



The Insurance
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INSiDEOUT
MANAGEMENT COACHING

THE GATEWAY
TO GREATER
MENTAL FITNESS

WHAT IS INSIDEOUT MANAGEMENT COACHING



Individuals

2 worlds, **inner**
and **outer**



Businesses

Greatest asset is the people, so
how do we get the best out of
everyone



Philosophy

*“The unexamined life is not
worth living” Socrates*

We all hold many treasures within in
the form of hidden potential – we just
have to find the code to access these
wonders.

THE GREATEST GIFT YOU CAN GIVE ANYONE IS YOUR OWN PERSONAL DEVELOPMENT

Become a better leader,
boss, parent, brother, sister,
child, colleague, friend

Become less stressed

A better communicator, listener

More understanding,
compassionate, empathetic

It creates a
positive ripple
effect of life

SO HOW DO WE DO THIS?

CAN WE MANAGE
OURSELVES FROM
THE **INSIDEOUT?**

YES, OF COURSE WE CAN!

BECOMING THE
OBSERVER ON THE **INSIDE**
WILL GIVE US
A GREATER PERSPECTIVE OF
THE **OUTSIDE**

HOW WE
REACT
AND
RESPOND
 $E+R=O$

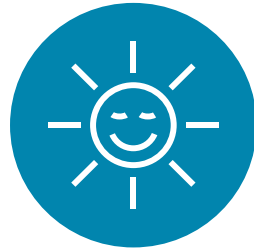


THE GATEWAY TO GREATER MENTAL FITNESS

THE GATEWAY TO GREATER MENTAL FITNESS



**Peak State Psychology or
Peak Performance
Psychology.**



**Sleep, diet, nutrition,
exercise, meditation,
social behavior, novelty,
downtime... These are
the ingredients for
eutopia.**



**Lets start the
transition.**

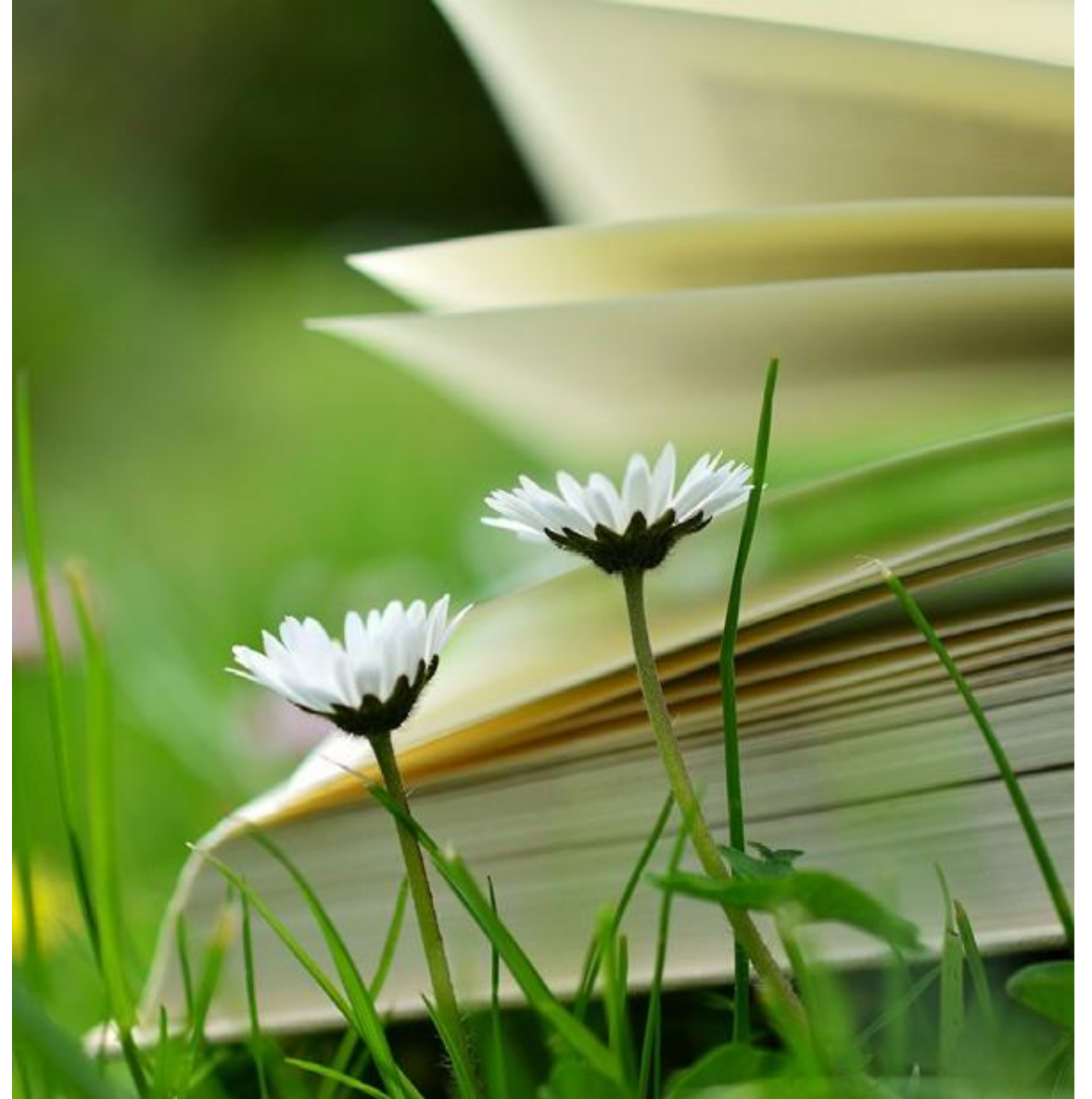
Today we will cover
some topics that will
produce some tips,
tools and takeaways
that will **positively**
impact your lives.



