



2019 MDRT Top of the Table Annual Meeting e-Handout Material

- Title:** **Stop Seeking Balance; Choose Happy!**
- Speaker:** Daniel O’Connell MBA, Kate O’Connell
- Presentation Date:** Thursday September 26, 2019
- Presentation Time:** 2:30 p.m. -3:15 p.m.
- Session Room:** Indigo

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90 Day Personal Goal Worksheet

Name _____

Period _____

What are the roles I fill in my life:

(Spouse/Partner, Parent, Leader, Volunteer, Business Owner, Sales Person, Spiritual, Personal, Relaxation, & Health)

Role

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____
- 7 _____
- 8 _____
- 9 _____

Who Relies on me in role

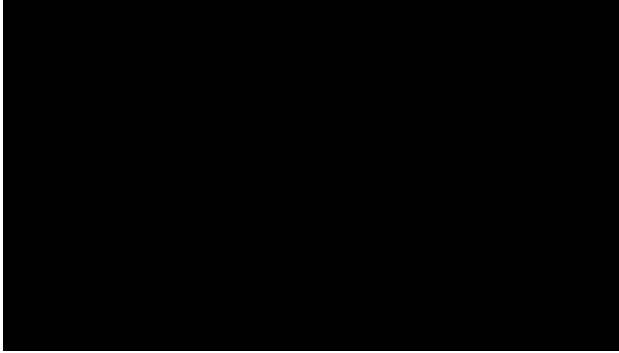
- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____
- 7 _____
- 8 _____
- 9 _____

What is expected of me in my role

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____
- 7 _____
- 8 _____

What am I going to focus on the next 90 days

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____
- 7 _____
- 8 _____






**Stop seeking balance,
choose Happy!**


2019 Top of the Table
Danny & Kate O'Connell





Danny & Kate O'Connell


- Married 13 years
- Had 4 kids <6 years after Danny started in business
- Both hold Master's Degrees, MBA & MED
- Started own agency in 2016 after 10 years in a family agency
- Serve in marriage preparation for engaged couples



We are taught to work for balance but is that what we seek?

Finding Happiness & Wiring the Brain


- **Phone exercise**
- Your body's chemical response
- What are the things you "want to do"
- Gratitude can rewire your brain to be happier
- What time of day, what specific time do you take to be grateful?
- Who & what do you follow on social media?
 - Jay Shetty
 - Power of Positivity



Wiring the Brain


Three practical steps to infusing routines of gratitude into your life:

- 1) Keep a daily journal of three things you are thankful for. This works well first thing in the morning, or just before you go to bed.
- 2) Make it a practice to tell a spouse, partner or friend something you appreciate about them every day.
- 3) Look in the mirror when you are brushing your teeth, and think about something you have done well recently or something you like about yourself



IDEAPOD.COM | BY JUSTIN BROWN
Neuroscience reveals how gratitude literally rewires your brain to be happier

<https://ideapod.com/neuroscience-reveals-gratitude-literally-changes-brain-happier/>



How to work toward Happiness

- Your 1 Job
- List out the roles you fill: spouse, parent, business owner, sales person, coach, volunteer, author, etc.
- Who are you accountable to in each of those?
- What are the expectations placed on you?
- When is the last time you sat down and discussed?
- What if your roles change?


What if your roles change?

Write them down to track and review quarterly
Seek first to understand

- Review them with those closest to you
- Spouse/Partner
- Family
- Employees / Co-Workers
- Volunteers

Find Individual Fulfillment in supporting each other as a partner.





Myth of what "Balance" looks like

- How much time and energy is needed in each area
- Completely personal
- Will change over time
- You get to determine the time— best part is you already have the answers from your "board of advisors"

