



## Transcript: Wake Up Happy with Senia Maymin

### HOST

Kym Yancey

### SPEAKER

Senia Maymin

### PRESENTATION

Kym            Hi, this is Kym Yancey, cofounder and CEO of Live Happy, and welcome to *Wake Up Happy*. It's so great to have you with us this morning. We're always sad when it's the last day of our five-day series for the month because we get so into this, this whole experience, and I know for those of you that have been on every single session with us this week, I know you have these withdrawals, these *Wake Up Happy* withdrawals, which is one of the reasons why we do the replays and we've got these infographics and there's a lot of cool things coming to you that we make available to you that you can find at LiveHappy.com, the website, but I just want to tell you it's a fabulous Friday and I'm so glad you're here with us along for the ride.

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I also want to say to our listener in Turkey, Nizel [ph], hi, listen, welcome to *Wake Up Happy*; Gia, from Canada, welcome; Bob, from Woodland Hills, California; and Ria from Virginia and also Hope from out in California. So, I just want to tell you it's great to have you. I like to—as we get in, so many of you are on the lines already and we start our chat and we're communicating back and forth, so I just want you to know we love it. We love having your engagement and having you here with us.

Also, I want to invite you to stay social with us. Our Twitter handle is mylivehappy and you can find us on FaceBook by searching mylivehappy as well. And the other thing is Britney and I, Britney who is the project manager and works on this program with us, we get e-mails at [wakeuphappy@livehappy](mailto:wakeuphappy@livehappy). So, if you want to communicate via e-mail, maybe you've got some ideas, you've got some suggestions, we really take those to heart, send it to [wakeuphappy@livehappy](mailto:wakeuphappy@livehappy). All righty?

We've got a fabulous, fabulous guest here with us for our last day of this series, this special series. Her name is Senia Maymin and she is the author of the book *Profit from the Positive* with her dear friend/girlfriend, Margaret Greenberg, and it's just—I met Senia. She was inducted into the Happiness Hall of Fame last year, at Stanford, and I was there. We met for the first time. It's interesting because she also writes for the magazine along with Margaret and they've got—

in fact, I'm going to ask her to talk about the latest article that they wrote for the magazine, but it was—you meet people all of the time via telephone or you read about them in a magazine, but this was a chance where we could meet in person and boy is she just a burst of sunshine. It's just such an honor and a pleasure to meet her.

You can also connect with her—what we're going to do for those of you that are on your computers or on your smartphones, you'll see the slides, and so, you'll see all of her contact information and I'll read more about, so that for those of you that are just listening, you can't look at a screen, I'll give you some ways that you can connect with Senia. One of the easiest ways is just go to LiveHappy.com and we'll connect you there and you can do a search on her name and all the different articles and things that she writes for us.

What a great thing, to get inducted into the Happiness Hall of Fame and what a great thing to have, to have a recognition, of all the different awards you can do, to have an award where you're being recognized because of things you do to bring happiness to others. How great is that? So, with that, let me introduce you. Senia has a Ph.D. in organizational behavior from Stanford. She is a consultant and executive coach whose clients include Google, Intel, and VMware. She runs a coaching network that provides coaching for upwards of 30 managers at a time to large technology companies in the Bay area. When

entrepreneurs and executives seek far-reaching productivity improvements, they call on her as an executive coach and workshop leader.

She is the co-author of the business book, *Profit from the Positive*, and the co-business columnist for *Live Happy* magazine. She has been featured in the media, including PBS, *This Emotional Life*, *Business Week*, *The Wall Street Journal's Market Watch*, and *US Today* primarily for her role as a positive psychology executive coach. She founded and is the editor-in-chief of a research news website featuring more than 1,000 articles by over a 100 authors. That's really cool. She has worked in finance on Wall Street and in technology as co-founder and president of two start-ups.

I'm telling you, when you meet her, you think how could she possibly do that?

She has not been on this planet long enough. Anyways, so, Senia holds a B.A. in math and economics from Harvard, a Master of Applied Positive Psychology from the University of Pennsylvania, and an M.B.A. and Ph.D. in organizational behavior from the Stanford Graduate School of Business. Senia, it's so great to have you on this session of *Wake Up Happy*. Welcome.