THE POWER OF OUR THOUGHTS

THE RELATIONSHIP
BETWEEN OUR
THOUGHTS,
FEELINGS,
EMOTIONS AND
ACTIONS

It's a book of tricks, tips, tools,
drills and go-to's that will
THE MANUAL
inspire and motivate you and
OF LIFE
help you through the daily
WHAT IS IT?
challenges we face in our lives



THE WAY OF THE BLACK BELT



**THE WAY
OF THE
BLACK BELT**

Leadership and
Development
adventure

From
student to
sensei

The learning is
the parallel of life
in and out
of work

This journey
changed my
life

**THE WAY
OF THE
BLACK BELT**

ATTITUDE IS EVERYTHING

Self-awareness

The power of the mind

Attention

Goal setting

Getting the best out of people

Fear of failure and rejection

Values

Growth mindset

Acceptance and surrender

Dealing with stress and pressure

Fight or flight

Self-control

Purpose

Cognitive distortion

What makes us tick

Self esteem and confidence

WE HEAR THE LOUDEST
DENIALS OF PAIN AND
SUFFERING BEING THE
UNKNOWN

MOKUSO

CALMING OF THE BODY AND MIND

Translated means silent/still (moku) and thought/thinking (so)

Mokuso is part of karate training, completed before and after any session to compose the mind and focus on the task ahead

It's said it's an attempt to take you back into the mental state of a new born child. **No fear, no stress, no pain**

