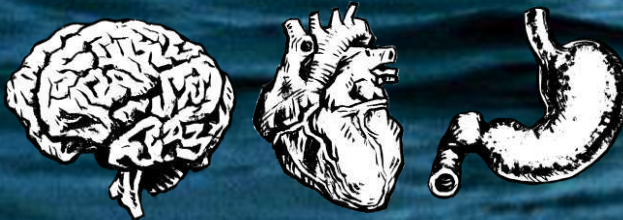


# Shift The Work

The Revolutionary Science of  
Moving From Apathetic to  
All In Using Your Head,  
Heart, and Gut

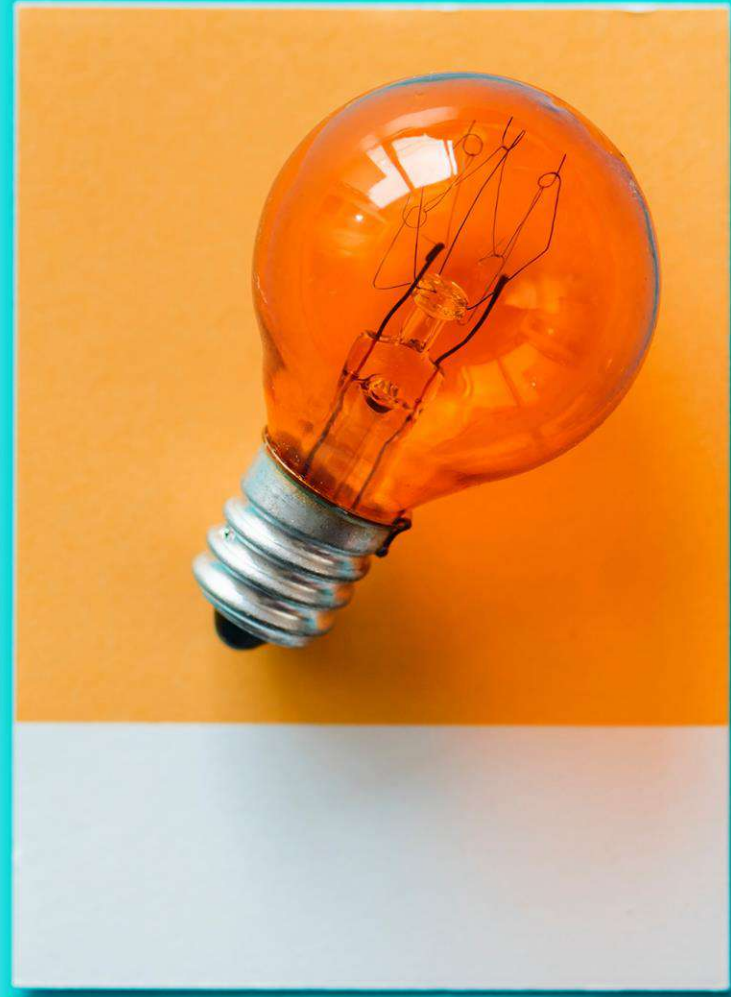
# SHIFT THE WORK

THE REVOLUTIONARY SCIENCE OF  
MOVING FROM APATHETIC TO ALL IN  
USING YOUR HEAD, HEART, AND GUT



# LEARN

HOW TO **SHIFT** THE  
**ENGAGEMENT** OF  
YOUR ORGANIZATION



GET



**3 UNIQUE TOOLS  
ROOTED IN SCIENCE**

SO YOU CAN:

GET PEOPLE TO  
LOOK FORWARD  
TO **MONDAYS**



**FEEL**

**ENERGIZED**

**ENTHUSIASTIC**

**EXCITED**

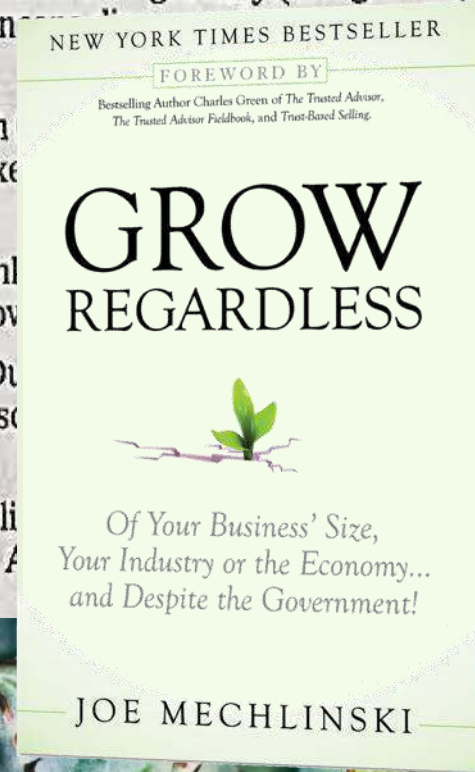


The New York Times  
**Business Best Sellers**

This Last  
 Month Month

HARDCOVER

- 1 2 **FRANCONA** by Terry Francona and Dan Shaughnessy (Houghton Mifflin Harcourt, \$28). Mr. Francona managing the Boston Red Sox.
- 2 — **HITMAKER** by Tommy Mottola with Michael Ochs (HarperCollins, \$27.99). The music industry executive's career.
- 3 1 **TO SELL IS HUMAN** by Daniel H. Pink (Doubleday, \$16.99). Insights from social science about how to sell.
- 4\* 4 **THE POWER OF HABIT** by Charles Duhigg (Random House, \$16). A Times reporter's account of the science of habit and how to break, habits.
- 5 — **THE SOUNDTRACK OF MY LIFE** by Clinton DeCurtis (Simon & Schuster, \$30). A memoir by a music company executive.




This Last  
 Month Month

PAPERBACK


- 1 1 **OUTLIERS** by Malcolm Gladwell (Back Bay/Little, Brown, \$16.99). Why some people succeed; it has to do with luck and opportunities as well as talent.
- 2 4 **DRIVE** by Daniel H. Pink (Riverhead, \$16). A look at what truly motivates us, and how we can use that knowledge to work smarter and live better.
- 3 **GROW REGARDLESS** by Joe Mechlinski (Morgan James, \$14.95). A strategy for expanding a business. (†)
- 4 3 **THE TIPPING POINT** by Malcolm Gladwell (Back Bay/Little, Brown, \$15.99). How and why certain products and ideas become fads.
- 5 — **BAILOUT** by Neil Barofsky (Free Press, \$16). A former official of TARP argues that the Treasury Department worked with Wall Street firms to increase their profits at the public's expense.