Senia                      Kym, thank you. It is an honor and a pleasure and just fun to already be speaking with you.

Kym Well, we're going to have—

Senia Just like you, I was delighted to meet you in person back in the fall for the Happiness Hall of Fame and it was so great. Live Happy and I were inducted at the same time. It was just a wonderful, wonderful.

Kym It sure was. So, listen, let's talk about—I'm going to get right to because the timing of this couldn't be better. Your article for the New Year in *Live Happy*, "Quit Wishing, Ditch Those Resolutions, and Write a Hope Letter Instead." Talk to us about that.

Senia I would love to. This is the column for this issue. It's co-written with Margaret Greenberg. A quick shout-out to Margaret Greenberg. She is sitting in Washington, D.C. right now at the office of Vital Voices together with some of the staff there and they're listening in. This is something Margaret and I believe in so wholeheartedly. So, our column in *Live Happy* this month is called, this issue, is called "Quit Wishing" and we really mean that. How many of us, Kym, how many of us set our New Year resolutions and they're something between a vague wish and a cloud of an idea? You know what I mean?

Kym I do. I totally do.

Senia And that's still not bad because that still demonstrates the direction we want to go in. So, what Margaret and I wanted to bring to the table, and we outline in this issue and what I'll summarize are the three bullet points right now, is how can we quit wishing, how can you make things like this more concrete. So, what can we do? We can write what's called— Now, I want to tell you the word for this is going to sound vague, but it's actually super specific.

We encourage you to write a hope letter. So, what is this hope letter? In goal theory, there is a subset of goal theory called hope theory that says that there are three things you have to focus on at the beginning of the year, whenever you want to set a goal. You need that goal. Right? So, Kym, that's where you're going. Then, you need to know what are your pathways? How can you get there? So, if you want more exercise in your life, how can you go to that yoga class on Tuesday mornings? How can you have your sneakers ready by the front door? How can you? So those pathways to the goal.

The third aspect that you need to know and think about at the New Year, whenever you're setting the goal, is agency and that's a sort of psychological-technological term. What agency really means is how can I do it, not only the goal, not only how will I get there, but just that feeling of I can do it. So, when you think of the word agency, you can think of the little children's story of the

train that said, "I think I can. I think I can." How can we be that I think I can towards that goal with those pathways? Does that part make sense?

Kym Yes, totally, totally, totally, totally.

Senia Then, what do we say? I'm sorry, you go ahead.

Kym No, no, I was just building on what you were saying because I know in the article you talk about the writing it down and don't limit yourself and be accountable. So, no, share more of what you're thinking.

Senia So, with that as background, that perhaps it's not just goals, perhaps you have to have that goal and then also think about how you're going to get to that goal and then how can you get there. If you have all that in place and what we recommend you do and literally you can sit down after this call with me and Kym, everybody who is listening, and write a letter to yourself and date it, January 9, 2016. So, on January 9, 2016, "Dear Senia, This is what I hope I will have accomplished by January 9, 2016," and be as specific as you can. Here's what I hope to accomplish in my personal life. Here's what I hope to accomplish in my career. Here's what I hope to accomplish in terms of reaching out to friends and the rest of my network.

So, be as specific as you can. And what we recommend, what Margaret and I really say is when you're writing this, or one year from now, be that specific, but also be accountable. So, after you write it down, share it with somebody, share it with a colleague, share it with your close friend, but share what you're actually hoping for and trying to plan for for a year from today.

Kym I love that. That is—I wonder, for all of us listening to this, that takes really some vision obviously and it can be somewhat fearful when you document what you want to accomplish because you're writing stuff down and you don't want to look at that a year later and think I didn't hit it or hopefully in many cases you hit it and go beyond. What are your thoughts about that? I mean, do you find with all of your coaching that people struggle with that, with looking out and setting those goals and marching to them?

Senia Yes, I do find that with the people that I coach, with myself, with my colleagues. I do find that people are saying, people are saying, "Okay. Am I setting something that is more like this vague cloud or can I be specific about it?" So, I'll give you an answer that's actually both because it really depends on your own situation.