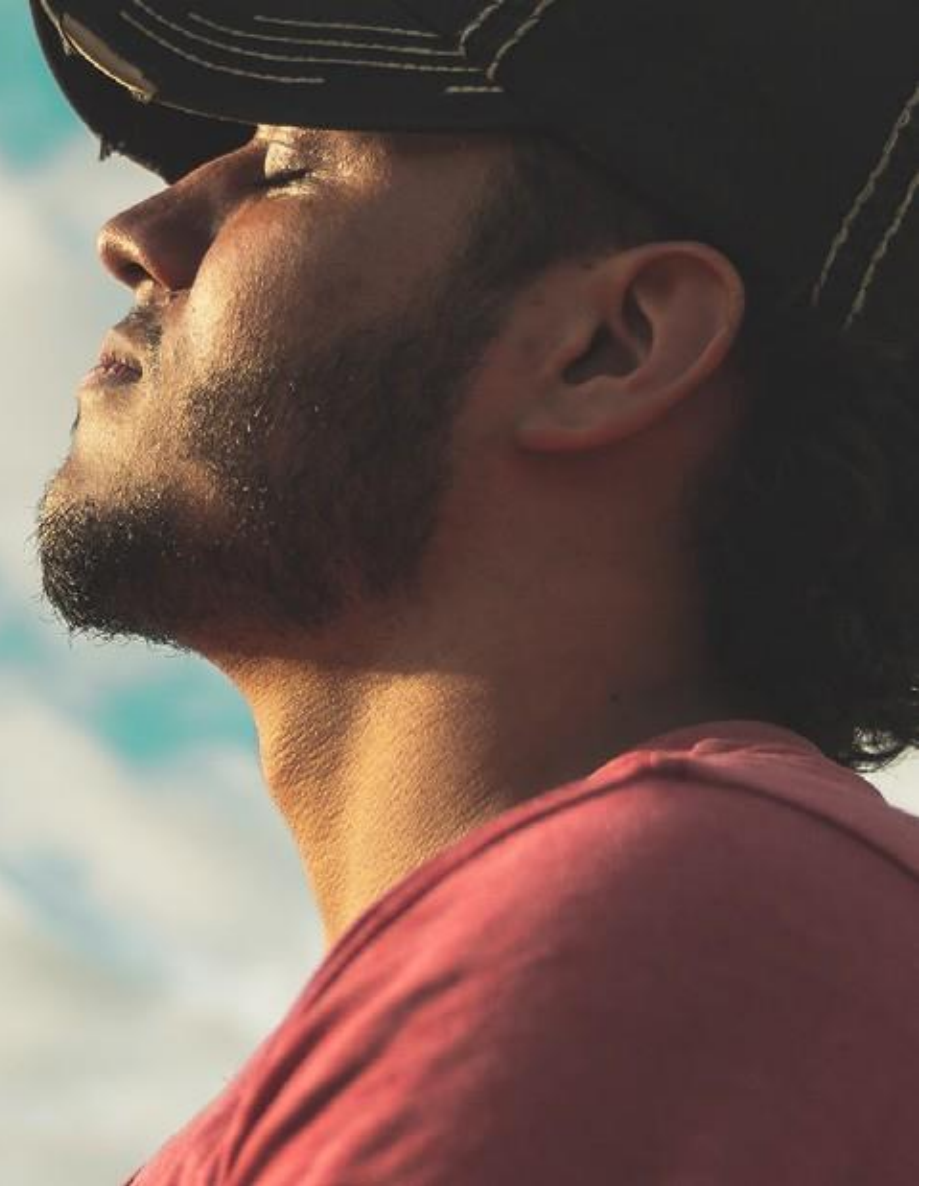


MOKUSO

CALMING OF THE BODY AND MIND

Daily meditation has been described as the perfect passive activity for the health of human beings:

- Greater self-awareness and control
- Reduces stress
- Increase mental clarity and focus
- Triggers the brain's relaxation response



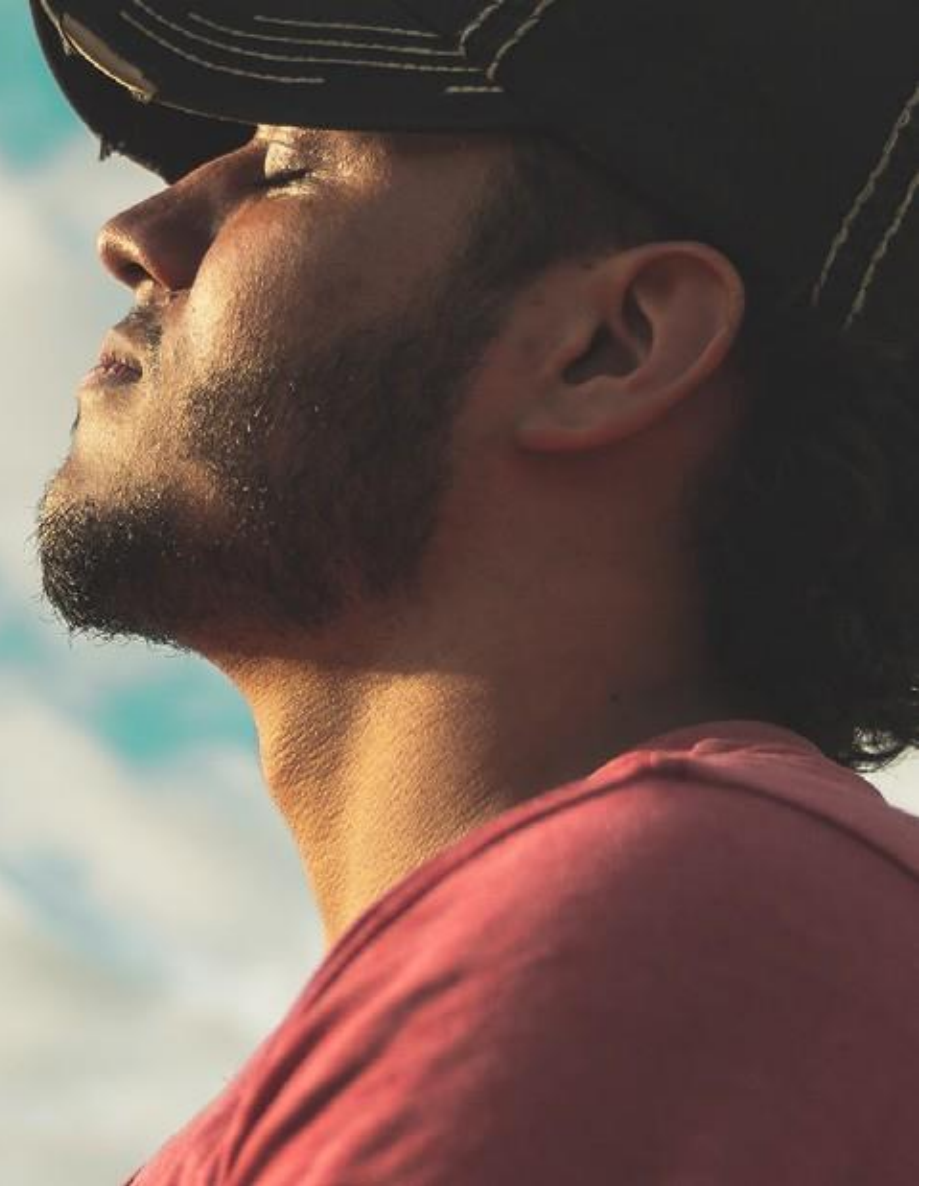
MOKUSO

BRINGS THE MIND INTO THE PRESENT MOMENT

Remove the past and future just for 1 minute cutting off the outside world and just spend this time in the here and now.