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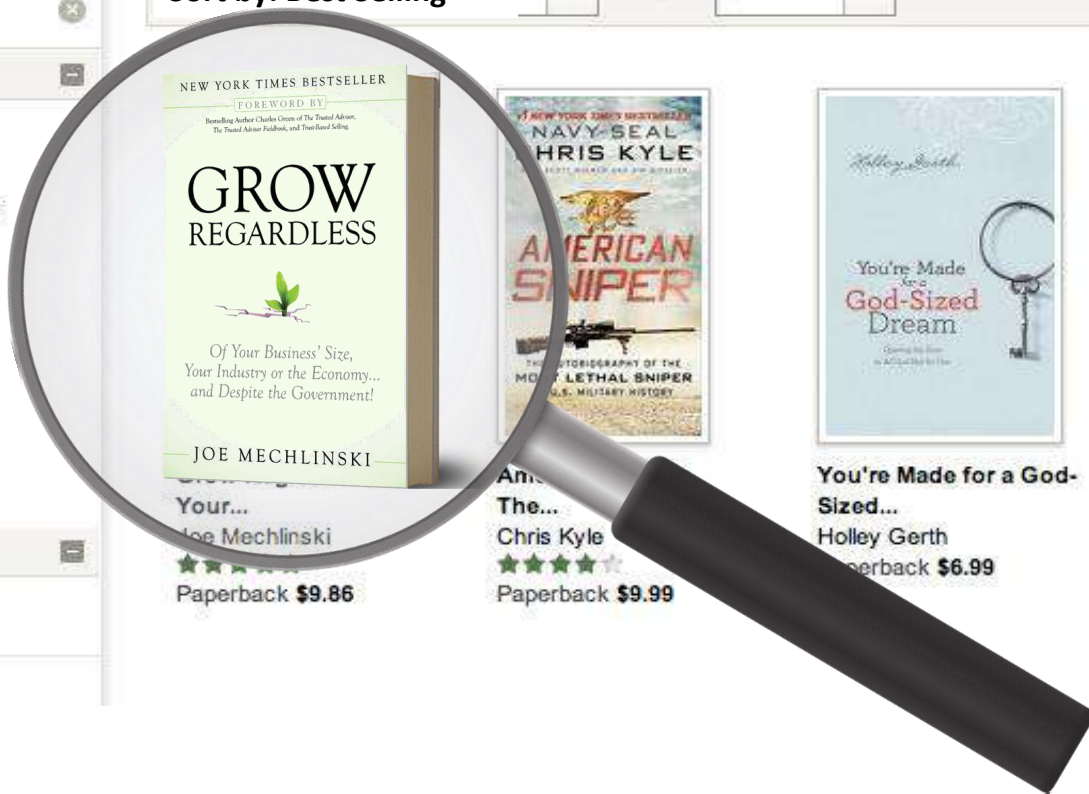
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# DISTRACTED





# DISENGAGED



# DISTRUSTFUL



# THE OVERWHELMED EMPLOYEE



The average US worker spends **25% of their day** reading/responding to emails.

The average mobile phone user checks their device **150 times a day**.

More than **80% of all companies** rate their business “highly complex” or “complex” for employees.

**40% of the US population** believes it is impossible to succeed at work and have a balanced family life.

**Fewer than 16%** of companies have a program to “simplify work” or help employees deal with stress.

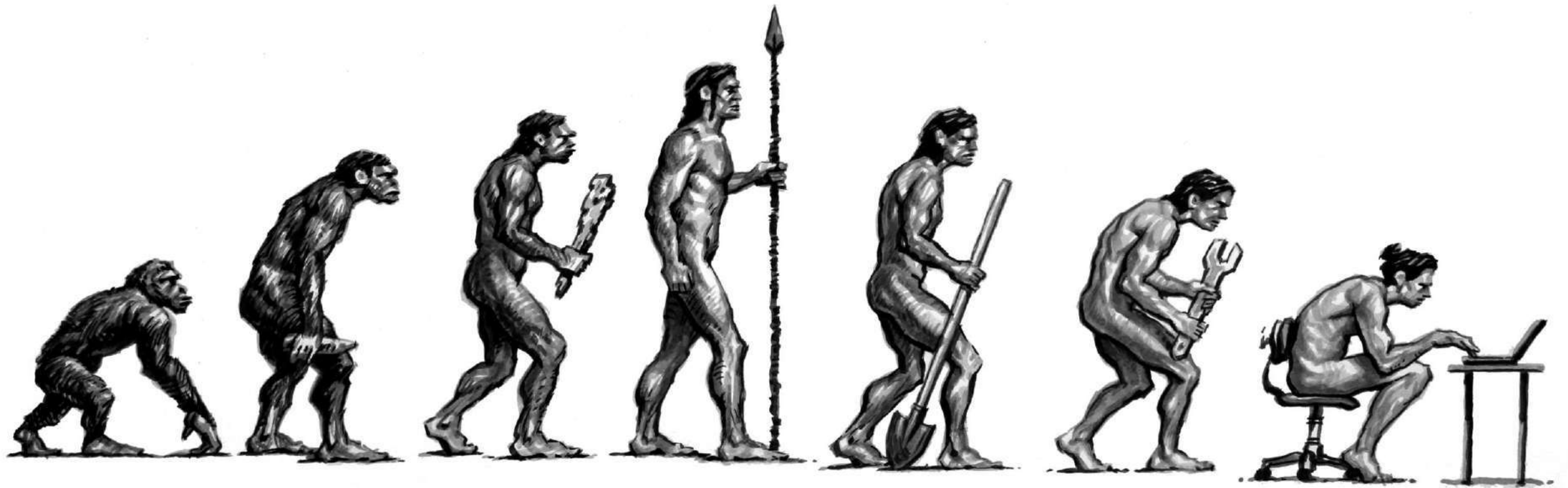
The average US worker works **47 hours per week**, and 49% work 50 hours or more per week, with 20% at 60+ hours per week.





