

GETTING DEFUNKIFIED

SCOTT INGRAM

FOUNDER & CEO AT SALES SUCCESS MEDIA



LESSON #1:



**DON'T GET IN A FUNK
IN THE FIRST PLACE!**

CORE HABITS:



WAKE UP EARLY



GTD/INBOX ZERO



EXERCISE



DIET



DISTRACTIONS

ASK FOR HELP EARLY

- **Your support system**
- **Seek out professional help**
- **Health Insurance**
- **Employee Assistance Program**



CONNECTIONS AND CONVERSATIONS



⚡ GET INTO ACTION ⚡

Scorecard:

- Built with Core Habits
- 10 point daily scale
- 7+ is winning



my scorecard

- Wake up early
- Exercise
- Journal
- GTD/Inbox Zero
- Top Priority Actions
- Conversations
- Meaningful Family Interactions
- Diet
- Distractions

SOME EXTRA TIPS



- **Notice when your core healthy habits start to slip**
- **Have people in place before you need them**
- **Be patient, we all have up and down cycles**
- **Ask for help early. Be proactive**
- **Don't try to deal with it alone - community is key**
- **Experiment and find what works for you**
- **Learn from it and try not to repeat the cycle**

2025

SALES
SUCCESS
SUMMIT