Karate is a practice that needs great focus and concentration. So does work and relationships.

Mokuso is the best way to prepare the mind.



**MOKUSO
PRACTICE**

**PAY ATTENTION
TO YOUR
BREATH**

**BREATH IN 3
AND OUT 3**

**LET GO OF
THOUGHTS**

**THOUGHTS WILL PAY YOU
A VISIT WHICH IS
PERFECTLY NORMAL**



**RED
BELT
MODULE**
SELF CONTROL

IN KARATE WE HAVE
TO LEARN AND ADMINISTER
SELF-CONTROL TO AVOID
HURTING OTHERS OR
OURSELVES PHYSICALLY

WE ALSO HAVE
TO LEARN HOW TO
**CONTROL OUR MINDS
AND EMOTIONS**

ANGER IS THE ENEMY



FIGHT OR FLIGHT

**FIGHT
OR
FLIGHT**

Our survival system is millions of years old and emanates from the caveman

Fight, flight, freeze or flock – a response to fear and danger

My story:
November
24th 2017

What actually happened in my brain and body?

FIGHT
OR
FLIGHT

This is what occurred



HEART
LUNGS
EARS
EYES
SYMPATHETIC
NERVOUS SYSTEM
EGGS/ARMS
EPINEPHRINE
SKIN
NOREPINEPHRINE
MOUTH
(ADRENALINE)
GUT
CORTISOL
SPLEEN
KIDNEYS
LIVER & FAT

