

The Six

Delusions



of
a



Workaholic



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(The above was Borrowed from Seth Godin and his fantastic e-book Purple Cows.)

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Michael Erwin

Time Creation

Create a life with total time freedom

PROFILE

Michael's passion for peak performance and maximising human potential began over 20 years ago. Over that time he has accumulated an immense amount of knowledge and experience unlocking people's potential to turn them in to high performers. With over 15 years involvement in consulting, sales & marketing, management and sporting teams, Michael has a wealth of expertise to accelerate change for business & personal growth.



Michael has been coaching since the mid 1980s – Initially as a sports psychologist and then throughout his Sales, Marketing and General Management career.

Michael started his research in to peak performance for his own sporting career, while playing at Collingwood (a professional Australian Rules Football Club). He applied this with his business teams and consistently achieved record results. The huge growth of Executive and Life Coaching in the USA caught Michael's attention and lead to him starting Time Creation Coaching.

Michael has achieved international certification as a coach. He has personally coached many thousands of hours one-on-one with business owners, leaders and managers, making him one of the most knowledgeable and experienced coaches in this country. Michael has developed and run programs for organisations as diverse as Channel 9, Mobil-Quix, ANZ, Coles Group, First National franchisees, Australia Post, Telstra, Hawthorn Football Club, Whirlwind Print (*BRW fastest 100*), Message-Media (*Deloitte's Fastest 50*) and many others.

Here are some comments from his clients.

More valuable than my MBA!

My sales improved over 70%. It was also the insights I gained that made the experience so valuable.

I now work 8-10 hours less per week yet my sales have exceeded my targets.

Michael is a husband and father of two, a keen runner (5 Half-Marathons), personal development “junkie” and an active member of the International Coach Federation.

INTRODUCTION

I wrote *The Six Delusions* to help readers break free from the self-imposed prison most people live in. For more than 15 years I was in that prison too.

Then I started my own business and I became free, sort of. I'll come back to that. After several years of coaching executive, managers and business owners I noticed I was hearing the same problem, with different symptoms, most of the time. This problem was not enough time or not enough money or both.

Our coaching programs made a difference. People were able to achieve better results working less hours. They changed their priorities to fit with their values. But essentially they had to work hard and quite long. They were limited in terms of taking holidays. And they felt locked in to that life until their 60s and beyond.

There was also a lack of security both for managers and business owners. Primarily this is because they rely on one main source of income and if they stopped working the money would stop coming in.

I felt compelled to find a way to communicate to more people, to help them become aware of the delusions that were operating in their life. AND I wanted to provide an option for anyone who *really* wanted to change could create the life of their dreams.

The result is this book AND with it comes the opportunity to change your life.

I didn't find this opportunity where I thought I would. In fact it was the last place I would have looked. Yet I was clearly and consistently guided to look at this option. I had asked the universe to help me find something and when I really opened my eyes it was there.

I mentioned earlier that I escaped the self-imposed prison, sort of! In some ways it was like I jumped from the frying pan to the fire. I was no longer trapped by my boss and my company. I was now trapped in my own business.

I was still trading time for money for money.

So now I am on the journey creating more options. I am following my own suggestion, **and** I am helping other people do the same.

I hope this book inspires you to do something different to create the life you want, the life deep down you know you can have – a life different to the one you have now.

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NOTE:

This booklet is a summarised version of the e-book “The Six Delusions of a Workaholic”. We have put together this version to give you a quick overview of the Six Delusions. You will notice this text [\[get the full story here\]](#) . This indicates where significant chunks of text have been removed to make a 100 page e-book fit in to 30 pages.

Chapter 1 – The Promotion

What exactly were the executives looking for when they asked if I was a workaholic? Chris thought. He answered the question in the interview by saying “he did not think he was a workaholic, but he is 100% committed to the company and doing whatever is needed to get the job done as Technical Director.” The next question was on a totally different topic and while that made Chris feel much more comfortable at the time, now he wasn’t so sure.

It was very late and Chris was still at the office, again. He had lost track of time, again, and his car was locked in the car park. He has to stay in town. His wife will not be happy. Chris sends her a text message (it’s too late to call).

At the hotel, Chris heads to the bar to have a relaxing drink and meets John. John asks, what brings you to the bar at this time of night (it’s just after midnight nearly 11 pm.)

Chris mumbles something about working late and an early meeting.

“So you’re a workaholic,” John says with a comic smile.

Chris is immediately defensive, and his reaction is to go on the attack. No I am not and anyway what brings YOU here at this time night?”

“Sorry Chris, I didn’t mean to upset you. I was interested in what brings you here. I really do apologise if I said something to upset you.”

