



## Is this really how you'll want to look back at this moment?

**You crushed the race, but you are entirely missing the finish line.**

If I had to bet the proverbial farm on which of the nine accomplice Saboteur profiles will be downloaded most often it would overwhelmingly be the Hyper-Achiever. Participation in middle and long-distance triathlon is dominated by 30-44-year-olds of both sexes. These are often professionals with young families. You would think this is the exact demographic with the least amount of free time, and yet somehow, they are the most powerfully drawn to a sport that demands 10 to 15 hours of training a week.

According to sports psychology, the "Type A" drive is absolutely a hallmark of single-sport and endurance athletes. Doug Jowdy, a sports psychologist quoted in an article titled *The Dark Side of Fitness*, notes that competitive endurance athletes share a distinct personality type. He describes these athletes as achievement-oriented people who frequently hold unrealistic expectations, are highly perfectionist, very "Type A," and prone to being self-critical.

But why would the busiest people gravitate toward the most time-consuming sport? In the language of POSITIVE INTELLIGENCE®, this is the domain of the Hyper-Achiever. When professional life gets chaotic, or the responsibilities of parenting feel overwhelming, this Saboteur screams for a tangible, measurable arena where it can prove its self-worth. The sport of triathlon provides endless quantifiable metrics of success—watts, heart rates, efficiency factors, paces, PBs, and, of course, finishing times.

Do the marketers know this? Absolutely. They play this demographic like a finely tuned piano. Brands know exactly how to target their product launches and messaging to align with the “legendary Ironman” and the overarching goals of triathletes. They aren’t just selling carbon-fibre bikes and aerodynamic helmets; they are selling the Hyper-Achiever’s dream of identity, status, and transformation.

Event organisers are acutely aware that the demands of family life and the sheer volume of training are massive barriers, particularly for the 56% of female athletes who cite family demands as an obstacle. To counter this, the marketing messaging speaks directly to the Type A work ethic: they promote the idea that triathlon is for anyone willing to put in the work and become a little better today than they were yesterday.



As Steve Chandler teaches us in his coaching around ownership versus victimhood, nobody is actually forcing a 38-year-old manager to wake up at 4:30 a.m. to ride his stationary bike in the dark. He is **choosing it**. But when we make that choice unconsciously—driven by the Saboteur’s desperate need to cross a finish line just to feel “enough”—we become exhausted victims of our own schedules.

So, here’s a question for you: is “Type A” really just a socially acceptable term for a mind that has been hijacked by the Hyper-Achiever?

## Unmasking “The Hyper-Achiever”

You’ve downloaded this profile because you suspect your performance—and your happiness—are being hijacked by the Saboteur known as The Hyper-Achiever.

This is the most celebrated Saboteur in Western culture (and sport). We give them medals, sponsorships, and applause. But inside, they are running on a treadmill that is set to “Self-Destruct.” You have always believed that you are only as good as your last race. You believe that respect, love, and self-worth are currencies that must be earned every single day through sweat, PBs, and podiums.

The Hyper-Achiever represents an anxiety-based compulsion to constantly impress, achieve, and project an image of success. It stems from a dangerous equation you carry in your head: **My Self-Worth = My Performance**. Hyper-Achievers mistakenly believe that without these harsh internal taskmasters pushing them, they would turn into lazy and unambitious beings who would not achieve much. Just how much does this sound like you?

- **The Moving Goalpost:** You tell yourself, "I'll be happy when ... I qualify for Boston / break 3 hours / win the league." But when you do, the happiness lasts about 15 minutes. You immediately shift the goalposts and say, "Well, now I need to do *this*."
- **The Curated Athlete:** You curate your Strava and social media carefully. You want to look like the "Perfect Athlete." You hide your failures, DNFs, or messy struggles because you fear they damage your "brand."
- **The Imposter Syndrome:** You have the medals, but you don't feel the satisfaction. You often feel like a fraud or that you just "got lucky."



- **The Validation Trap:** You are dependent on constant performance and achievement for self-respect and self-validation.
- **The Loss of Play:** You don't know how to "play." Every session must have a metric, a purpose, and a result. If it's not on Garmin, it didn't happen.
- **The External Focus:** You focus mainly on external success rather than on internal criteria for happiness.
- **The Relational Cost:** Your workaholic tendencies cause you to fall out of touch with deeper emotional and relationship needs.