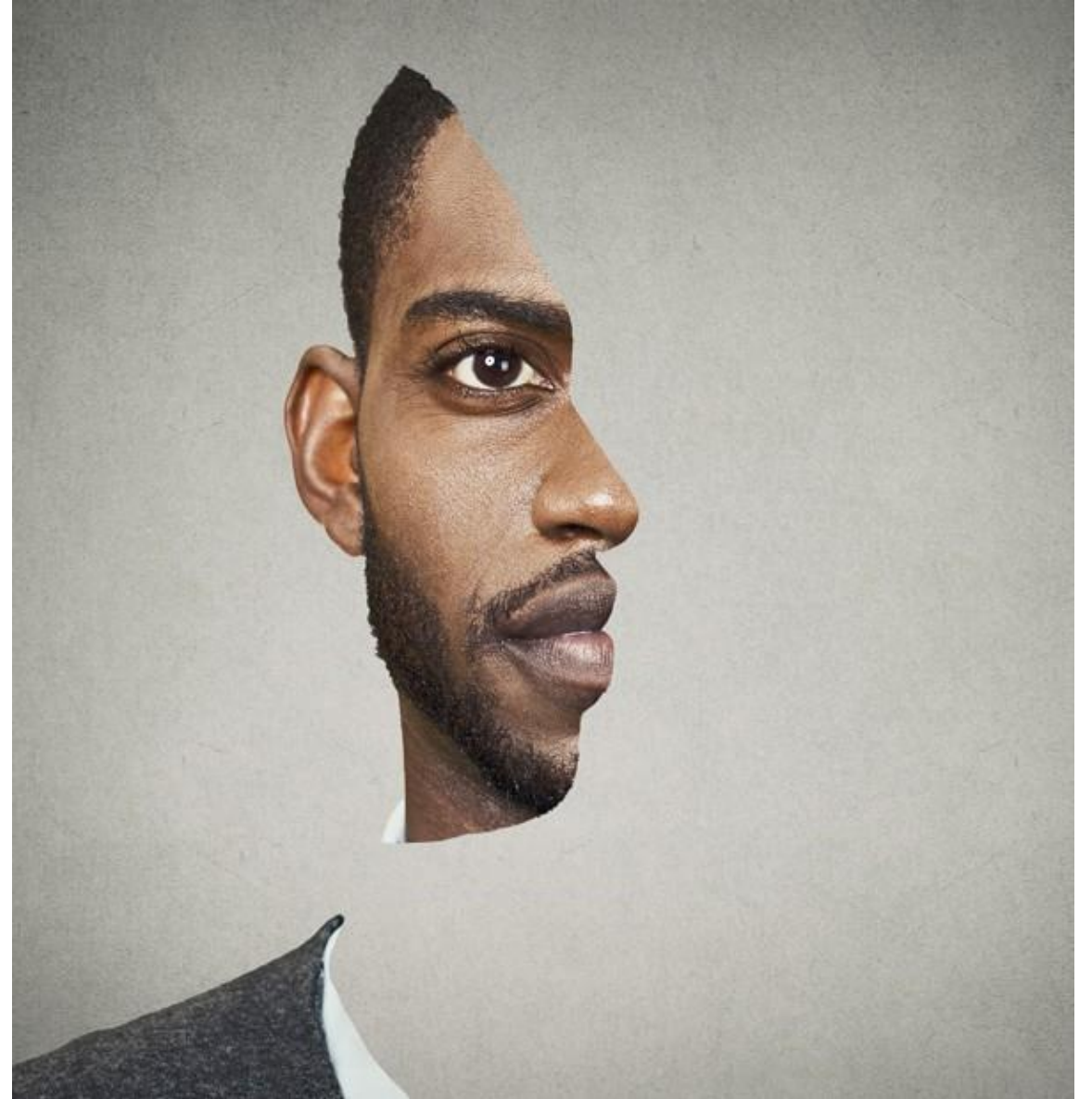
THE BRAIN DOESN'T KNOW DIFFERENCE BETWEEN REALITY AND ILLUSION

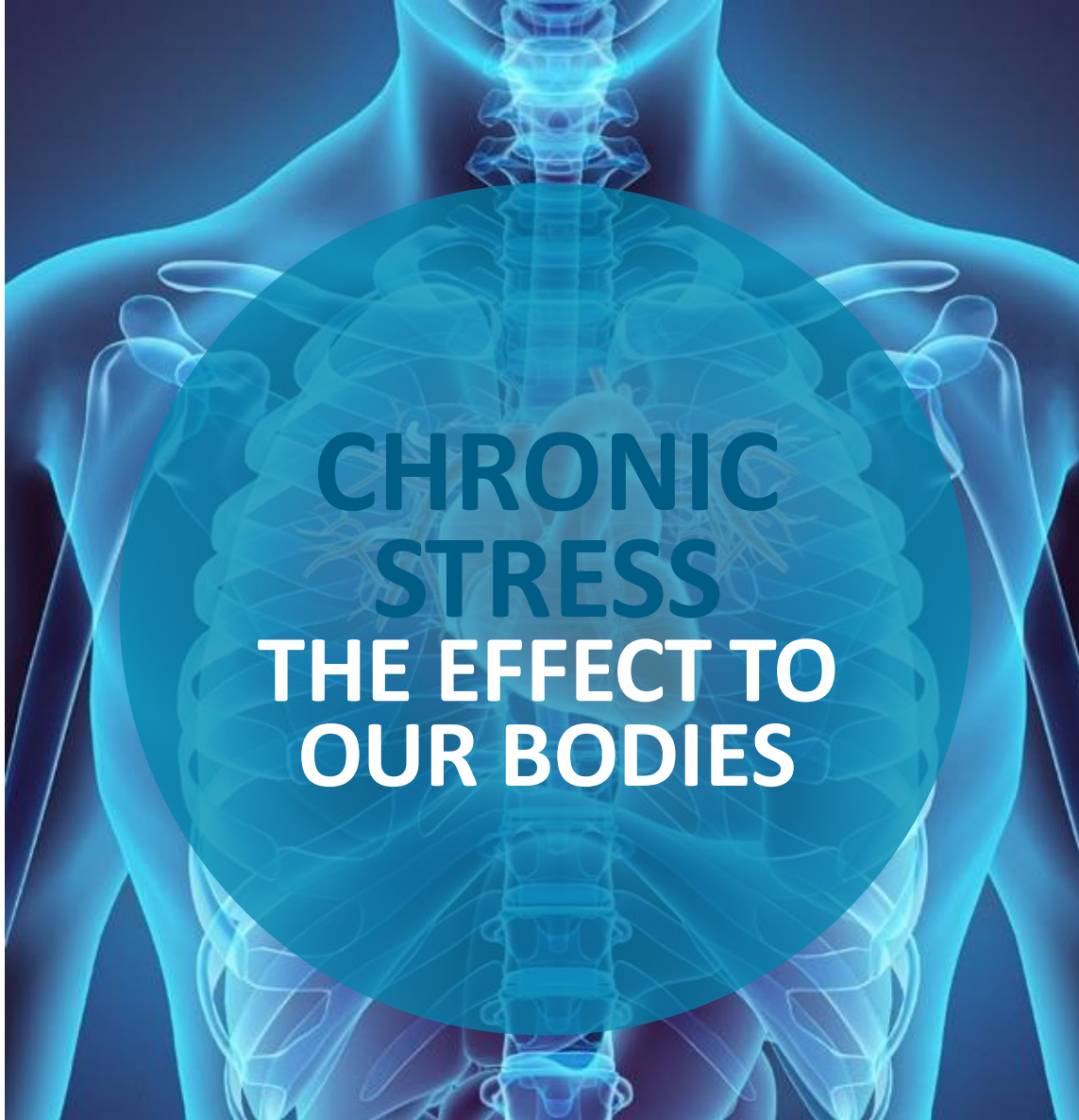
Issues that you react to turn into stress then
fire up survival system

Add to this:

- Bad diet
- Nutrition
- Lack of exercise

And we are in need of help!!