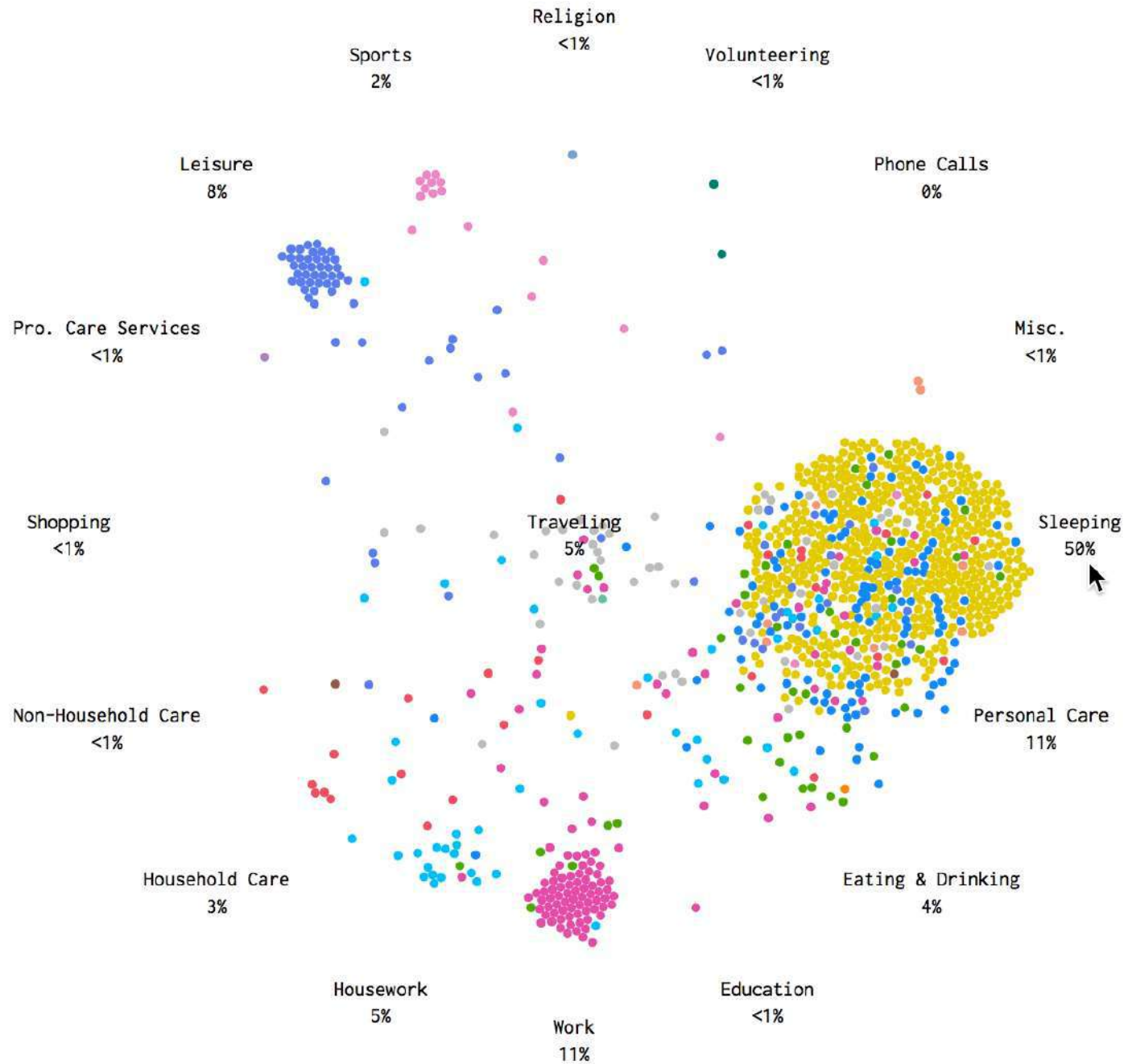
**70%**  
**DISENGAGED**





# 6:43am

SLOW MEDIUM **FAST**



This is a simulation of 1,000 people's average day. It's based on 2014 data from the [American Time Use Survey](#), made way more accessible by the [ATUS Extract Builder](#).