“No. Look that’s OK. I am a bit touchy and a bit tired. I have a big interview tomorrow and the term *workaholic* was raised in my last interview.” (Chris couldn’t quite believe that he was blurting out all this at 1am to a total stranger). I haven’t been able to get a handle on why they asked the question and what I should say if it comes up tomorrow. And, um, ahhh, well, I suppose it stirred something deeper in me that I haven’t felt before and it’s uncomfortable. Then out of the blue you suggesting I am a workaholic just set me off.”

“How would you define the term workaholic?” John asks.

Chris pauses for a moment, opens his mouth to talk, then stops. Chris then says “well I suppose workaholic means that you work all the time – and I don’t work all the time!”

“What do you mean by all the time?”

“Like, that’s just about all they do. A workaholic works everyday, including weekends. They would work late in to the night, all the time. And they would not do anything else or have other interests in their life. No holidays Basically all they would do is work.”

Even as he was saying the words out loud Chris was thinking to himself, ‘is this what I really think a workaholic is? It’s pretty extreme. Very few people would meet all this criteria. Am I saying this to convince myself I am not a workaholic?’

“OK then. “How do you think other people might define workaholic? Perhaps your wife or your boss?”

“Well as I mentioned before, my wife would have a different view all together. She wants me home at 5pm every night. She doesn’t want me to work on the weekends or on our holidays and she wants me to take more holidays.”

[\[get the full story here\]](#)

“Yes, in fact it’s quite amazing. Talking like this has given me a greater sense of clarity than I have felt in years!”

“Now, instead of trying to defend myself about my work hours to my wife, I feel like I want to change. I want to ‘get more’ work-life balance! But I don’t have a clue where to start.”

“Chris, are you thinking out loud or would you like me to respond?”

“Sorry John. I was thinking out loud, but I would appreciate any suggestions you have.”

“One possible starting point is to see if you have fallen in to The Six Delusions of a Workaholic.”

Chris was starting to feel uncertain and exploring the topic any further. He found himself thinking ‘I don’t know if I want to find more stuff is in my head that I don’t know about’. “It *is* getting late, and I *do* have the interview tomorrow,” Chris heard himself saying. “ I better get some sleep.” “Very nice to meet you John.”

“It was a pleasure to talk to you Chris,” John replied. “I’ll be here tomorrow night if you want to continue our discussion.”

Chapter 2 -- The Second Meeting

“What were those delusions you mentioned last night?”

“Well, it is something I have been observing for many years now and it seems to have become even more relevant in today’s fast paced, 24x7, ‘I want it now’, society. It’s about a ‘way-of-living’ that many people today are falling into because they are not aware of their beliefs and perceptions. I am happy to go through the delusions with you, but I prefer not to give you a list – rather I would like to have a discussion with you about your ‘way-of-living’. Is that OK?”

“Yeah sure.”

“Great. Let’s get into it then. As I mentioned I will ask questions to help you understand the delusions in depth, rather than just the words.”

Chapter 3 -- The First Delusion

“Tell me Chris, is your life what you want it to be?”

Chris’ eyes narrowed and his brow furrowed, “that’s a tough and complicated question John. I don’t know where to start.”

John leaned forward, “Keep it simple Chris. What is the first thing that comes to mind?”

Chris sat back in the chair and looked up. “In a word NO! My job is a good job that pays well, but I work hard. I am unhealthy, I don’t get to see my kids enough. I hardly see my wife and when I do we seem to argue. I am often short tempered at home because of the stress at work.”

John seemed genuinely disappointed for Chris, not judgemental or critical but in touch with Chris’s feelings. “And, in the simplest of terms, how is it that your life got the way it is?”

Chris took a deep breath and again looked skyward. “I don’t know. It’s like it just all happened around me.”

“Ahhh!” John nodded. “It seems you may be committing delusion number one. It’s the most misunderstood and hardest to change. You see it involves our mindset and life-long mental programming.”

“The first delusion is ***There Is Always A Reason***. This is where your thinking finds ways to accept what has happened and is happening. It is usually either blaming or rationalising – or as I prefer ration–lies–ing. The first delusion is about failing to take responsibility for your life. It is a lack of self-management.”

Chris was clearly uncertain. “But what if there is a reason. I mean you can’t just create things out of thin air.”

“Perhaps you can – but that’s another discussion!” John winked!

“Delusion number one is about your mindset. A blaming or rationalising mindset removes responsibility from one’s self. It is a mind set that accepts that “other things” are responsible for where I am in life right now. AND that, they would say, is why I can’t change my life to an inspired one.”

John continued. “The challenge is to move to a mindset of self-management. One where you acknowledge responsibility for your life. You recognise that you created the life you have now. AND, you can change your life if you so choose. It’s about realising that life is full of choices. A person with a self-management mindset is aware of their choices and consciously chooses. This is the basis for an inspired life.”