**The Lie:** *"If I just achieve this next goal, I will finally feel 'enough.'"*

**The Truth:** The finish line is just a painted line on the ground; it is not a destination for your soul. No amount of gold medals can fill a hole in your self-esteem.

If some of this is "hitting home," take a breath. This drive is your engine. But right now, it is stripped of its joy. The overplayed strengths of the Hyper-Achiever are hugely valuable: ambition, discipline, adaptability, and the ability to inspire others. You are the one who sets the standard. You show us what is possible. You are goal-oriented and pragmatic. Our goal isn't to kill your ambition; it's to help you detach your Self from your Stats so you can compete with freedom rather than fear.

## Case Study: Meet Andrew

Does the constant need to prove yourself sound exhausting? You are not alone. In **Video #2 of our free Mental Edge Course**, we break down the case study of Andrew, a classic Hyper-Achiever.

Andrew had the gear, the watts, and the relentless work ethic, but his racing had become a joyless, high-stakes proving ground. His fear of failure was so intense that it was actually causing him to choke on race day and alienate his training partners. By learning to intercept his Hyper-Achiever and activate his Sage, Andrew detached his self-worth from his finishing times—and ironically, that is exactly when his performance finally unlocked.



[Click here to watch Andrew's story. And get your free access to the 4-Part Mental Edge Course](#)

## The Illusion of Success

Goals really do matter. They provide direction and focus. **They do not determine your self-worth.** Success doesn't need to be "out there" in some distant, external, far-off future that you never actually allow yourself to reach. You might have secretly thought, *"I'll be happy if I make the top 25% this year."* And were you? Perhaps for a fleeting 10 minutes? Then it just wasn't enough, was it?

The best athletes are not those who *need* to achieve in order to generate a sense of self-respect or self-acceptance; they are those who *want* to achieve to explore. Think of a child playing tag. They run fast because it's fun, not because they will be worthless if they get caught. The Hyper-Achiever has forgotten how to play. **You have turned the playground into a proving ground.**



The great lie of the Hyper-Achiever (and your inner Judge) is conditionality: *"I'll be worthy of self-love and self-respect IF I smash my FTP test today."* When your self-acceptance becomes conditioned on achievement, it leads to an obsessive, anxiety-based chasing of external results.

This is a profound lie because it equates your intrinsic, unconditional value as a human being with fluctuating performance metrics. The Hyper-Achiever sells the deception that once you reach the next goal, you will finally be happy. But because it constantly moves the goalposts that lasting peace never arrives.

If you have a son or daughter, I am certain that you love them unconditionally. They don't need to perform or achieve to be worthy of your love. You love them just for who they are.

### **Why don't you offer this same unconditional love to yourself?**

Another tragedy of the Hyper-Achiever is how it hijacks your present moment. It forces you to treat the 99.9% of your athletic life—the daily training, the early morning swims, the long weekend rides—as merely an inconvenient toll to pay for the 0.1% spent crossing some future finish line.

The Hyper-Achiever insists that peace, joy, and validation only exist in that fleeting fraction of a second when the race is done, effectively holding your current reality hostage for a future that is over in a flash. The Sage antidote is simple, yet profound:

**Be happy NOW. Learn to enjoy the journey.**

## **Impacts** - see if any of these resonate.

(tick the box if it does)



### **1. Performance.**

#### **The "Identity" Stakes**

*"I have to win this to prove I am a real athlete. Everything is riding on this."*

You turn a race into a **Trial of Worth**. When you believe your value as a human is on the line, the pressure becomes existential. Your brain perceives the race as a "Life or Death" threat. This triggers a massive cortisol spike, tightening muscles, killing your fine motor skills, and destroying your flow state. You don't race to win; you race *not to lose status*.

#### **Slave to the Data**

*"If my watts/pace aren't hitting the exact target, this session is a failure."*

You lose the ability to race by feel (Rate of Perceived Exertion). You become so fixated on your GPS or power meter that you completely ignore your body's actual signals. If the numbers drop due to heat, wind, or natural fatigue, your mental game collapses instantly, turning a solid training day into an emotional crisis.