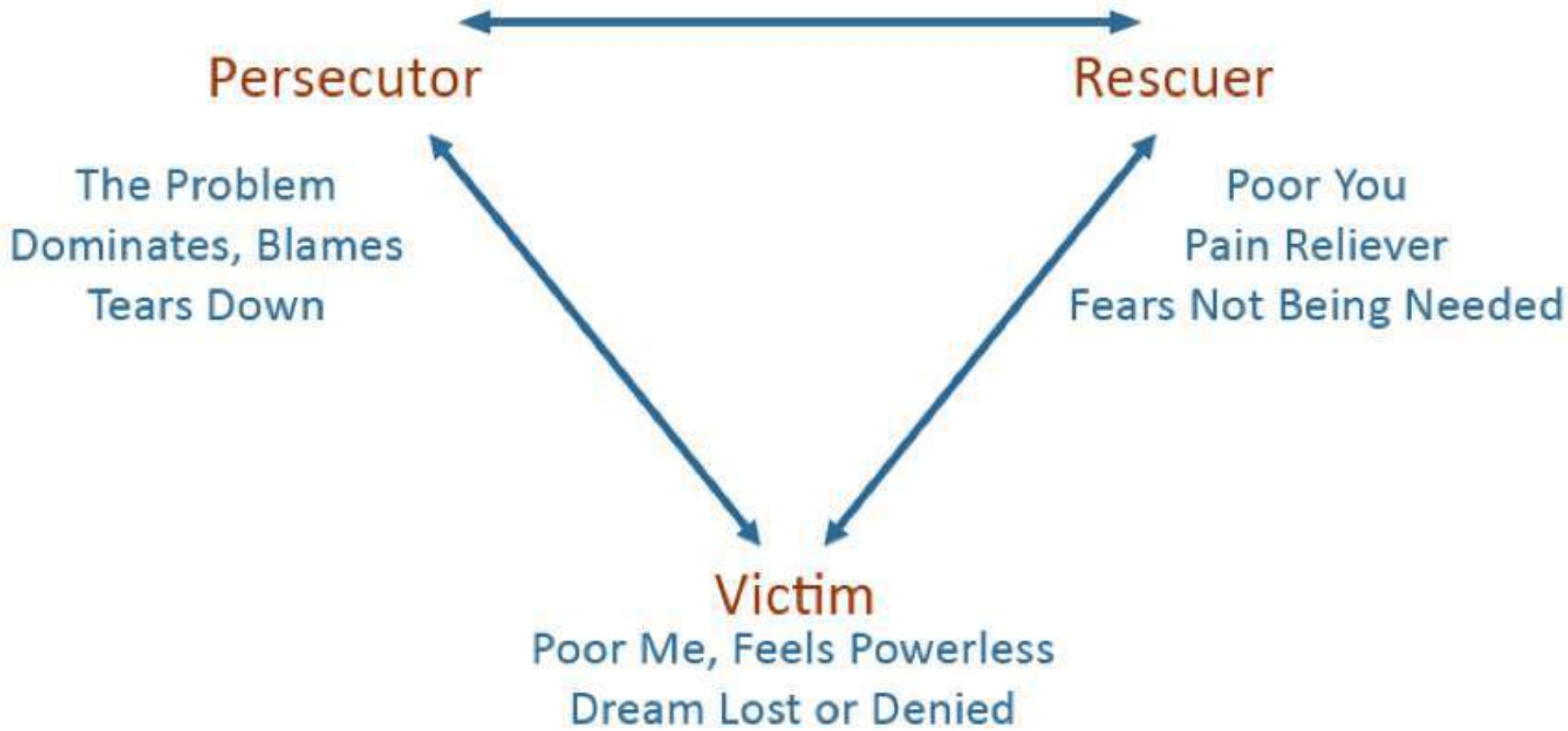
# THE SUNDAY SCARIES

The anxiety that sets in on **Sunday** nights with the impending return to the office, school, or work.

Whether you call it **The Sunday Scaries**,  
The Sunday Blues, The Fear, The Shakes, The  
Dread – **IT'S THERE.**



