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CHUCK TALK: Want to make your weekends more serene?

Don't finish week without dealing with critical work challenges

BY CHUCK MACHE

Can you relate to the following state of mind?

I woke up on Saturday morning after a restless night's sleep. I was thinking about the same issue that had been burning in my brain since mid-week.

It was a difficult discussion that I didn't have with one of my clients who I executive coach. He wasn't really engaging in my coaching, wasn't really following through on our agreed-upon plans. Our time together was not collaborative and instead of coaching I was bordering on co-dependence.

The phrase that comes to mind is, he was simply "mailing it in." It's my business to help people and companies get to the next level. That means we go to the difficult places and we fight our way through until we win.

In this case, by avoiding the difficult discussion with my client about the realities of reaching the next level, I now became part of the problem. It didn't feel so good avoiding the discussion. So instead of thinking about my family, or a relaxing weekend ahead, I was grinding on the thoughts of what I didn't do. Not a very good way to start your weekend. Have you been there?

It got me to wondering what people think about on Saturday morning when they wake up fresh off the previous week's work. Do they even think about the previous weeks work? Some people can just turn it off. That can be a pretty foreign mentality for me.

Nevertheless, I'm speculating that our Saturday morning state of mind can generally be put in one of three categories:

Category 1 – Relaxing, serene, feel-good state of mind because most things are in order and life is advancing nicely. Self-esteem is running high and it's time to do the Saturday things that we generally do. There is a certain cadence to our weekend. We feel ahead of the curve. Errands we don't want to run, movies we don't really want to see, phone calls from relatives we really don't want to talk to, bring on the challenges because we can handle what the weekend throws at us.

Category 2 – Anxious, restless, unfulfilled thoughts of open issues that could and should have been handled. We're a little perturbed and disappointed with ourselves and now its time to grind our way through the Saturday things that we generally do.

But we're preoccupied with those things that are causing us the anxiety in the first place. We go through the motions, get our things done, play our game of golf, get our workout, go to the soccer game, but we aren't really there. We're tired, and in the back of our mind, rising to the forefront all too often, is the business that we should have taken care of. We know it and we feel the weight of a piano on our back.

Category 3 – Who cares, it's the weekend. Life's a major challenge. It is what it is and I'm not much into it anyway. Let's get the Saturday stuff done, or not. The heck with it, it will be here next week. And about last week, it's like all the other weeks. I'm doing my job and I live for the weekends. But, my weekends could be a lot better. Oh well, it's only two days and I wonder when the next three day weekend is?

Of course there are other Saturday morning states of mind that don't fit the above categories; I just can't come up with any. In any event, shouldn't it be our goal to be a Category 1? How do we avoid being a Category 2? How do we get ourselves into these places and how do we get out if we don't like where we are? And if we're a Category 3, then this whole column doesn't make much sense anyway because it is what it is.

If you are in sales or any other position, do the following and you'll wake up on Saturday morning in the Category 1 state of mind:

- Make your usual list of what has to get done in the week ahead.
- On that same list, highlight the most important, difficult, sensitive and critical things that if you complete and/or advance, will ease your mind and likely advance your goals.
- On that same list, add the following statement, "I will deal with all difficult issues that are not on my list as they arise."

Fully commit to these actions, and regardless of the outcome, because you gave it all that you had, I expect you will enjoy your next weekend. Enjoy Category 1 and repeat the process.

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Chuck Mache, president of Chuck Mache Communications, is a speaker, executive coach, consultant and author of "The Four Kinds of Sales People: Your Personal Path to Breakthrough Achievement." He is also a featured expert on the top-rated Entrepreneur Magazine Radio Show in a segment called "Chuck Talk" (heard online at www.EntrepreneurTalkRadiocom). Learn more and sign up for Chuck's complimentary monthly newsletter at www.ChuckMache.com.