“Now, instead of having your head in the sand, your eyes are open to possibilities. You start to take responsibility for your life. Making this change is not easy, as rational–lies–ing can be built in to your beliefs. Tell me Chris, what would be an example in your life of this delusion. Perhaps a *very* recent example.”

“Do you mean the promotion? I don’t think that applies here. I think I considered my choices and made a decision to go for the job. I would say that was taking responsibility.” Chris was a little defensive. Had he really thought through all the options? What actually made him go for the promotion? But he didn’t want to admit this John. Oh, am I rational–lies–ing? Chris thought to himself.

John seemed to be following the conversation in Chris’ head and at the exact moment Chris’ internal conversation stopped John spoke. “Do you remember what you said to me last night about the promotion?”

“I think I said I don’t know if I really want the job!”

Delusion number one can be very strong when it is part of your belief system. Overcoming this delusion is critical because it is the foundation for building a better life. This is just the start as there are still five more delusions to tempt you.”

Delusion One Summary Page

The Delusion	<i>There is always a reason</i>
Put simply	Believing in your own (rational-lies-ing).
Principle	Allowing yourself to blame other people/circumstances and avoid taking responsibility your current situation and life. Usually this happens unconsciously.
In this delusion you might say	My boss didn't give us the resources we needed The market wasn't right for this project I didn't have the right people Economic conditions are not good The client was really making life difficult The product isn't the best in the market There just wasn't enough time How was I to know that our competitors where doing that!
Practises	Accept total responsibility rather blaming If there is a problem first look at what you did to help create it Acknowledge a situation and look for opportunities to provide a solution Stop using excuses and defending yourself Be proactive and take it on yourself to do things Be part of the solution rather than the problem Recognise at all times you have choices Accept that your life is the way it is because of the choices and actions you have or have not taken Get excited by the fact that your choices and actions from today can create a new life
Quote	<i>Don't wish for fewer challenges, it won't happen. Wish for greater wisdom to overcome your challenges – Jim Rohn.</i>

Chapter 4 – The Second Delusion

Chris fidgeted in his chair. This was more difficult than he thought it would be. “Sounds like I am on the back foot right from the first delusion!”

“Stay positive,” quipped John, “It’s actually quite a simple process – BUT don’t get simple and easy mixed up. It takes a lot of effort in today’s world to overcome these delusions. The cultural pressure today seems to make it easier to fall into the delusions than to resist them.”

“If someone wanted to avoid accountability in a management position what might they do?”

Hundreds of thoughts seemed to rush to Chris’ mind. He couldn’t believe he had so many ways of avoiding accountability in his head. Composing himself he said “IF someone wanted to avoid accountability I suppose perhaps they might hold back on some information and use it as a reason for something being delayed. Possibly they could also communicate verbally rather than putting things in writing.”

Chris felt himself getting very hot, even starting to perspire. What was happening? Why was his body reacting this way?

Chris stopped. The real meaning of the question sunk in. Chris’ body started to cool down. He continued but with a much softer tone that conveyed his insight “you can’t haul anyone over the coals because it was never clear who should have done what. I see where you are coming from. That can be a benefit. Lack of clear outcome and responsibilities mean you can avoid being accountable.”

“I am impressed.” John smiled. “You have got it. Delusion number two is **Accountability Is Coming**. This is where, either consciously or subconsciously, you avoid creating clarity, usually because you want to avoid being accountable. It might be at work. Often it is also in family life and personal life. You believe that you will create clarity and become accountable to yourself and others, but it just never happens. Just ask someone what they REALLY want out of life. Most people don’t know.”

“Ironically, you cannot avoid being accountable all together. So while this delusion attempts to avoid accountability, mostly what happens is that you become accountable for things you don’t want to be accountable for and you don’t make yourself accountable for the things that would bring you satisfaction and fulfilment. This means that you miss out on feeling the satisfaction for achieving things you are passionate about.”

“You end up without a lot of input to what you are accountable for usually, because you are putting out the fires on the urgent stuff. Even if you manage to put out the fires you don’t get the same sense of satisfaction of fulfillment.”

“Does any of this sound familiar Chris?” John asked inquiringly.

“Very.” Chris replied dejectedly. I see how everything fits. It makes sense logically and I can even see how it applies to others. I am just struggling to believe this is what I am doing!”

[\[get the full story here\]](#)

“That’s all part of the delusion. We are talking about the most important aspects of your life. What is your purpose? What do want your life to be about? What do want people to remember you for? What would make this year the best year you have ever had? Knowing these things is real clarity.”

“When you talk to people who explore these questions you find happy, contented and fulfilled people. They have truly thought about what’s important and everyday they move toward achieving what matters most to them. Yes, there lives have challenges. Yes, they make mistakes and go down the wrong paths at times. But they are always clear about what they want and why they are working towards it.”