# THE DRAMA TRIANGLE









# STRIVE FOR BETTER...



**BETTER YOU.**



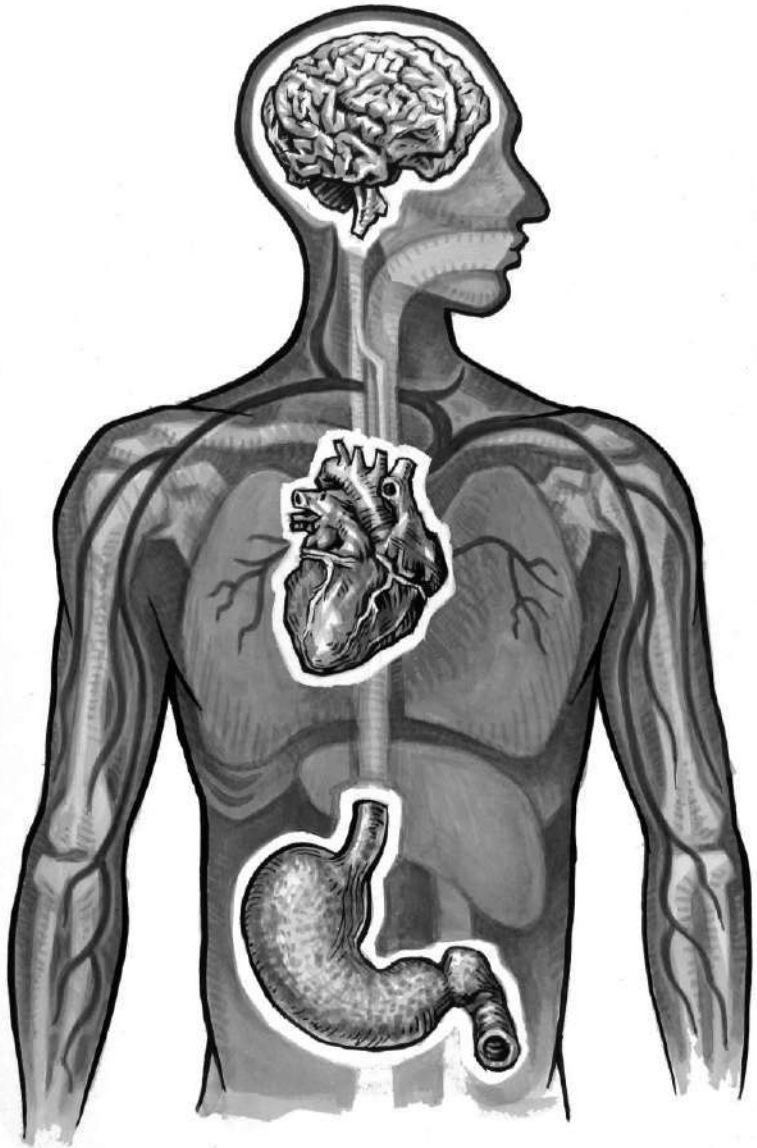
**BETTER US.**



**BETTER ALL.**



# ENGAGING THE THREE BRAINS



**UNDERSTAND PRIORITIES**  
**THE BRAIN IN YOUR HEAD**

**FEEL PASSION**  
**THE BRAIN IN YOUR HEART**

**EXPERIENCE PURPOSE**  
**THE BRAIN IN YOUR GUT**



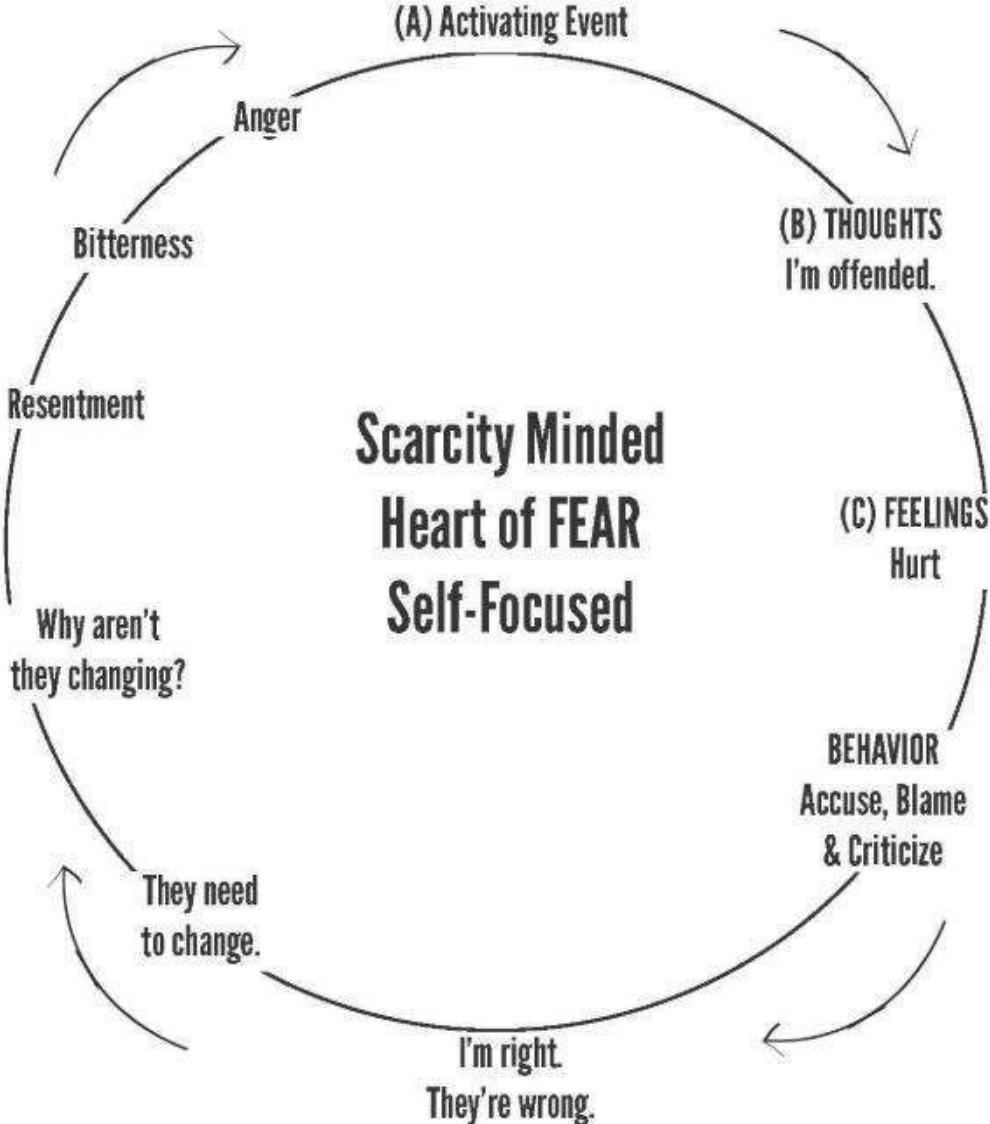
BETTER YOU



# LEMONS INTO LEMONADE



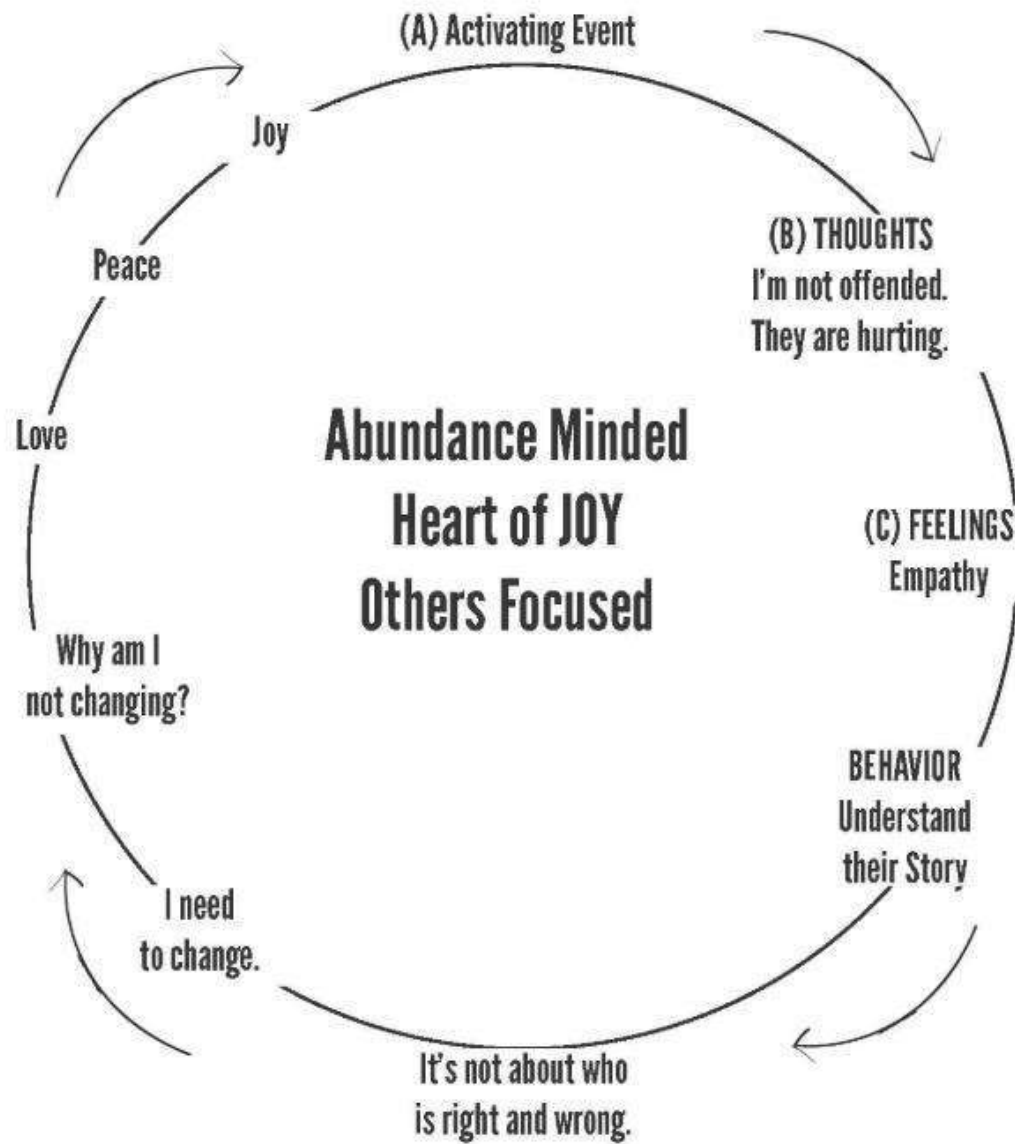
# VICTIM CYCLE



**TO YOU.**



# VICTOR CYCLE



**FOR YOU.**





# TOOL #1 | BIG FIVE

## IN 2018...

1. What do you want to experience?
2. What are your top 3 priorities?
3. What do you want to learn?
4. What do you need the most help with?
5. What do you want to give?