**CHRONIC
STRESS**
**THE EFFECT TO
OUR BODIES**

**DESTROY THE
IMMUNE
SYSTEM**

**ADRENAL
FATIGUE**

**CORTISOL
INCREASES
APPETITE AND
A YEARNING
FOR CARBS**

**WAISTLINE -
VISCERAL FAT –
DEEP BELLY FAT**

**SLOWS THE
RATE YOU
HEAL**

**DIGESTION
ISSUES**

**HAIR LOSS,
ACNE,
IRRITABLE AND
GENERAL
FATIGUE**

ABOUT
15.4
MILLION
DAYS
LOST TO
WORK
RELATED
STRESS
2017/2018

57%
OF THOSE
DAYS DUE TO
**ANXIETY &
DEPRESSION**

59%
OF WORKERS
EXPERIENCE
STRESS

Work related stress, depression or anxiety statistics in UK, 2018
Health and Safety Executive, published 31st October 2018



THE GOOD NEWS: WE CAN **FIX** **IT!**

USING THE POWER OF THE MIND!

Placebo effect

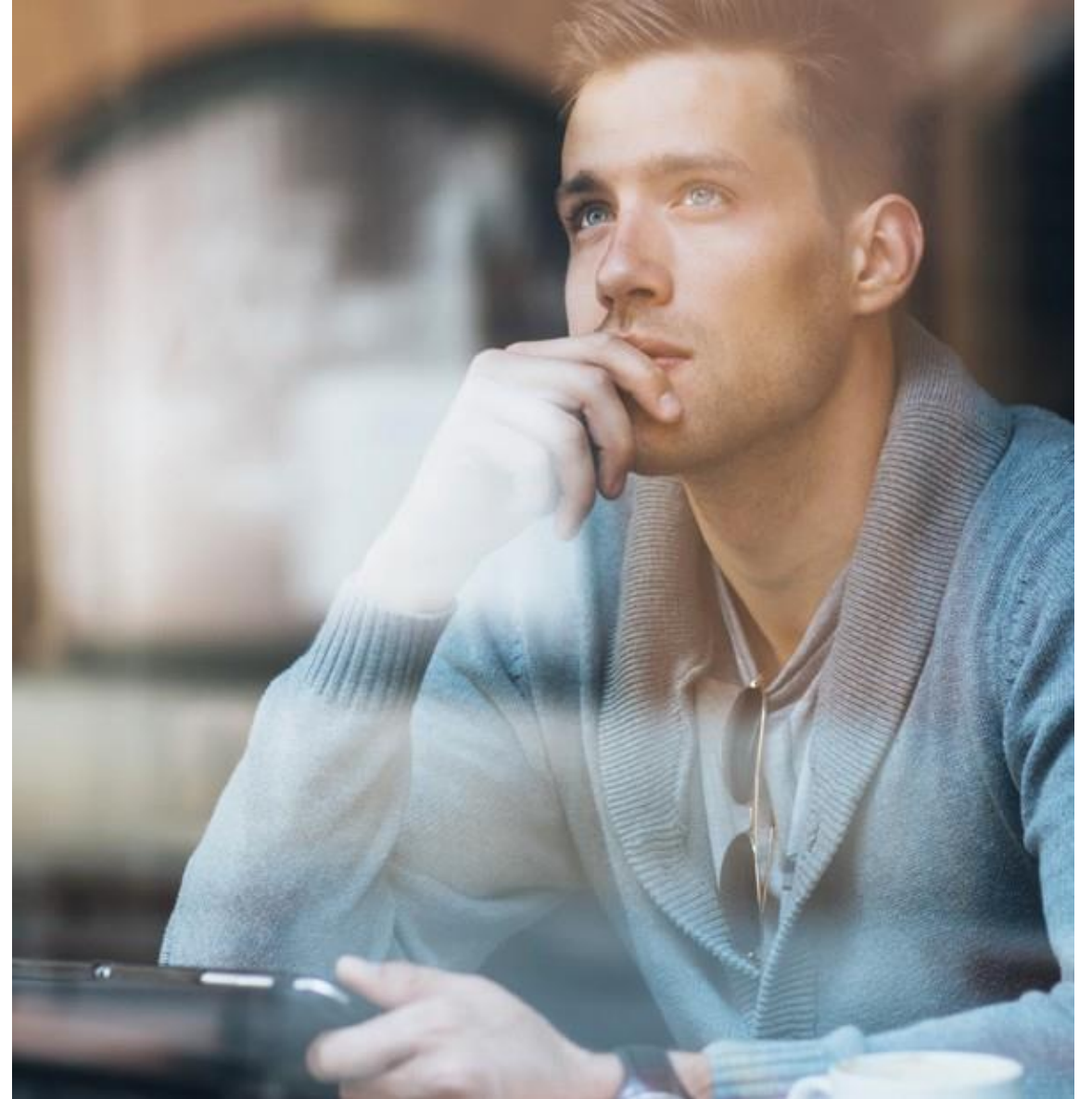
Known to reduce chronic pain,
headaches, symptoms of
Parkinson's, IBS, Asthma,
MS.....