Delusion Two Summary Page

The Delusion

Accountability is Coming

Put simply

Avoiding accountability to avoid criticism, failure and losing your job.

[\[get the full story here\]](#)

Chapter 5 – The Third Delusion

“Chris, given all the things you have been saying about workload and lack of time, how do you make sure that you get the key message across when communicating with others?”

“Well, I don’t know exactly. I just seem to be able to pick up what’s happening and deal with it as best I can. My staff come to me and ask questions and I give them answers. They seem to be happy with what I say.”

“Hmm.” John was thinking. “What about the communication with your peers and manager?”

“It’s pretty similar. Usually they don’t have much time. In fact it can be hard to get to see them so we often have conversations in the corridor, or the lift or the car park.”

[\[get the full story here\]](#)

“And how do you feel about the rushed, ad hoc communication you have just described?” John probed.

“At times very frustrated.” Chris was quick to reply. “I always seem to forget an important question I wanted to ask when we have an impromptu corridor discussion – because it is on the “fly”. When we do have meetings we usually run out of time before everything was discussed. I get frustrated at that too because there always seems to be a topic we talk in depth about, but we don’t get to other important things.”

[\[get the full story here\]](#)

“It seems the communication with you peers and supervisors frustrates you!” John reflected.

“Actually, YES! It really does.” Chris’ tone was strong and definite. Clearly Chris was happy with himself. “I hadn’t realized that before.”

“That is an important insight. Chris, given this new awareness – how do you think your staff would describe their communication with you?”

“Ahhhhh.” Silence. Chris sucked in a huge breath. “Now I see. They would most likely say the same thing. They are probably frustrated too!”

“What we have been describing are all symptoms of the third delusion – ***People say what they mean.***”

“In this delusion Chris, people are happy to believe that they only need the smallest piece of information to understand what someone is talking about. You feel so time poor and generally pressured that you don’t want to spend

time actively listening to people. You think you're listening, yet you are not really hearing because your mind is jumping around thinking of all the other things you need to be doing."

"Did you know we are able to listen at about 500 words per minute yet we speak at about 100 words a minute?"

"It actually takes a lot of skill to listen without letting your thoughts wander off. For most people it is something they find too hard. You become happy to believe that people say what they mean in the first 20 seconds of a conversation. You start thinking about your reply before they even finish and you respond, probably interrupting. Then you finish the conversation quickly with a tone and body language that conveys *this is done, don't ask any questions just get on with it. Can't you see I am busy!*"

Chris was dumbstruck. John had just described how Chris communicated more than half the time – at home and at work. He constantly interrupted people before they finished and gave them the 'answer' Chris thought they wanted. Given what John had just said it was probably not what they were wanting at all.

"John, I hear what you are saying, but I also think that some people are able to read others quickly and that is a skill or strength. I believe that my staff and peers appreciate how quickly I pick up what they are talking about."

"Ahhh! Strong with-in you the delusion is my friend." John sounded like Yoda from Star Wars. "I suggest, from your body language and tone, that you don't really believe what you just said. Secondly those that are in the trance of this delusion reassure themselves by rationalising, exactly they way you have."

"When you become free of this delusion you know how important it is to truly listen in all communication. You significantly reduce the amount of urgent issues because you were able to prevent them. Your staff are much more engaged and prepared to take responsibility. You will have more time. But it takes discipline and effort at the start."

"And then you can still fall under the spell of the fourth delusion."

Delusion Three Summary Page

The Delusion
Put simply

People say what they mean

Believing that you get the true key message in short, busy, ad hoc or rushed communication.

Chapter 6 – Symptom or Cause

Chris stopped for a minute and let it all soak in. “These delusions are quite fascinating and I can sense that changing these areas would help people, but why are they specifically for workaholics? So far they seem only slightly related to being addicted to work! I am not seeing how this all help me, um, I mean someone who is a workaholic, to stop being a workaholic”

These delusions delve in to the deeper causes of why some becomes and gets stuck being a workaholic. I suggest that most of the time management and get organised workshops and course deal with symptoms not causes. An analogy would be going to the doctor with a very sore wrist and the doctor gives a sling, some pain killers, wraps up the arm and tells you to keep your arm still. This is helping manage the symptom of pain, but what about the cause? A good doctor would check your wrist to try to determine what is causing the pain and probably send you for X-ray, if appropriate.”

“Now shall we look at Delusions Number One in terms of symptoms and causes?”

“Sure, go ahead John.”

“The First Delusion keeps a workaholic trapped in a world of minimal choice. They see no other option but to continue to work long and hard. Removing this delusion by acknowledging responsibility creates a world of choice. Now, a workaholic can see options. No longer do they **have** to work long hours – they can choose to – or they can choose NOT to!”

