



WELLBEING NEWSLETTER

Coffee with CEOs: 9 Insights on Relational Leadership

by Rachel Druckenmiller

1. Be a man or woman for *others*.

It's easy to think about ourselves and what we need to be successful. Shifting our mindset and putting others first is more likely to yield a greater return over time. Ask, "*How can I genuinely support someone else and the work they're doing?*" Relationships and business come down to values and what you believe, not what you can squeeze out of people.

Be a giver.

Don't skip this step. It will come back to you, but you need to give *first*.

The moment you start giving is the moment you'll find more victories. Bill Cole reminded us, "*If you're chasing that sale, you'll end up with more losses than victories.*" In response to another attendee's question, Bill shared what he has experienced as a key benefit of

relationships. When he focused on supporting and celebrating *other* people's victories, he ended up with more of his own victories and wins, too.

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If you think that you are busy, imagine being CEO of a publicly-traded internet company that provides non-stop, twenty-four/seven service to over 200 million active users, including A-list celebrities, political leaders, and the Pope. It would be easy for someone leading such an organization to claim that he was too busy to find time for exercise...

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Waking up in the middle of the night, aka "middle insomnia," is an extremely common type of insomnia and extremely frustrating for those who suffer from it. This is especially true for those who really try to prioritize sleep and good sleep hygiene; those who did the responsible thing and brushed their teeth, got in bed, fell asleep by 10 p.m.—but now it's 2 a.m. and they're wide-awake and wired.

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Why Simply Setting Goals Still Isn't Motivating You To Follow Through

Years ago, when I was 19, my first mentor asked me to write down a list of my goals. He gave me a sheet of paper to fill out that had topics like health, wealth, relationships, business, lifestyle, experiences, and charitable contributions. I filled out the sheet, and then he asked me the question that really changed my life: Was I interested in, or was I committed to, achieving these goals?

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