



HEART CENTERED  PLANNING

The Importance of Being Grounded

What Is Being Grounded?

Do you feel like your business runs you? Do you have work life balance? Is your business part of your life or does it feel like some beast gnawing on your favorite pair of shoes?

Business requires you to juggle multiple responsibilities and to keep up with constant change. We all know it's not easy and that's just one aspect of your life. It can be hard to stay grounded unless you train your body and mind to stay calm under pressure.

Are you grounded and what does that even mean? If you aren't grounded, business and life can feel like things are running amok. If you are grounded, you are solid with who you are and it shows in your confidence. You trust yourself and the decisions that you make. You are aware of your surroundings and make decisions based not only on observation and objectivity but also from an inner sense of stability.

Why Incorporate It In Your Business?

In business, just as in any relationship, issues arise that can at times be intense and challenging because they bypass our rational, logical mind and bring up an emotional response. When that happens, it can be difficult to get past the initial reaction and see the situation for what it really is.

Being grounded and having a practice that helps you maintain that level of calmness and security allows you to not only diffuse the feelings created in that moment but also more easily find a heart centered way to respond that serves both of you and keeps your business moving.



The bottom line is that the more grounded you are the better you are able to handle anything that comes up whether it's in your business or any other part of your life and that is always better for your bottom line.

You can totally do this.

We believe in you and here's how to do it...

How To Incorporate Being Grounded Into Your Business

Slow down. Make a conscious decision to stop rushing around. Do less and accomplish more by clarifying your priorities. Focus on one activity at a time, and pause in between tasks.

Breathe deep. Lower your stress levels with simple breathing exercises. Work at breathing from your abdomen instead of your chest, and lengthening your exhalations.

Practice mindfulness. Daily meditation will help you to live in the present moment. Find a quiet place where you can sit down and let go of distracting thoughts.

Monitor your self talk. Replace doubts and limiting beliefs with more encouraging messages. Remember your past victories and cheer yourself on.

Engage in meaningful activities. Understand your strengths and spend time doing things that create a sense of flow. You may find fulfillment in your job or hobbies.

Connect with others. Surround yourself with loving and supportive family members and friends. Create opportunities to share laughter and deep conversation.





Express gratitude. Count your blessings. Let others know how much they mean to you and look for ways to make them smile.

Strengthen your faith. Contemplate your purpose and beliefs. Find a community where you feel accepted and inspired, whether it's your church or a secular discussion group.

Advisors are in a challenging situation. You have to be good at so many things but have limited time, energy, and other resources available to spend on self-development. Yet, at the same time, advisors are in a position to gain the most from improving their knowledge and skills. It's a tough balancing act but one that can be managed and yields great results.

Your daily choices can help to introduce more peace and harmony into your life as you navigate minor and major challenges. Being grounded will make you happier and more productive and who couldn't use more of that?



Why Work With Us?

We are The Annuity Consultants Team (TACT). We don't sell products; we teach and guide you. Knowledge is the most important tool to have when it comes to planning for the future. We take pride in our deep knowledge, extensive experience, and heart-centered planning mindset, and we put that into practice in every interaction.

Also, we offer more than annuities. We offer multiple carriers for life, DI, LTC, and asset-based LTC. We aren't a one-stop shop, but if you need something we don't have, we can certainly point you in the right direction.

The more you know about which products and features are selling best, which sales and marketing messages are resonating most, and what's happening on the product-development front, the bigger edge you'll have in finding solutions for clients and, in the process, grow your business.

We aren't like most FMOs. We also offer marketing, so we can assist you in building a custom marketing plan to give you the best opportunity at generating leads and closing sales.

So, no matter whether you're looking for the perfect solution for your client or the best way to bring in new business, The Annuity Consultants team is here to help everyone succeed.

Helpful Links & Resources

Click on the links below to be taken directly to any of these resources.

Download Insight timer on your smart phone and iPad. Start with a simple 2 minute meditation and work your way up from there

Visit [Depak Chopra's site](#) for inspiration, retreats, meditations and more.

Check out this article [14 Amazing Benefits of Meditation That Can Actually Rewire Your Brain](#)

For more resources or if you want to hear about how this has changed my life lets talk!



3112-A Windsor Rd # 134 • Austin, TX 78703-2350 • (855) GOT-TACT (468-8228)

www.theannuityconsultants.com