Will you set some things that you won't hit? Yes, you will. I'll give you an example. Margaret and my book, *Profit from the Positive*, is a number one

bestseller on Amazon. Is it a number one bestseller on *The New York Times* bestseller list? No, it's not. Did we set the goal to be both the Amazon number one bestseller and *The New York Times*? We did. We made it to one of those. Do we feel bad about that? No, we don't. So, I think that may be an example of what you're—

Kym Yes, and number one on Amazon is a huge feat, so hats off to you. That's incredible, but I get it. I get what you're saying. You set two intentions. I just love the fact that you're number one on Amazon. I think that's great.

Senia We were so excited. We were actually really touched because it was one of the times when we saw it we happened to be above *The Alchemist*, which is one of my all-time favorite books. We said, "How could this even possibly be?" Our book, *Profit from the Positive*, is a great book and this is a classic of decades. So, we were really honored.

Kym So, let's talk about profiting from the positive. From that standpoint, why did you guys write this book? It's important. It's a powerful title, but why did you write this book and share some of the key learnings that you can pass on to people this morning.

Senia Great. I'd love to. Why did we write this book? Margaret and I are both executive coaches. So, just in case people in the audience don't know, what an executive coach does is it's like a personal trainer for your career. So, just like you would go to a personal trainer, you might say, "I don't know how to use that machine," or, "I don't know how to build up this muscle or do this to reach this eventual goal," you might go to an executive coach and say, "Here's what I'm already doing well, but here's where I'm not so sure how to figure this out or figure that out to move forward in my life and in my career."

So, Margaret and I were working with people and we continue to. We work with our clients in doing executive coaching and what we hear are very similar things. So, at the time, I was working primarily with entrepreneurs. Now, I work more with larger technology companies and Margaret was working with CXOs of insurance companies and we compared notes and we said, "Oh my gosh. What's really happening is that we are finding very similar things. People are trying to reach their goals. People are trying to make their teams collaborate better. People are wondering how to manage themselves and their teams even better. How can we help these people with what we already know?"

So, in a sense, we were saying, "All right. Individually, each of us can affect let's say a couple of dozen of people a year in a strong way through coaching, but how can we pull that together into a comprehensive book that business people

can look at from beginning to end?" You can read it on an airplane. We have one Amazon review that says, "I read this on an airplane and it helped so much." So, that's what we did, is we took these findings that we were using in our coaching and put them specifically into tools and models and what you could use in different things.

So, for example, there are three parts to the book. One is what you can do as a leader; two is how do you face regular situations at work, like meetings or performance reviews; and three is how do you put it all together. So, that's what we thought. What can you do for yourself? What can you do in work situations, like meetings, and what you can do to bring everything together so you can apply these things?

Kym                    So, share some of the profiting from the positive principles, things that our listeners can apply when they get off this session today.

Senia                   I'd love to. So, let me give you two. I call them smallest action and already doing. Smallest action, so let's look at it this way. This is something we touch on in almost every single chapter. So, Kym, can you and I do a little bit of back and forth in terms of using you as an example?

Kym                    Sure, sure.

Senia            Okay, okay. So, tell me about something that you're hoping to do in the New Year, in any domain in your life?

Kym             Manage my diet better.

Senia            Okay. That's a perfect example because I think of the thousands of people on this call there are quite a few that have a very similar thought. So, let's look at that. You want to manage your diet better. Again, today, so we're going to be very specific. Today is January 9<sup>th</sup>. You know yourself better than anybody else knows you, much better than I know you.

So, as a coach, one of the best things that I could ask you because you have the answers is, Kym, if you step back and kind of look at yourself as a person on this earth, if you kind of zoom out of this world and look down and see Kym, what can you, knowing yourself so well, what can you recommend to Kym Yancey as the smallest action Kym can take today, just today, on January 9<sup>th</sup>, for the biggest impact on your diet?

Kym             I can plan better with those snacky things, so I'm not going for those Oreos. I can go for something healthier and make it readily available because it's not. It's absent from my life.

