a hit song from the 80's that comes to mind every time an obstacle pops in my path. It's become my mantra that seals my determination to persevere no matter what. It's Matthew Wilder's, *Ain't Nothin' Gonna Break My Stride*.

Deidra: Oh my gosh, I forgot about that song. That is a great song.

Angie: It really is.

Deidra: Oh wow, that's fabulous. Thank you so much for being on the show today Angie. It's just been wonderful and very, very powerful and I think just listening to this without doing exercises I feel more empowered so I thank you so much for being with me.

Angie: Thank you Deidra and thanks to our listeners for tuning in.

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Deidra: Absolutely. If you'll hold on for just a minute, I'll talk to you during the break. Please make sure you check out Angie Katselianos and visit her website at platinum-performance.com. That's www.platinum hyphen performance dot com.