Danny's "Balance" Happiness

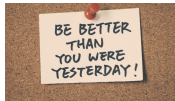
MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
6	7	8	9	10
<p>Balance</p> <p>10:00-11:00 AM: Personal Time</p> <p>11:00-12:00 PM: Personal Time</p> <p>12:00-1:00 PM: Personal Time</p> <p>1:00-2:00 PM: Personal Time</p> <p>2:00-3:00 PM: Personal Time</p> <p>3:00-4:00 PM: Personal Time</p> <p>4:00-5:00 PM: Personal Time</p> <p>5:00-6:00 PM: Personal Time</p> <p>6:00-7:00 PM: Personal Time</p> <p>7:00-8:00 PM: Personal Time</p> <p>8:00-9:00 PM: Personal Time</p> <p>9:00-10:00 PM: Personal Time</p> <p>10:00-11:00 PM: Personal Time</p> <p>11:00-12:00 AM: Personal Time</p>	<p>Balance</p> <p>10:00-11:00 AM: Personal Time</p> <p>11:00-12:00 PM: Personal Time</p> <p>12:00-1:00 PM: Personal Time</p> <p>1:00-2:00 PM: Personal Time</p> <p>2:00-3:00 PM: Personal Time</p> <p>3:00-4:00 PM: Personal Time</p> <p>4:00-5:00 PM: Personal Time</p> <p>5:00-6:00 PM: Personal Time</p> <p>6:00-7:00 PM: Personal Time</p> <p>7:00-8:00 PM: Personal Time</p> <p>8:00-9:00 PM: Personal Time</p> <p>9:00-10:00 PM: Personal Time</p> <p>10:00-11:00 PM: Personal Time</p> <p>11:00-12:00 AM: Personal Time</p>	<p>Balance</p> <p>10:00-11:00 AM: Personal Time</p> <p>11:00-12:00 PM: Personal Time</p> <p>12:00-1:00 PM: Personal Time</p> <p>1:00-2:00 PM: Personal Time</p> <p>2:00-3:00 PM: Personal Time</p> <p>3:00-4:00 PM: Personal Time</p> <p>4:00-5:00 PM: Personal Time</p> <p>5:00-6:00 PM: Personal Time</p> <p>6:00-7:00 PM: Personal Time</p> <p>7:00-8:00 PM: Personal Time</p> <p>8:00-9:00 PM: Personal Time</p> <p>9:00-10:00 PM: Personal Time</p> <p>10:00-11:00 PM: Personal Time</p> <p>11:00-12:00 AM: Personal Time</p>	<p>Balance</p> <p>10:00-11:00 AM: Personal Time</p> <p>11:00-12:00 PM: Personal Time</p> <p>12:00-1:00 PM: Personal Time</p> <p>1:00-2:00 PM: Personal Time</p> <p>2:00-3:00 PM: Personal Time</p> <p>3:00-4:00 PM: Personal Time</p> <p>4:00-5:00 PM: Personal Time</p> <p>5:00-6:00 PM: Personal Time</p> <p>6:00-7:00 PM: Personal Time</p> <p>7:00-8:00 PM: Personal Time</p> <p>8:00-9:00 PM: Personal Time</p> <p>9:00-10:00 PM: Personal Time</p> <p>10:00-11:00 PM: Personal Time</p> <p>11:00-12:00 AM: Personal Time</p>	<p>Balance</p> <p>10:00-11:00 AM: Personal Time</p> <p>11:00-12:00 PM: Personal Time</p> <p>12:00-1:00 PM: Personal Time</p> <p>1:00-2:00 PM: Personal Time</p> <p>2:00-3:00 PM: Personal Time</p> <p>3:00-4:00 PM: Personal Time</p> <p>4:00-5:00 PM: Personal Time</p> <p>5:00-6:00 PM: Personal Time</p> <p>6:00-7:00 PM: Personal Time</p> <p>7:00-8:00 PM: Personal Time</p> <p>8:00-9:00 PM: Personal Time</p> <p>9:00-10:00 PM: Personal Time</p> <p>10:00-11:00 PM: Personal Time</p> <p>11:00-12:00 AM: Personal Time</p>

Step 6: Review, Refine, Continue



- What worked and what didn't?
- What from your list do you want to try the next Quarter?
- Do you need new ideas/approaches?
- Has your life changed in major ways: marriage, birth, divorce?
- Was there something you didn't account for?
- Do you need to add / remove an area of your life?

Summation



- Happiness is a mindset—you have to give yourself permission to be happy and work to find it.
- Do something daily to get you in a grateful mindset
- Do the things you "have to" and maximize the time you have doing the things "you want to"
- The more you serve and give the more you get back
- Find happiness in supporting those around you
- Stop chasing balance – choose Happiness!

Continuously Chase Happiness



Suggested Reading

- The Energy Bus
- The 12 Week Year
- Oh Shift
- John Maxwell
- Social Media Influencers of Happiness/Gratefulness