# BETTER US



# WHAT WE APPRECIATE, APPRECIATES





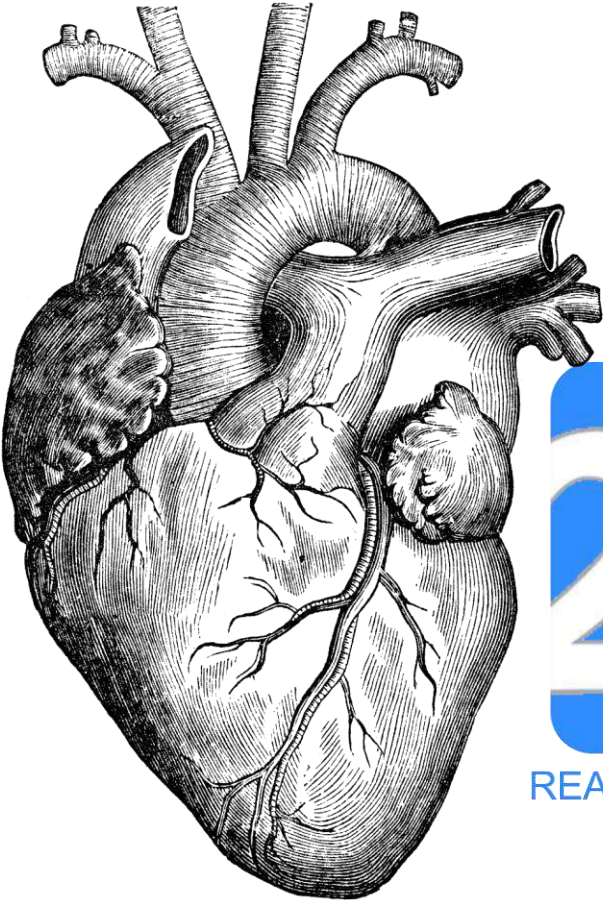
I HAVE TO



I GET TO



# TOOL #2 | 25 REASONS WHY



25

REASONS WHY





LIFE GIVES TO  
**THE GIVERS**  
& TAKES FROM  
**THE TAKERS**



BETTER ALL







YOU CAN'T  
POUR FROM  
AN **EMPTY CUP**



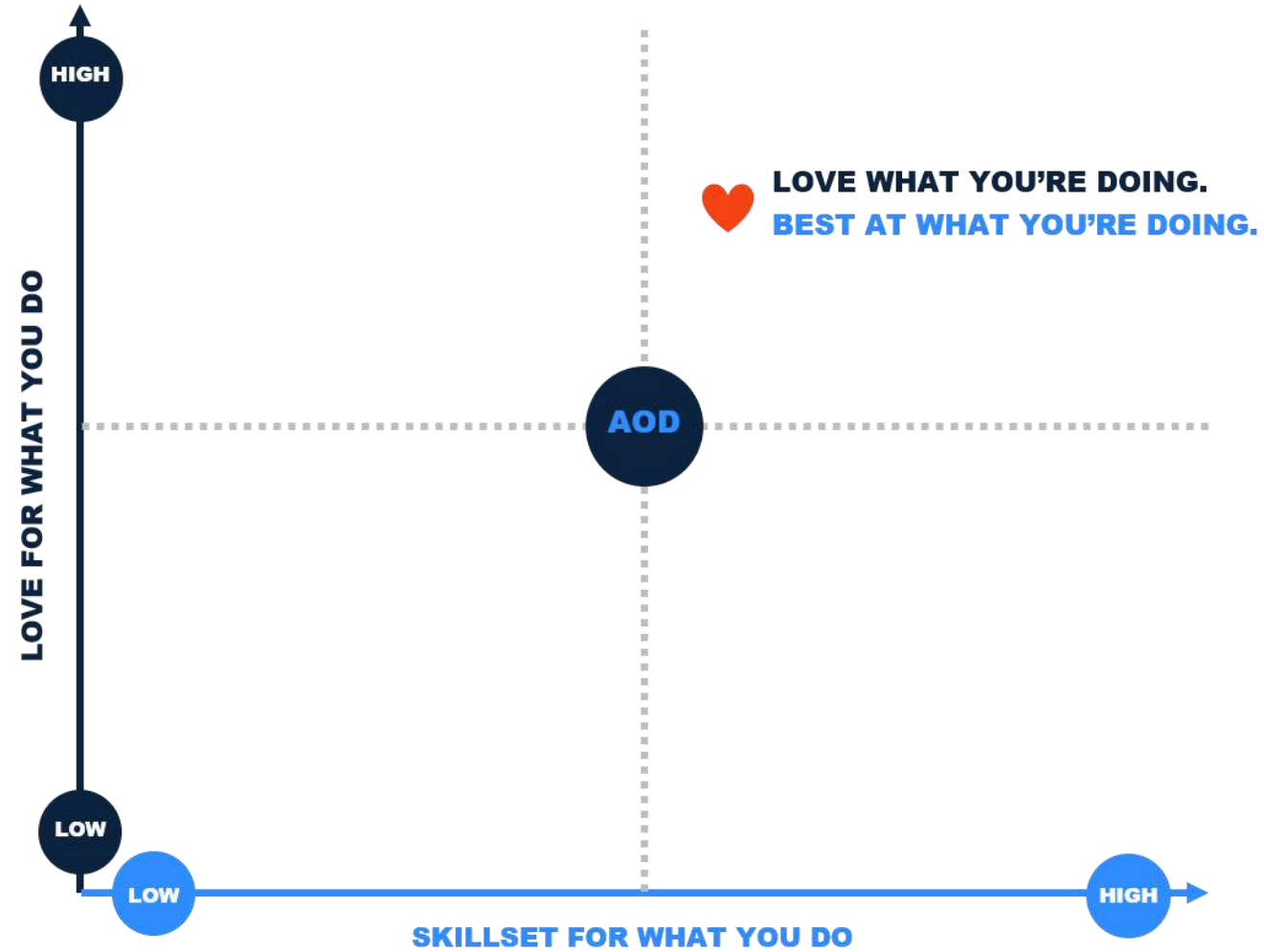
FEAR



FAITH



# TOOL #3 | AREA OF DESTINY




# BETHE CHANGE YOU SEEK.



ALWAYS.  
One love

SOLO...  
"That means  
you too!!"

! 

sake of "unity"  
at the cost of  
what's right!

Don't lose  
heart. We  
need you &  
I need you.

Separation  
of


Stay Strong.  
Love  
each  
other!

Now that  
it's done -  
Let's move  
forward as  
1

I am  
grateful  
for you

LOVE  
WINS IN  
THE END

LOVE for  
the possibility  
of a better


Where there  
is   
There is life.

Justice  
4  
Shayne Evans


I will  
CHANGE THE  
CANNOT  
ACCEPT

2019  
TIDE

LOVE  
+  
LIGHT

  
Treat  
hate


RIGHT, temporary  
defeated, is  
staying

With love  
and solidarity  


One  
people.




We  
Be

Freedom  
and  
Love 

SUS  
  
man  
on the m

We are still here!

HATE!  
STOP THE  
VIOLENCE!  
~~TRUMP~~

PLEASE  
  

el amor  
gana...  
siempre

Be  
Active