Senia I see you. I hear you. We are on the phone. I don't physically see you, but I hear you with being absent from your life. I hear you reaching out with your hand and finding an Oreo instead of that bag of almonds.

Kym That's right, or that celery or that carrot stick.

Senia Exactly, exactly. Well, I'm going to push a little further because you said you were game with playing with this a little bit. So, literally, I think you're at the office. You're probably not right near a supermarket. What can you do today to make that little bit of a switch, literally today? So, again, I'm going for that smallest action.

Kym Gosh, today, I can make a note of items that I want to get to put in my pantry and to surround myself with that set me up for success. So, I have the right kind of healthy snacks in my office, some readily available snacks in my home. Those are the things I can do now. I can do that list and put that together now.

Senia Yes. How long would it take you to write that list?

Kym Probably 10-15 minutes.

Senia Yes. So, within 10-15 minutes, you will have done something that can affect future planning of the diet. That sounds great to me. That's a smallest action example. So, that's one of the two things I want to share with you. And why do we bring it up? So, we talk about productivity, how you can improve productivity for example in *Profit from the Positive* and then we say what's the smallest action, given we just gave you four tools, such as use habits, not goals or one that I hope to discuss with you later on this call, Kym, which is just doing versus just plan it.

How can you, we've given you these four tools, how can you do something small with it? So, that's the first thing that runs through the book. You have that tool. You have a model. You have something you're thinking about. What's what the smallest thing you can do to actually start taking steps? That's one.

The second one that I'll ask you about it is, also runs through the book, is what are you already doing really, really well? So, I'll back up a little bit to give some perspective to this. The book is called *Profit from the Positive* and when Margaret and I wrote it we really thought about it as how can you profit financially, emotionally, mentally, how can you really profit from doing, from this research that we know in the field of positive psychology and in positive psychology it's not just about happy positive thoughts. It's this scientific field of how can you look at those things in your life where things are already going

well, kind of the above the baseline, above the neutral line. How can you look at those parts of your life?

So, I'll ask you a question since we're—if you think about yourself as an interviewer, what are you already doing really, really well?

Kym            Listening. I'm enthusiastic about the subject. I research it. I'm a seeker, so I want to learn from it, so I'm engaged in it. I'd say those are things that I do really well.

Senia           I would also add that you're very authentic. You really bring yourself to the conversation, so it feels like a real person, nothing robotic at all about the way that you interact with your guests.

Kym            Gotcha, gotcha. Okay.

Senia           So, if I look at that, I will say that the way that Kym interviews is going to be entirely different from the way that somebody else interviews. So, in keeping with the concept of *Profit from the Positive*, how can you do even more of that? How can you do even more listening and being a seeker and those things that you're already doing really, really well because there's some Venn diagram intersection, there's some overlap between what you really, really do well and

what you can do even better and what I encourage you to do is not to look at okay where am I messing up as an interviewer, but you look at where am I super strong and how can I get even stronger in those places?

Kym That's a great way, a new framing of how to approach that. Just that alone, that's just a new way to frame your thoughts and how you approach this looking at what you already do well and expanding on that as opposed to, "Hey, this is where I'm deficient," and letting your mind go there.

Senia Exactly, and I think that the key concept in what you just said, Kym, is letting your mind go there because we can all let our minds go there, but how productive is that?

Kym Right.

Senia How much will that get us to the next step?

Kym Yes. What do you find—this whole concept of profiting from the positive and the thing that I like is that you also mention and everything is tied through the science behind it, the research behind it, which makes a big difference that isn't just, "Oh, this is what I believe." No, it's different. This is what research has told us. This is what we're learning from this and how to apply it and I think that's

one of the reasons why people are attracted to people like you and Margaret and all others in the positive psychology movement, the positive psychology world, and with Live Happy is that happy people sometimes get depicted as, “Oh, you’re one of those just happy people. You’re just happy about anything,” but since we now bring the science to it, it changes everything I think. Don’t you, Senia?