POWER OF POSITIVITY AND CHANGE OF MINDSET

- Attitude before ability
- Positive thinking – Replacement
- We can only have 2 types of thoughts
- 50000 70% negative

- We have a choice

- We need to become observers of our thoughts



YOU HAVE TO START YOUR MIND AND BODY MANAGEMENT FROM THE INSIDE OUT

PURPLE BELT MODULE SELF ESTEEM

Low self-esteem
is a route to
many problems

How is it
measured?

How much
we think of
ourselves

How does it
manifest?

**SELF-
JUDGEMENTAL**

**IGNORE OUR
QUALITIES**

**NEGATIVE
SELF-TALK**

**BELIEVE THAT
LUCK PLAYS
A HUGE PART
IN LIFE**

**BLAME
OURSELVES
(I HATE
MYSELF!)**

**STRUGGLE
TO ACCEPT
PRAISE**



HOMework!

HOME WORK

EXERCISE 1

- Write down your 6 uppermost core values
- Circle your number 1 value, then describe how it felt doing this exercise

From now on this is a go to tool. This is a reflection of who you are and what you believe in, its your DNA.

There will be a value that's present that will get you through most challenges.

EXERCISE 2

- Write down 5 things that you are most grateful for in your life
- Write down 3 recent experiences of helping others