“I think I see your point. Overcoming delusion number one allows a workaholic to be able to realize there is a choice and then consciously choose. They create sense of having options rather than just feeling trapped. I suppose without this awareness they cannot break the addiction.”

[\[get the full story here\]](#)

“Spot on. Shall we get back to the Delusions now Chris?”

“Yes Please!”

Chapter 7 – The Fourth Delusion

Chris was starting to get excited. For the first time in a long time he thought, perhaps, just maybe, things could be different in his future.

“Chris, what are the most important skills your team need to have to do a good job?”

[\[get the full story here\]](#)

Now could you please tell me who in your team, including yourself, does these things consistently at the level you require?”

“We do pretty well I think,” Chris was trying to convince himself as much as John. “The team is good. I have more experience so, without trying to blow my own trumpet, I do those things better than the others. I mean if there is something critical then I do it.”

“It’s too important.”

Chris wasn’t sure if this was a question, statement or whether John was just thinking out loud. He replied anyway. “Yes, exactly. It’s too important to take a risk so I do it.”

“It’s too important,” he said again in a much more decisive tone.” That’s the fourth delusion. ***It’s too important.***”

“It’s too important for what?” Chris was confused.

“Workaholics falling into this delusion are not aware of how they are digging a hole for themselves by having an, ‘it’s too important so I better do it myself’ mindset.”

“This delusion locks you in to long hours, lots of pressure and stressful work. It can also provide lots exhilaration from the rush of the pressure and the thrill and satisfaction of getting the work done. It can be addictive. BUT, in reality living this delusion is like building your prison for yourself. You are locking yourself in to *having* to be the one to do all the important tasks. You lose flexibility, you lose control and you lose the people around you.”

[\[get the full story here\]](#)

“When a leader creates that sort of culture, people ‘check-out’. They ‘go missing’. They become disengaged. I heard them called ‘dead people working’ once, which captures the essence of what I am trying to say.”

“Dead people working – woh! That’s not a nice picture.” Chris grinned in a cheeky schoolboy way. “But most people wouldn’t be like that – would they. I mean I think most people I work with are reasonably engaged.”

“And what do you think a totally engaged work team would look like? What would you see?”

“Let me think. A totally engaged team. So a team that really enjoys what they do. They like working together. I think I would see lots of energy, lots of ideas. You would see people having fun. People helping and supporting each other.

Chris stopped. His eyes still glued to the ceiling. His mind totally encapsulated by the concept of an engaged team.

“I now see that our team is not that engaged. They do what they have to do.”

[\[get the full story here\]](#)

“It is very clear that my team and probably most of the company is not engaged. I am not fully engaged. Not like when I was on the basketball team.”

“Could I really do that John?” Chris inquired somewhat hesitantly. “I don’t know where to start or what to do to create a truly engaged team.”

“To create a great team that is truly engaged, I believe you need to encourage conflict. Not conflict in the angry, aggressive sense, but conflict in terms of different ideas, different view points, strong opinions that are passionately defended. Being able to raise, talk about and work through these differences is what a great team does.”

“John, what sort of conflict would come up when I try to overcome the fourth delusion?”

“First, we have already been talking about conflict, internal conflict. But interpersonal conflict is a major factor too. You see, when leaders try to delegate, initially they do not do it that well. That’s OK – in fact it is critical. I once heard Brian Tracy say ‘anything worth doing is worth doing poorly at first’.”

“*It’s too important*, can really mean, ‘I see lots of potential conflict if this is not done right, so to make sure I can avoid that conflict I will do it myself’.”

Chris decided he needed to challenge John on this one. “I hear what you are saying John, and in theory that sounds great, but what if it’s true that your team cannot deliver the results you need?”

“Then I would ask, who is responsible for building the team?”

[\[get the full story here\]](#)

“A great leader, after exhausting all opportunities to develop their team member, would take the time to communicate to their team member that if

they keep on the same path they may crash AND then help them decide on path where they will succeed.”

“This can only happen if you are free from delusion number four. Overcoming this delusion enables you to develop your staff, increases staff engagement and productivity, makes you available for promotion and significantly reduces the time you have to spend putting out fires. You become much more flexible, you have time to be proactive and you will most likely be more relaxed both at work and at home.”

“There are massive benefits of overcoming delusion number four, but there are still more challenges ahead. Or should I say in your head!”

Delusion FOUR Summary Page

The Delusion

Put simply

[\[get the full story here\]](#)

It's too important

Believing that the YOU are the only one who can get the job done.

Chapter 8 – The Fifth Delusion

“That’s a bit cryptic John. Challenges ahead, or in your head or both?”