Senia I do and I want to pause at this point when you’re asking that to say I think *Live Happy* does this really well. Ever since the magazine was launched, I have always thought—Margaret and I are honored to be columnists, especially because we really agree with your mission and your direction and one place where I see *Live Happy* doing things that—so, this is clearly my subjective view, but doing things right. It’s not the fluff. It’s really how can we show people what the underpinnings, the research underpinnings of gratitude are, for example. How should people write a hope letter, a real hope letter based on research and how to set your goals?

So, I think that’s something that you at *Live Happy* are doing so well, which is not just oh, let’s everybody smile. Yes, smiling, there are certainly benefits to smiling, but it’s how can setting a strong positive goal help you. How can focusing on what do I do well as an interviewer help me be an even better interviewer? How can focusing on small steps help me keep to my diet? So,

when you combine these things that, like focusing on what's already working well or small steps, things that have been shown in research, when you combine that with practice, I think that's golden. I really think *Live Happy* is doing a great job with that.

Kym Thank you for that. I'm going to go freestyle right now. Okay? This is what this means. You've got all this wisdom. Here's what you've got. You've got thousands of people plugged into this, okay, and I just want you to just hit us with ideas and thoughts around positive psychology. When I say thoughts, I'm talking about things that you want the world to know, that doing these kinds of things will make a big difference for your life. So, they don't have to be in order, but I just want you just to let it roll out, tips that you want to give us around this.

Senia All right. So, I hear you being playful and I'm going to be playful back if that's a good jump.

Kym Yes, I like it.

Senia All right, all right. About five years ago, I thought about this. I thought about what are the key concepts of positive psychology, how can I make them simple, how can I live by them every day. Now, I hope you laugh because I laugh when I think about this, but it also worked. My name is spelled Senia, S-e-n-i-a, and

when I thought about it, I thought of how the letters actually remind me to do these things. So, let me start with the most basic and my colleagues, Kathryn Britton and Marie-Josee Shaar, who are on the call will so agree with this.

Number one, sleep. So, please, please, please, if you are listening, please get as much sleep as you can that you need. So, sleep is sort of basic. It's even pre-positive psychology, but to be effective and really to be responsive to the world, sleep. So, let's start with that. Okay?

Kym Great.

Senia Exercise. E, exercise. We know to do it. We know it's January. I won't even say more about it because I want to get to the psychological [indiscernible] sleep, exercise—

Kym Wait a minute. I just have to say this because I think people bounce over this and I really do believe people exercise and they miss the whole point of getting past the vanity side of exercise. I want to be in a smaller dress. I want my suit to fit better. I think people miss out on the fact that—doctors are even prescribing exercise as an antidepressant and I think people just need to understand that this is not just, oh, let me just exercise. This absolutely improves your mood immediately, so that's something that's not said enough.

Senia Yes, and let's turn to a very specific sub-research finding of everything you just said. Our colleague in positive psychology, Tom Rath, has written a book called *Eat Move Sleep*, and in the move section, on exercise he talks about if you exercise in the morning it's going to change your mood for the whole day. So, yes, you can postpone exercise to the afternoon, but know that it also may decrease that mood benefit of exercise.

Kym Totally, totally. Okay. So, we're off our soapbox. We'll go to number three.

Senia Sleep, exercise, nutrition. Nutrition, you know what you should be doing, you know the water you should be drinking, get nutrition. You know it's going to make you feel good.

Kym Okay.

Senia And now let's get to the psychology pieces. So, sleep, exercise, nutrition. Get those baselines. Incremental steps. I is incremental steps. What do I mean by that? Every single day take some incremental steps towards where you want to go. That incremental step may be sending one e-mail and try to take incremental steps that are external, that aren't internal, so it's not necessarily me writing down what I'm going to do write in my next amazing book, but it may be

writing a paragraph and sending it to a business person to say, "How would this resonate with you?" So, try to take those incremental external steps. Does that resonate with you, Kym?

Kym That really does. Fantastic.

Senia Okay. Then, I'll hit the last one.

Kym Okay.

Senia And the last one, a, would be alone versus social time. You know when you need alone time, when you need to work, when you need to just kind of hunker down, and you also know when you need social time. So, really plan both into your life because sometimes you need that social time not for hanging out, but also for getting the creativity going in your head, so think about your incremental steps and your alone versus social time.

