



Leadership success comes from inspiration, freedom and workplace policies that target the way it “feels” to be in the working environment.



John Eliot

□ *Combining inspiration and brain science to achieve extraordinary performance.* □

Performance psychologist with a proven record helping teams and individuals excel. The latest research and tools of brain science—how we learn, how the very best performers do what they do. Author, *Overachievement: The New Science of Working Less to Accomplish More*. Dynamic speaker.

Author, Overachievement.



Ahead of the Curve

Leigh
BureauSM
W.ColstonLeigh, Inc.

Phone 908.253.8600
Web www.LeighBureau.com
EMail info@LeighBureau.com

Highlights

Dr. John Eliot helps leaders achieve **extraordinary levels of performance** with a combination of inspiration, education and scientific tools for performance enhancement.

His book, *Overachievement: The New Science of Working Less to Accomplish More*, explains why traditional strategies for performance enhancement, like goal setting, relaxation and visualization, just don't work for most people and offers his own **counterintuitive alternatives**.

An award-winning athlete himself, Dr. John Eliot teaches performance psychology, sociology and ethics at several universities, including the University of Houston and Southern Methodist University Cox School of Business. Dr. Eliot is currently serving as a consultant for the Stanford Medical Center and the Stanford Athletic Department. He is the former director of Rice's program in management and performance enhancement, where his Performance Psychology class was one of the campus favorites.

Raised by Olympic ski coach Rick Eliot, John won a Junior Ski Championship in Nordic Combined in Lake Placid in 1980... at the age of eight! He was Phi Beta Kappa at Dartmouth and All-American in both baseball and rugby.

He is the cofounder of The Milestone Group, a performance evaluation and consultation firm.

John also serves on a number of boards, including the Methodist Hospital, the Texas Medical Center's National Coalition for Drug-Free Performance Enhancement (which he presided over), and the Eliot School in Needham, MA; he has advised the president of Dartmouth College and two U.S. Senators.

Working with the MLB Alumni Association, Doc launched the *Legends of Baseball Vintage Showdown Series*—charity games featuring Hall of Famers playing with all the rules, equipment, and traditions from the inception of professional baseball in the 1880's.

Overachievement

Do you want to be an exceptional performer?

John's book, *Overachievement*, combines the latest research in cognitive neuroscience with his own leading-edge work with high performance leaders, from executives at Merrill Lynch and top surgeons at the Texas Medical Center to artists at the nation's leading Shepherd School of Music.

The keys to extraordinary individual performance are

- **the Mindset of the Overachiever**—thriving under pressure, welcoming it, enjoying it, making it work to your advantage—*not* following the rules we've all been taught: "setting goals" is for couch potatoes, "hard work" is overrated, all those eggs do belong in one basket; and
- **Flipping Psychology Upside Down**—focusing on creating happiness and success instead of the traditional medical/clinical model of finding "problems" and trying to eliminate "abnormality".
- **New Analytics**—putting away the pencil and paper personality tests and standardized performance measures. They will only leave you stuck reinforcing the norm. If you want to pass your competitors, you have to evaluate the intangibles of individuals and groups, triangulate character variables, and get to the bottom of the question, WHY? And you have to go beyond decorations, rewards, and promotions when it comes to creating a winning workplace atmosphere.

Put away the pencil and paper personality tests and standardized performance measures. They will only leave you stuck at the norm. If you want to pass your competitors, you have to analyze individuals and groups to find out what will take their performance to the next level, case by case.