“Yes it is rather cryptic. Actually, if you think about it all these challenges are in our head. It’s the battle we have with the little voice in our mind. But the fifth delusion is even more about what’s in your head that should not be than the others.”

Delusion five is to do with planning. How many managers do you know that consistently plan? Plan their life, their year, their quarter, their month, their week and their day? Plan their projects and their personal life?”

Chris laughed. “Very few and the ones that come close to that are rigid and boring. I wouldn’t want to be like that.”

[\[get the full story here\]](#)

“Thanks Chris. May I just check in and see if I have understood you correctly. You are saying that a company full of people who plan well would be more effective and less stressed. People would be more satisfied and spend less time dealing urgent issues. Is that right Chris?”

“Yes.”

“At the same time you said that you were concerned that not enough or not all the work would get done because the people who plan don’t work as hard as the people who don’t plan. Have I understood that part correctly?”

“Yes.”

“OK. Great. Could you help me understand something here please. Maybe I have missed something as I am removed from the situation. You see it seems to me that these two points of view contradict each other. What do you think?”

“But I think that eventually the company would get behind because the planners don’t work as hard as the non-planners. So this couldn’t be sustained.” Chris mind seemed to full of activity as the last sentence came out of his mouth.

And John was fully aware Chris’ was thinking further ahead of his words. John politely prompted Chris to continue. “And what would happen then?”

“Well I suppose things would get stressful because not enough was being done.”

[\[get the full story here\]](#)

“Chris, would it be OK if we played an imagination game for a few minutes to help clarify this situation?”

[\[get the full story here\]](#)

“OK, now let’s come back to reality.”

“Do we have to!”

“Yes. Absolutely. Just before we do I have one quick question. Where do I find a really good coach?”

“I’ll give you a few names and options before you leave tonight.”

“Thanks John. Ok so now back to the fifth delusion. Where were we? Yes, I remember. I was struggling with believing that the people who plan work hard enough to get everything done. And through our conversation where I allowed myself to think ‘anything is possible’ I realised that probably is possible to be get your work done without having to work mega hours and constantly be stressed or under pressure. I just don’t know how to do it.”

“Wow. I can’t believe that came out of my mouth.’ Chris was clearly stunned. “Hearing myself say that out loud has given me a whole new sense of understanding of where I am at. Thanks John.”

John smiled knowingly. This was a regular occurrence in conversations John had with ‘wisdom seekers’ such as Chris. John never ceased to be amazed at how powerful the impact was and how the person felt John had done something ‘magical’ to help when all he had done is listen. Then again maybe genuinely listening in today’s super fast paced competitive world, is magical!

Chris continued. “So what is the fifth delusion?”

“***The Plan is in my Head!***” John replied speaking slowly and emphasising each word.

“The Plan is in my head,” Chris repeated. “Doesn’t seem that bad to me.”

“Let me use an analogy to help explain. Have you ever built your own home or had a renovation or extension to you home?”

“Yes. Several times as we upgraded the house or created new living areas and bedrooms when the kids came along.”

“Great. How would you feel if you were doing your extension and the builder said to you ‘I have it all under control Chris. The plan is in my head.’?”

“The fifth delusion is about people believing that they could, if I may use our analogy, build the extension without any plans.

“Chris I suggest that the people in your office that you described as the planners are the ones that have overcome this delusion. Do you remember how you said they don’t work as hard as you and the other people who don’t do as much planning?”

“Well I suggest they don’t seem to work as hard because they don’t. That is they don’t work as long. They work very hard on the key priorities and they work very hard on preventing problems, rather than just dealing with the problem when it comes up.”

“That is the great benefit you get when you break free from the spell of the fifth delusion.

“Wow – that really hit me between the eyes John. And it all makes sense. Plan more and do less. Even that statement feels uncomfortable for me. But I know what you are saying is right.”

[\[get the full story here\]](#)

“OK. So overcoming the fifth delusion is about planning properly and consistently so I am ahead of things. It is about prevention rather than cure. Letting myself think that I have a plan by believing *the plan is in my head* is just fooling myself. I need to be strong and make the time to plan, on paper.”

“Well said Chris. I like the commitment in your voice.” John smiled.

And now to the last delusion. Perhaps the biggest of them all!

Delusion FIVE Summary Page

The Delusion

Put simply

[\[get the full story here\]](#)

The PLAN is in my HEAD

Believing that a plan in your head is as effective as a written plan.

Chapter 9 – The Sixth Delusion

“The Sixth Delusion takes us to another level of thinking and operating. Helping people in this area is what I am most excited and passionate about in my life.”

Chris noticed John’s eyes open even wider than anytime in their discussion. He could feel the genuine interest in John’s voice.