UR  
STRONG YOU  
CAN GET IT  
THY



TR  
HAT

President of

The good  
message are

THE  
SUN

together  
This



# WHAT MILLENNIALS VALUE IN THE WORKPLACE

GLOBAL RANKINGS OF 4,364 GRADUATES ACROSS 75 COUNTRIES



Source: KPCB, 2015



# THE TALENT GAP

There are **6 million open jobs in the US**, as of April, 2017. Companies are ready to hire, but there isn't enough skilled labor to fill positions! Great news for candidates, a challenge for companies...



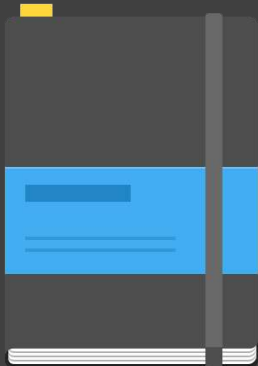


# THE FUTURE OF WORK



**40%**

of the workforce will be freelancers, temps, independent contractors and solopreneurs by 2020.



# SHIFT KEYS TO SUCCESS

- **LISTEN**
- **READ**
- **USE**



# FIVE MUST LISTEN PODCASTS

**WAKING UP**  
W/ SAM HARRIS



**10X TALK**  
.COM



**JOE ROGAN**  
**EXPERIENCE**



**AUBREY**  
**MARCUS**



**SHIFT**  
**HAPPENS**



# FIVE MUST READ BLOGS

NEVER STOP  
MARKETING



FARNAM  
STREET



ABUNDANCE  
INSIDER



TUT.COM



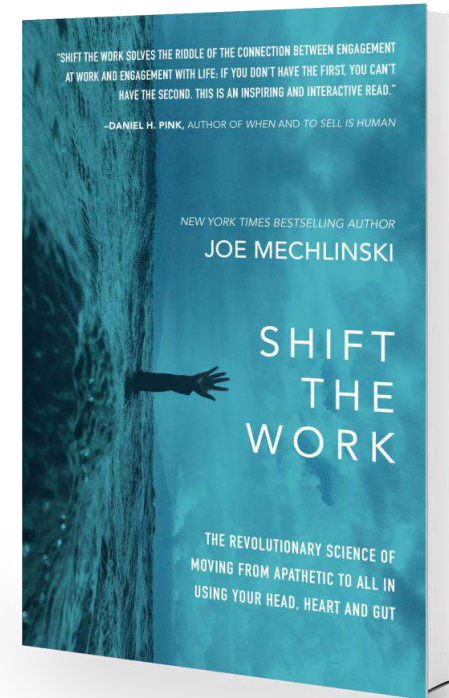
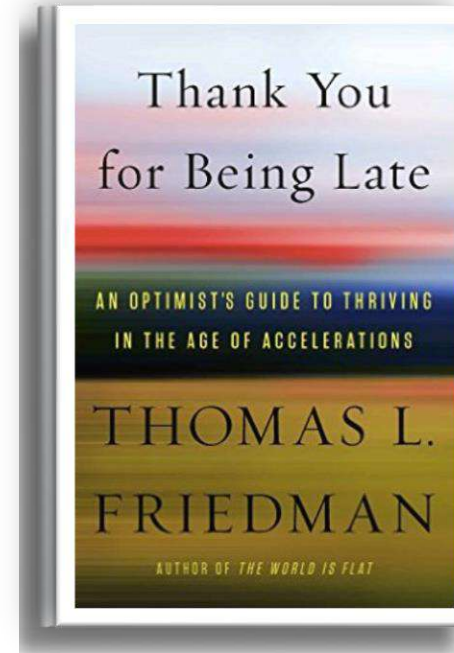
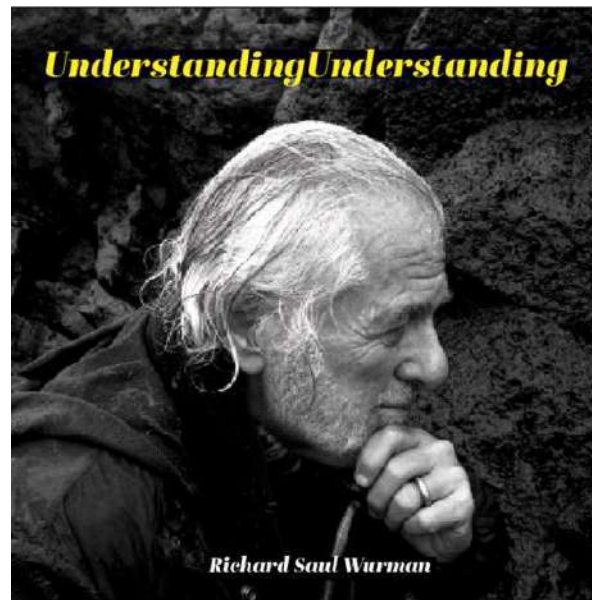
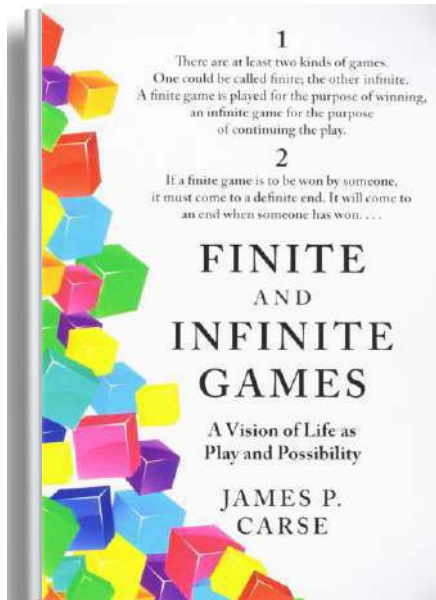
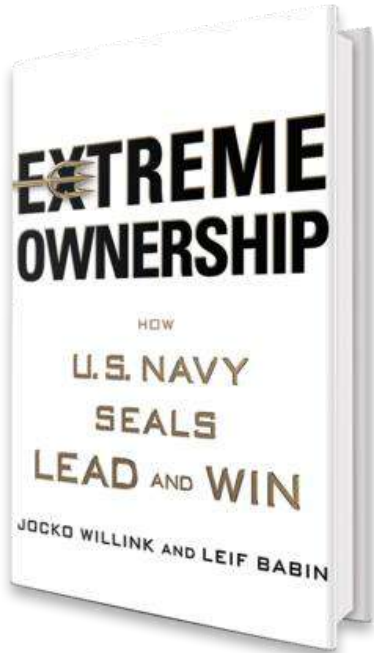
SHIFT  
BLOG



