

# DOES PERSONAL LIFE AFFECT WORK PERFORMANCE?

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I had an interesting dinner meeting the other day. I met a corporate client – another investment banker, who is interested in the Alive™ seminars for his employees. As we chit chat away, I was asked to if the 2 day program can be shortened. The company would make the Alive™ seminar part of a sales seminar-weekend and pick out only some part of the entire program would be very useful for them. Here is how the conversation went:

- *“Our company would benefit learning to eat healthy, breathing for refresh the brain and the mindset for sure. One thing though, talking about relationship stuff may not be appropriate during this time. You know we need to address or link the seminar to sales or performance increase”*

- *“This is most interesting what you say. As you know the program work most efficiently in a whole as it addresses such important part of our lives and creates the impact for actually addressing these difficult issues. We, we can tailor make a 1 day program for you as you as long as you know are getting partial benefit. Let me ask just a question for curiosity: Who do you think is not interested in talking about the relationship difficulties?”*

- *“Well, I guess those who only focus on sales and don’t see the importance and may think about the money only? “ – said the banker hesitantly*

- *“Absolutely. How would you think, that it has something to do with denial?”*

- *“Oh yes. I can just see who would say such a thing. I attended the Alive™ program and believe in all parts. I received a lot of impact in a short time.*



*I am concerned about the logistic of getting people in to Malaysia from all parts of Asia and we need to put some sales stuff in the program.”*



- *“Well, that makes sense sure. May I ask a question though?*

*What do you think, where does most of the problems come from when your sales staff performance is not efficient? What could be the factors? Are all the problems work related or are there other factors?”*

- *“For sure it has multiple factors. “*

- *“So, what would be the most critical factor? What is the reason why people become sad mostly?”*

- *“I guess it’s not all work related and personal life is a great factor.”*

- *"What do you think how much it counts for an individual work performance when their personal life is not in order? How much would it count if person is going through hard times at home, inner conflicts about relationship, ending relationship, losing loved one etc?"*

- *"Yes it's true. If personal life is not in order that would cause the biggest performance drop. People's head just not in the work"*

- *"Let's look at another view. How would you think a personal battle which depresses a person will affect their sleep?"*

- *"Yes I agree, when your head is full of thoughts about unresolved issues in your personal life, it's difficult to sleep.*

- *"Let me ask this: How do people cope with their problems and calm themselves down to sleep?"*

- *"Yes that another valid question. I guess you can sleep when the problems don't seem to exist. And most people don't cope, they look for salvation in other things: unhealthy food, alcohol, smoking and extramarital relations....A few drinks definitely helps to ease the mind and sleep. I just realized why most people tend to reach for alcohol to make them forget so they can sleep at little."*



- *"So what do you think that overactive mind, sleepless night and the frequent alcohol consumption does long term to health? How frequently people get colds and fall sick when they feel down?"*

- *"Yes, it's also true. People tend to get cold faster when they are worn out and feel down. I myself battle with sties over my eyes frequently, as you can see right now.*

*I see what you are saying and how cleaning out personal life is actually essential and problems must be dealt with. I agree that employers should be concerned about the personal life of the employees if they expect top performance. I see how the entire Alive program would help us all and continue at the 1 day seminar with small group sessions would be really beneficial."*

- *"Yes, ALIVE can accommodate your need and do the small group sessions at your office where you can enjoy more personalized benefits"*



As the conversation went on I mentioned our upcoming 1 – 4 weeks residential program. Here we go beyond the group sessions and include daily individual coaching. After the first week the program allows the guests to work 2-3 hours a day (phone and internet) so guests learn to intertwine work and the personal growth, learn to manage personal life with work. This is why our program is unique, it allows for the experience, so when the guest returns home he/she is already familiar with the transitioning into full time coping with real life situations.

- *"Wow, I think this is what I personally really need! It would make all sense to go away for a month and straighten my life out, come back as new person and reach new heights in performance."*