John continued. “This delusion keeps more people in a self-limiting, self-sentenced prison than anything else I know. I believe it is the biggest misnomer in society today. You see I think we are all programmed to believe that if we work hard, do a good job, for as many years as it takes then we will be OK. We will be successful.”

“But it is just not true. Of course this does depend on how you define successful. To be clear I suggest successful, in the context I am talking about here, is being able to generate enough income to live and have some fun AND being able to generate that income in a way that you can maintain (or improve) your health. AND you can spend significant time with loved ones. AND you have the flexibility to spend time with them whenever you want. AND you are able to retire when you want with the income to support your lifestyle and look after your health (which becomes more expensive as we age) in retirement.”

“Sounds sensational John. It’s too good to be true and for most people it is just a dream.”

“Exactly, yet it doesn’t have to be that way. At very least people should be aware that they have a choice here. Sorry. I am sure you can tell that I am passionate about this.”

[\[get the full story here\]](#)

“Chris, may I ask,” John inquired gently “in your sea-change dream what were you doing?”

Eyes wide with enthusiasm Chris burst out with “I’d have a ski hire business. My wife and the kids LOVE skiing and snowboarding and the life there. Somewhere just outside the snow fields. We would have enough staff so that we all skied 4 or 5 days a week and worked 2 or 3. In my dream life we would also spend 3 months of the year skiing in Canada or Austria. You know making sure we are up with the latest trends and equipment.” Chris winked and smiled a broad grin.

“Yes. It’s a dream John, not something that we can achieve in real life. There are too many things that stop us.”

“Too many *things*?” John emphasised the word things on purpose.

“Yeah things – you know. Like I said before mortgage, bills and everything.”

[\[get the full story here\]](#)

“Are these *things* actually stopping you or are you choosing to let them be the reason,” John paused. He was contemplating whether to continue with the words he was going to say. He did continue. “Maybe the excuse why you don’t do what you clearly would love to do?”

Chris was hit between the eyes and clearly taken aback. This was not what he was expecting to hear. He sat there confused and angry, yet unwilling to defend his initial view.

[\[get the full story here\]](#)

“This fixed or trapped way of doing things can limit us significantly. This delusion is where your trapped way of seeing things is to believe that working hard for 40 odd years means that you will eventually create success in your life.”

“I am going to suggest that this is **rarely true!**” The Sixth Delusion is **Success Comes To Those Who Work Hard**. People, although sceptical about so many things, seem to be happy to believe everything will work out OK.

“Most people don’t achieve success based on the criteria I mentioned earlier. The reason they don’t achieve it is because they are trapped in their own perception that it is not really possible. Unfortunately it is often very late in your life people look back and see more clearly how they could have made different choices.”

“One of the ways for people to create the life they want is to stop trading time for money in a linear way. You want to be able to use leverage and to be paid over and over for the same effort. Like a writer gets paid for every book sold.”

Did you know that in 2005 John Lennon earned \$31 million! Now that’s leverage. That is what is called residual income. Leverage is about finding ways to generate the income you want by being paid many times for the same effort. There is LOTS of information out there explaining this point, but very few people ‘get it’.”

“Why don’t people ‘get it’?” Chris asked.

“Because it doesn’t fit the way they see the world. It’s a dream that has too many *things* in the way.”

“Most people are trapped in this mould. Now, I am not saying that you shouldn’t work in a typical job and get paid for the hours you work. Nor am I saying that you Chris should run off and start your Ski Hire business. This is not about the specifics. It is about our mindset. In particular about the

mindset where you think that everything will be OK if you work hard and try to do the 'right thing'."

If I said to you, Chris there is a way that you can create residual income that could last five, ten even twenty or more years. And all you need to do is work ten hours a week for 2 years on this project. You will not see much income in the first year. The second year will be good income and by the third year, if you have consistently put in your 10 hours a week, you will have replaced your full time salary. Would you be interested in this?"

"Sure would. Chris eyes lit up. Are you serious? Does something like that really exist."**

"Yes, it does. In fact there are many ways that you can change your life situation -- if you are prepared to do something different and to delay gratification. In other words work at something for a while **before** you get any benefits and believe that the benefits will flow in the future. BUT, most people ignore opportunities like this."

[\[get the full story here\]](#)

"Overcoming the sixth delusion is simple, but don't get simple and easy mixed up. For most people it is very hard to do. It means changing their mindset and taking action to create the life you want from today on so that you achieve the things that are really important to YOU."

"One way to get clearer on what is really important to you is to imagine you are 90 years old and you are looking back at your life. What do you want to be able to look back on? More time at the office? Or regretting NOT doing something different?" "Whatever you choose to create is OK. And changing your plan along the way is also OK, as long as you are consciously choosing and you believe that you are creating the life you want."

