

## CASE STUDY:

# Balancing competing demands

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Precision Nutrition Level 2 Certification  
Master Class

### Case Study #1

As a person who wants to give 100% sincerity to any client, I would struggle in the current situation since I would clearly be incapable of properly helping people when I am not taking care of myself. The study states that I am finding it difficult to stay upbeat and energetic in the face of some clients, which to me means a change is necessary. Those clients are deserving of the best, and if I am not capable of giving the focused attention they deserve, then I should be responsible enough to step down. I am the type of person who simply cannot look myself in the mirror if I am not staying true to my word or giving the value someone deserves.

This also proves difficult to me because the study states I am experiencing tension at home from the lack of time and focus on family matters. If I am not sharing positively at home or spending the proper amount of time with my children or spouse then I would definitely feel guilty, in turn affecting everything I do. As a mother, my first priority is to my children, so tough choices would need to be made so I am upholding my responsibilities and love of parenting. Also, it states my parents are getting older, and I am having a difficult time spending proper time with them, which wouldn't be an ideal situation. I feel very strongly about having quality family time, so again, something would need to change to be sure I am finding time to spend with my parents.

The competing demands in both my identity and my values is that while I strongly value positive, focused family time, I also love working hard and dedicating myself to a cause that is greater than myself. I feel a strong sense of gratitude in being able to

### COACH ADAM'S COMMENTS

• Student acknowledges current situation right away and relates on a personal level.

• Noticing and naming the possibility of what should happen and what is not happening.

• Clear statement of personal identity

• Roles listed in collaboration with what the student values. Children, family, etc. Describes current tension of parent's situation.

• Who is the student and what does she value?

impact people's lives. In the situation described, the answer for me is going to be to find balance, so I can not only work within my purpose, but also fulfill my personal needs to be a loving, positive and present wife and mother.

My first choice would be "Option 2" – moving to a closer location. This would be a tough decision for me, because while I enjoy the personal development time during travel and I'm not necessarily aiming to work "less", it would allow me to remain closer to home, spend more time with my family and I would likely take better care of my new clients being less "overwhelmed" on a daily basis, allowing me to focus on THEIR needs over my own exhaustion. Having made this decision, I would be taking less pay – which means I would need to build my client-base quickly at the new facility and come up with ways to work smarter, rather than harder, possibly by promoting more small group nutrition classes. If I am the BEST coach I can be, my clients will get results, adhere to their program and refer people to me. I will focus on devoting myself completely to building relationships, getting results and impacting lives, therefore growing my client base and hopefully, at some point, making up for the lower wages.

## COACH ADAM'S COMMENTS

Clear answer to first choice question. Which would you choose and how did you come to this conclusion?

Ok. This is happening, now what do I do? Next action step created.

Plus, it doesn't say in the case study whether or not there is room for a promotion at this new facility, but I usually tend to work within leadership or management positions, so I would go in with the goal of working myself into that position at some point.

My last or never choice would be "Option 6" – staying in the same place. The only reason I say this is because it describes to me someone who is not parenting well, not being a "present" partner, not taking care of their clients to their best ability and generally overwhelmed in their current lifestyle. I don't see it as helping ANYONE involved if I remained in a place that clearly isn't working. All of the other scenarios sound exciting and fun to me. I enjoy travel, research, leadership, speaking, growth and change, but in the current situation as a young parent already struggling, it wouldn't be the proper timing for any of them.

Ahhhh....stepping outside the box and digging between the lines. "If I didn't say it was wrong, is it right?"

Clear answers of which choice she would not take and the reasoning behind her position.

During this process, I noticed that it was easy for me to choose which options I would and wouldn't do ONLY because I feel so strongly about being a good parent and about being someone who gives my clients the value they deserve. If I'm not doing those two things, then something has to change. I did take note of the possible "sketchiness" of the manager's closed-door discussions, but feel like I don't know enough information as to what that is, so it isn't something I would choose to worry about.

I worked through this process by simply asking myself what my "WHY" in life is... what is my purpose? Since my main purpose is to be the best wife and mother I can be, as well as to positively impact people's lives, it is easy to see if I am working outside of that purpose.

The questions I had to ask myself were:

Which is more important in my life right now – money or time with my family? Am I financially able to step away and take less money in order to be at home more? Am I properly taking care of my clients and giving them what they deserve in the situation I am in? While I love to travel and speak and feel very comfortable and passionate about leadership, are these things more important to me right now than my family life? If I spend more time at home now, will I still be capable of fulfilling my life purpose of impacting lives? Is there any reason at all that I can't hold off on the leadership, speaking and other things I am passionate about until my children are older and I have more time to dedicate to these things?

## COACH ADAM'S COMMENTS

Addresses the balancing act of who she wants to be and how she identifies herself in life amongst competing demands

Supercoach listening skills at work

Comparison and introduction into the solution finding process.

Who am I?

What do I value most?

How do these positions pull me closer or further away from what I stand for?

Tournament of Priorities

What is more important?

While I value X, I choose this over that because Y sounds like a good idea, but X is in line with more of...

Who's to say you can't?