EXERCISE 3

- List 20 successes or achievements in your life

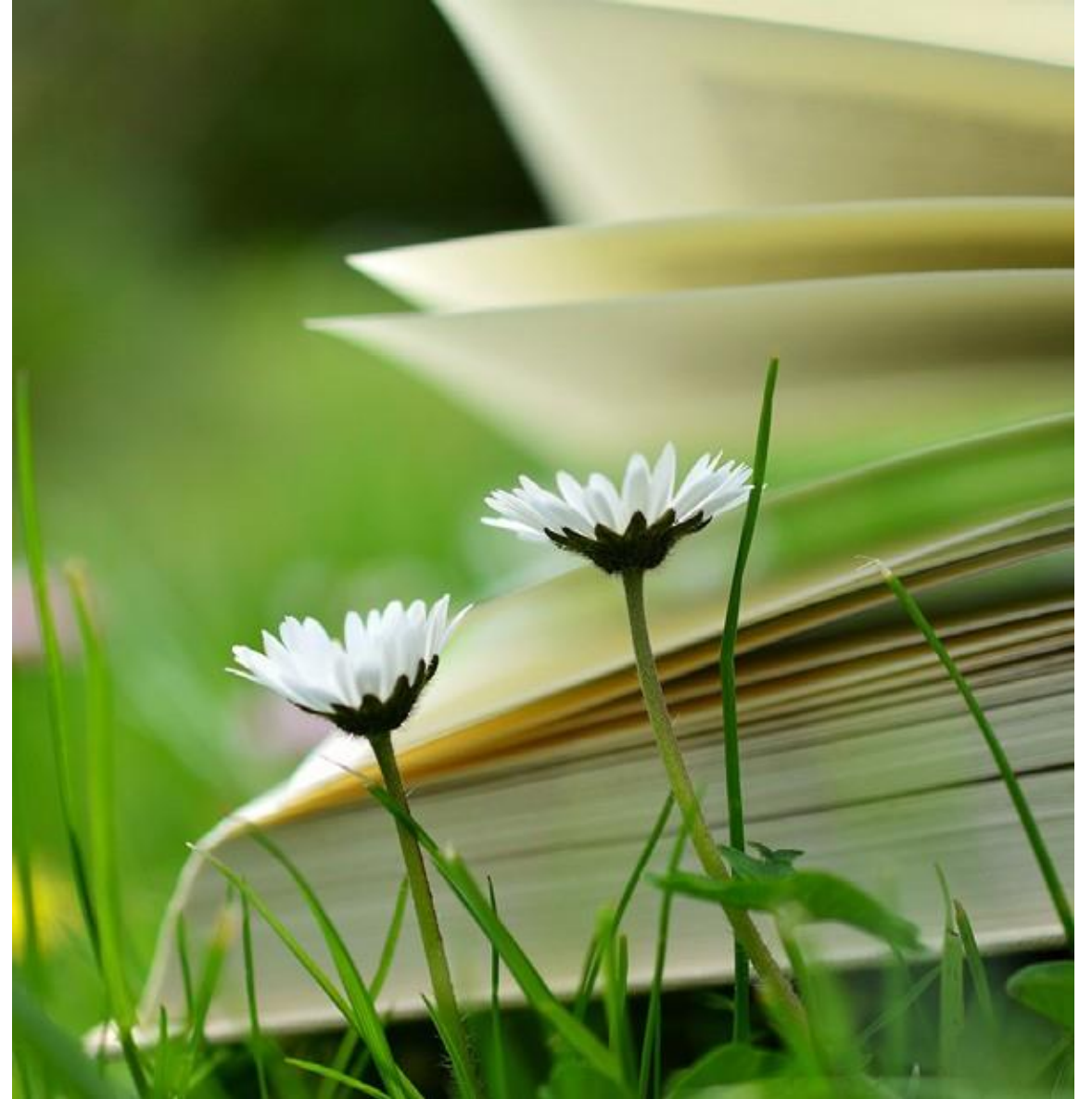
EXERCISE 4

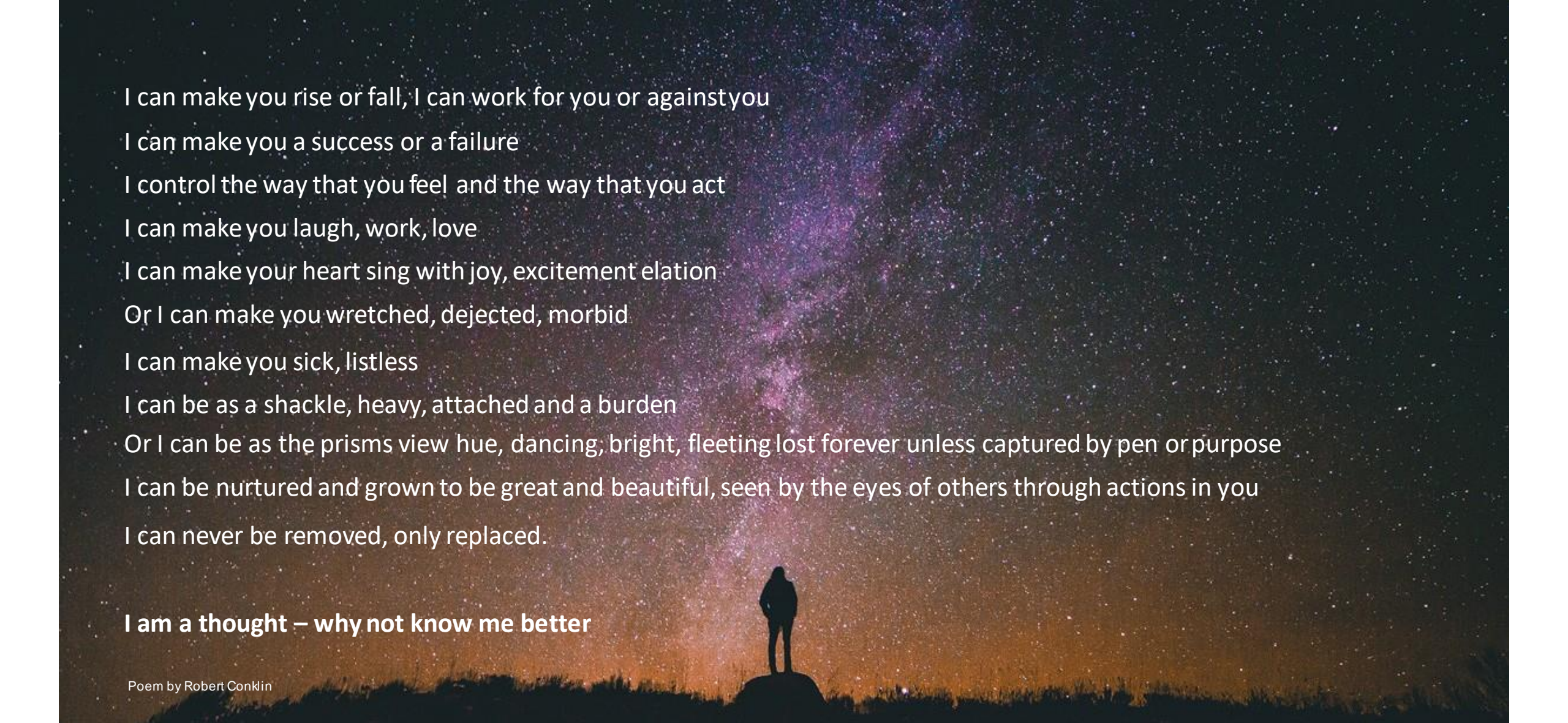
- List down 10 things you like about yourself
- Describe the sensations you feel when doing this exercise

HOME WORK

THIS IS THE START OF YOUR MANUAL FOR LIFE

- Refer to your amazing core values
- Look at what you have achieved so far in your lives
- Look in the mirror and like what you see
- Regularly check in to the things you are most grateful for
- Be mindful of the impact you have on others
- And finally, set yourself some goals that are achievable





I can make you rise or fall, I can work for you or against you
I can make you a success or a failure
I control the way that you feel and the way that you act
I can make you laugh, work, love
I can make your heart sing with joy, excitement elation
Or I can make you wretched, dejected, morbid
I can make you sick, listless
I can be as a shackle, heavy, attached and a burden
Or I can be as the prisms view hue, dancing, bright, fleeting lost forever unless captured by pen or purpose
I can be nurtured and grown to be great and beautiful, seen by the eyes of others through actions in you
I can never be removed, only replaced.

I am a thought – why not know me better

Poem by Robert Conklin



THANK YOU FOR YOUR TIME & ATTENTION

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