# FIVE MUST USE TOOLS



# FIVE MUST READ BOOKS



# WHAT PEOPLE ARE SAYING

"*Shift The Work* solves the riddle of the connection between engagement at work and engagement with life: If you don't have the first, you can't have the second. In this engaging, interactive work, Joe Mechliniski draws from his own impressive life experiences to show how to go all in in everything you do. This is an inspiring read."

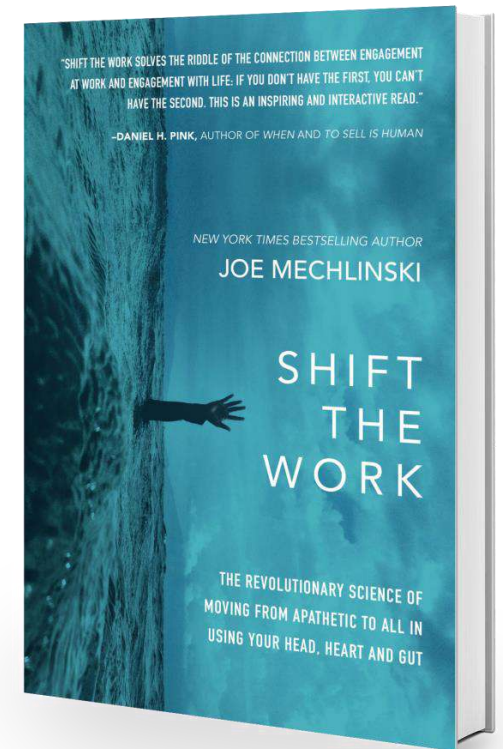
**Daniel H. Pink, author of *WHEN* and *TO SELL IS HUMAN***

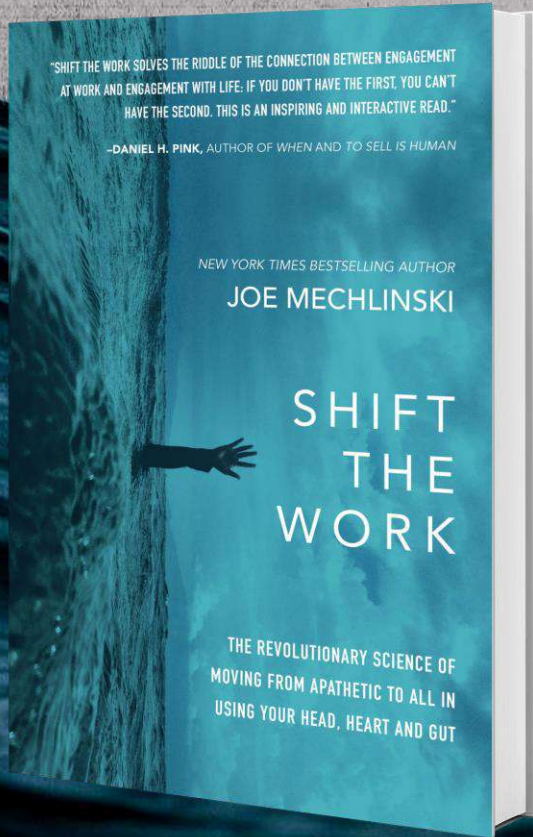
"Joe is not new to the world of best selling books. His bluntness is clarity and should not be confused with the typical powerpoint business advice books. Behind his words is a compassion for allowing people to better themselves by an embrace of clarity of purpose. This is an excellent read."

**Richard Saul Wurman, author, and creator of TED**

"*Shift the Work* reminded me that vulnerability is a powerful force for creating trust and inspiring change in people and in organizations. It has moved me to be a better leader, follower, friend and sibling. Read this stuff. Because it matters. A lot!!"

**Patrick Murphy, CEO, John Hancock Retirement Plan Services**





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**Better you. Better us. Better all.**