"I but a lotto ticket each week," Chris admitted forlornly. "Even though I know the odds. As an engineer I even *understand* the odds. I haven't won anything for several years. But it cheers me up buying it. I feel a sense of hope." He smiled. Let's say I wanted to do something different. Tell me more about this opportunity you mentioned earlier." See below to find out more.

"Yes, delusion number six, **Success Comes To Those Who Work Hard.**"

"I now see my mission in life is to find the people who are prepared to listen, like you have Chris and then choose whether they want to do something different to make their life different, to chase their dream."

[\[get the full story here\]](#)

** If you would like to find out more about this opportunity please send an email to Michael@timecreationcoaching.com.au with *time4life* in the subject.

Delusion SIX Summary Page

The Delusion
Put simply

Success comes to those that work hard
Believing that working and trying harder and harder will eventually bring success – where success equals freedom, choice, health, and financial security/independence.

Principle

Success comes from leverage. Leverage creates time, choice and wealth. Success will not automatically come because you work hard.

In this delusion you might say

I don't know how to do things differently
I could never do that
I don't have time to .. - slow down or meditate or take time off
I have too much to do
I just need to get through this period and then I will be able to slow down or take time off
A couple more years and I will be able to have/take a less demanding/stressful role.
I work hard and everything will be OK when I retire.

Practises

Face the brutal facts – have you set yourself up for a comfortable, financially sound, healthy retirement
Ask yourself how much longer do you **want** to work like you are now?
Work out how much money you want to have in retirement – how will you get there?
To have a different lifestyle you must do and be different to what you are now
Stop trading time for money. Create leverage and you create time freedom
Do something everyday to create wealth through passive, residual income
Do something everyday to improve your health

Quote

We **can't solve** problems by using the same kind of thinking we used when we created them,
Albert Einstein

Chapter 10 – Review of the Six Delusions

John gave Chris a few minutes of silence to let it all sink in.

When he felt that Chris had had enough time to settle his mind he asked, “How do you feel about the six delusions?”

“How do I feel about the six delusions?” Chris muttered to himself. “I think (pause)”

John noticed the change in words from *feel* to *think*.

“I think they are great. I have certainly had many insights during our discussion. Let me think. The six delusions were

1. There is always a reason
2. Accountability is coming
3. People say what they mean
4. It's too important
5. The plan is in my head
6. Success comes from working hard

“ and these are all basically rules that we allow ourselves to live by like we have been programmed. At the conscious level we believe that they benefit us – and there is a clear perceived benefit for each. But the perceived benefit is not helping me achieve the life I really want. So I then see the life I want as a dream.”

“I can see how easily our thinking falls into the delusions. I also noticed how I wanted to defend myself and my thinking rather than be totally open to them. Chris paused for a moment. “John if you had listed the delusions, rather than discussing them, and asked me if I felt they were impacting on me, I would have confidently said NO!”

“Yet it became quite clear through our discussion that all six, one way or another, were impacting on me. I can also see my wife's perspective much more clearly now and why she might say I am a workaholic!” Chris' body slouched and his hands came up to his face.”

“Becoming aware of the six delusions has helped me realise that there is another way. I now know that if I choose to below the surface level of my thinking I can create the life I want, maybe the life of my dreams.”

“Sitting here now it still seems very hard. I can understand why many people get a coach to help them through these situations. I feel I could use some help right now.”

“John, I just don’t know what to do. My head says I want this promotion. My heart says no I don’t. *What do I really want?* What should I do?”

“Chris, I believe **you know** what you *really want* and what you need to do. The big question is what will you actually do?”

To find out what Chris decided to do and for a much more detailed account of this fable pre-order the complete e-book from this link.

[\[get the full story here\]](#)

The FULL e-book includes over 100 pages of more detailed information including:

- A summary page for each of the six delusions
- How to identify each delusion
- How to overcome each delusion
- A comprehensive account of the coaching conversation
- A reader’s guide to gaining greater insight about the Six Delusions
- Links to coaches
- Links to research multiple stream of income

AND you find out

WHAT HAPPENED to Chris and his PROMOTION Opportunity

[\[get the full story here\]](#)

PLUS you get Extra Bonuses to the value of \$900 including a one month access to your own Six Delusions V (Virtual Coach) – Value \$550

ALL this for just \$9.90 – Get it NOW, just click here [\[get the full story here\]](#)

Website details

www.timecreationcoaching.com

www.diylifecoach.com

If you would like to be coached by a Time Creation Coach you can contact Michael at Michael@timecreationcoaching.com.au

Coaching Links

International Coach Federation (ICF) www.coachfederation.org

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FEEDBACK

If you have any feedback or questions please email or call time creation time@timecreationcoaching.com.au. No matter is too small :-)