Kym Yes. That is great. How cool is it that your name spells out?

Senia With Kym, K-y-m, you probably have an even easier one. We just have to figure it out.

Kym Oh, yes. I'm going to get to work on that right away. That should be one of the assignments for everybody. Take your name and tie in some positive attributes and some things that you could do that create action for you in your life, but I love this.

Senia I told you. I'm open to being silly and playing, but if I think about it, those are really—if I'm getting sleep, doing exercise, eating and drinking water healthily, and I'm doing those incremental action steps and I'm spending that balance of alone and social time, I know I'm moving forward in my career, in my life, my personal life, everywhere.

Kym I have to ask you just what attracted you to this field of work? Was there a tipping point for you?

Senia I have often worked with really amazing mentors. So, for me, I have had two incredible mentors. One at the master's program and one in my Ph.D. program. It's Martin Seligman and Chip Heath. Marty's work, so for people who may not know on this call, Marty Seligman is called the father of positive psychology. Together, he and [indiscernible] wrote the original article on what is positive psychology in a referee journal. Marty lives this world. Marty Seligman started the program at which Margaret and I met.

He personally has trained 300 positive psychology practitioners. Programs like this are popping up internationally. He's really done something different for positive psychology and speaking to him and seeing what's exciting about not just looking at our deficits, not just studying depression, not just studying panic attacks, but also studying what keeps us excited about work, what motivates us. That was instrumental for me. And then coming to business school and working with Chip Heath on my research, which is motivation and small steps and how do people get unstuck.

I just think I've always had those questions in my head. When I was a kid, Kym, similar to what you're doing right now, I had a radio show when I was 14 years old at our high school radio station and I kept asking people, "How are you being successful?" So, I would interview people outside the school and say, "How are you getting this success," and it's very similar and just really, really interested in the question of what works for people and why in the research [indiscernible] of why.

Kym Yes. That's great. Really, your story is a fabulous story and the work that you do. So, here's what I want to do. I want you to think about something. I'm going to come back to you in just a second because I want to share a few things with the audience, but I want you to think about what you want them to do when they hang up the line today, what do you want the audience to do. So, it's

kind of like you give them for today this is if everybody does this, so just think about that.

The other thing is I've gotten some comments about people saying, "How do I work with Senia?" So, if you don't mind, I'd like for you to share about how people can work with you and I've been told that you've got a special surprise for our listeners, so those are three things that I want to do when I come back right to you. Is that okay, Senia?

Senia            Sounds great.

Kym             Okay. So, what I want you to know is next—just to give you an update on a couple of things everybody. I've been mentioning our spotlight event, which is taking place at George Mason University March 26<sup>th</sup>-27<sup>th</sup> of this year. It's called Leading to Well-Being in Workplaces, Organizations, and Communities Conference, phenomenal event. So, we want to spotlight things that we know that are going on that will give you a lot of value and it will be very, very beneficial, a good use of your time. You can find out more by going to [wellbeing.onmason.com](http://wellbeing.onmason.com). You should have seen Britney's head turn around when I said that the wrong way. So, that's [wellbeing.mason.com](http://wellbeing.mason.com). Thank you, Britney. I appreciate that. So, check it out. You'll learn all about it and what's going on.

Now, the other thing I want to tell you is, for those of you that are subscribers of *Live Happy*, thank you, and by the way, we've seen a nice bump in new subscriptions to *Live Happy* and I just want you to know you just having this in your home, you just having this at your office, having it on a table, I know one of the things that Margaret does—in fact, I want to challenge everybody. Your partner, Senia, does this pictures from around wherever she is, around the country and everything else with people holding up *Live Happy* magazines.

Margaret has no idea how excited we are when we get that. It's just so great.

So, I want to challenge everybody. Nothing would make us happier than you have a couple of *Live Happy* magazines, take a picture, and send them in to us through our social media channels or at [wakeuphappy@livehappy.com](mailto:wakeuphappy@livehappy.com). That's how we spread the word. That's how we get the word out that the thought of living happy and what it means to live happy really takes hold. It's the more we share, spread and share.

I want you to also know that when you do subscribe you also get our digital edition that comes. We've got free happiness reports. Of course, you're listening to *Wake Up Happy*, so I just hope you're enjoying this, and here for us, we love this every single month when we do this and we hope you're feeling the same thing. So, we're in this together, right?

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The other thing I want to tell you, the next *Wake Up Happy* series, series six, is February 9<sup>th</sup>-13<sup>th</sup> and we'll be covering foods that boost your mood, the Happiness Hall of Fame. We're going to talk about happiness beyond sex and success, flourishing at home and in the workplace, and happiness steps to have more joyful kids and happier parents. So, we have a great line up for our next series, February 9<sup>th</sup>-13<sup>th</sup>.

So, Senia, let's go back to you. They want to know how they can work with you, so you might want to do that one first, tell us about the little special surprise or gift that you've got, and then what you want everybody to do when they hang up the phone.

Senia           Great. That sounds great. How to work with me, the special surprise, and then the call to action.

Kym            Yes.

Senia           Love it. Okay, here we go. So, the main thing that I do is I am an executive coach. I coach individuals, I coach executives, so if people want to work with me they can reach me. So, I'm giving out this—this is the secret e-mail. This is the e-mail for reaching me for business reasons. So, in case you want to do

individual coaching or coaching for your whole team or if you work for a big company, a year ago, I started a small group of amazing coaches working together. So, if you work for a large company and think that some of this positive psychology coaching could be helpful for you, reach out at this very secret e-mail. So, it's [senia@senia.com](mailto:senia@senia.com), [senia@senia.com](mailto:senia@senia.com). Send me a note. I will write you back and [indiscernible] [senia.com](mailto:senia.com) if you are interested in how to work with me.

Kym Great.

Senia So, for surprise, I want to send these folks who are listening here today a surprise. It was going to be a surprise in your e-mail. If you would like this surprise, I'm going to give you the general e-mail to write this to. If you send a request to one or to the other, it'll still work, but the surprise for you is send me an e-mail to [book@profitfromthepositive.com](mailto:book@profitfromthepositive.com), [book@profitfromthepositive.com](mailto:book@profitfromthepositive.com), and you can send a blank e-mail and I will know if the e-mail comes within this hour that I will send you a free surprise by e-mail. So, I'm really looking forward to that and it's going to be a very fun surprise that'll be great for the New Year and I will not tell you what it is. That's what makes it a surprise.

Kym Wow. That's pretty provocative. Okay. On a personal level, do you mind if they put in that subject line *Wake Up Happy*?

Senia Please do, please do and that'll be a nice prompt and reminder to yourself of what you are doing right now as you are listening to this call. That sounds perfect.

Kym Okay, and then what do you want us to do? What are our marching orders for today?

Senia Here's your call to action. Here's what I would like you to do right now if you are in front of the computer. I want you to pop open your e-mail, pop open your e-mail, and in the subject line write January 9, 2016 and send that e-mail to yourself. So, when we get off this interview, send an e-mail to yourself for what is one thing that you want to start taking steps towards for a year from now, for January 9, 2016. Now, that's not at all. You're going to send yourself that e-mail, and then, I would like you to do something immediately after you send that e-mail that is towards that direction. It can be very small, but something that moves you towards that direction of what you want to accomplish by a year from now.

Kym           What a great idea. That is so, so good. You made me realize I just have to say this to you. You know on your computer, I'm not computer whiz, but you can also—you have those options—do exactly what you said, Senia, but I think what I'm going to do in addition to that is also set it up for delayed delivery so I get that a year from now, that also hits my inbox.

Senia           Perfect.

Kym           A year.

Senia           That's a perfect, perfect idea.

Kym           A year from now it's like boom there it is what I just said today. Really, really cool. Senia, thank you so much. I hope everybody has a fantastic, fantastic day. Wonderful having you a part of *Wake Up Happy*. Just remember, smile, smile, smiling will never do you wrong. Bye-bye for now, everybody. Thank you, Senia.

Senia           All the best. Thank you, Kym.