#### **Racing the Workouts**

*"I need to prove how fit I am every single time I train."*

You treat Tuesday morning track sessions like Olympic finals. You go too hard on easy aerobic days because you can't stand seeing "slow" paces attached to your name. By constantly trying to win the

workout, you leave yourself too fatigued to execute the actual high-intensity interval days properly, severely capping your overall physiological progression.



## The “Strava” Trap

*“I can't post a slow run. People will think I'm losing fitness. I need to keep the pace up even on recovery days.”* You train for the Audience, not the Adaptation. You run your easy runs too fast because you are managing your “public image.” You are constantly tired. You never run slow enough to recover, so you can never run fast enough to improve. Your training log looks impressive to strangers, but your physiology is stagnant.

## The “Ego DNF”

*“If I can't PB or podium today, there is absolutely no point in finishing this race.”* You drop out of races at the first sign that your “A-Goal” is slipping away. Instead of adapting, troubleshooting the problem, and treating the day as a valuable learning experience or a gritty mental training block, you pull the plug early simply to protect your pride and avoid posting a sub-par finishing time.



## The Joy Vacuum

*“Once I get that Sub-3 marathon, then I'll be happy/satisfied.”* You treat happiness as a Destination. But when you hit the goal, the dopamine hit lasts 10 minutes, and the Saboteur immediately moves the goalposts. You never bank the confidence from your wins. You enter every season feeling “empty” and hungry, which leads to desperate over-reaching rather than confident building.



## The “Safe Goal” Ceiling

*The Hyper-Achiever Lie: “I must only target races and times I am absolutely certain I can hit.”* Because failure is a devastating blow to your core identity, you secretly refuse to set true “stretch” goals. You sandbag your own potential by staying within a safe, predictable zone where success is highly probable. You never discover what you are truly capable of because you refuse to risk the embarrassment of falling short.



## The “Self-Worth” Rollercoaster

*“I had a bad race. I am a failure. I should just quit.”*

Your mood is 100% correlated to your last workout. A bad Tuesday session ruins your whole week. You waste massive emotional energy managing the despair of a “bad day,” leaving you drained for the next key session.



## The “More is Better” Trap

*“If 10 hours of training makes me good, 15 hours will make me great.”*

You equate self-worth with sheer volume and suffering. You add unnecessary “junk miles” to your coach’s plan just to feel productive, completely ignoring the law of diminishing returns. You break down your immune system and your chassis, turning yourself into a chronically fatigued athlete who leaves their best performances in training.



## The Blind Pacer

*“I belong at the front of this pack, no matter the cost.”*

Your ego dictates your race execution, not your physiology. You surge past your lactate threshold in the first 20 minutes to stay with faster athletes because being passed feels like a personal insult to your self-worth. This lack of discipline invariably leads to a spectacular, agonizing blow-up in the final third of the race.



## 2. Wellbeing

### Conditional Self-Love

*“I must earn my own respect. If I don’t achieve, I am not worthy.”*

You treat yourself like a rat running a maze for cheese. You withhold self-love, self-respect, and self-acceptance until you hit a PB or a podium. You wouldn’t look at a newborn child and say, “I’ll wait to see your race results before I decide if I love you,” yet this is exactly the transactional, exhausting relationship you have created with yourself.



### The “Off-Season” Identity Crisis

*“Without a race on the calendar, I am a nobody.”*

When the season ends or an injury forces you to rest, you experience a profound sense of emptiness and depression. Because your identity is entirely attached to your performance output, taking away the sport leaves you feeling worthless, lost, and desperately searching for the next external metric to validate your existence.



## The “Transactional” Joy

*“I only love running when I’m hitting PBs.”*

You kill the hobby. What used to be stress relief (running) becomes a *source* of stress. You stop noticing the sunset or the fresh air because you are staring at your watch. You rob yourself of the mental health benefits of exercise.



## The “Choke” Factor

*“I must tightly control every outcome because failure would destroy me.”*

Because your entire identity is tied to the result, the stakes are artificially massive. This generates immense neurological and physical tension. Instead of experiencing effortless “ease and flow” (being in the zone), you choke under the pressure of your own expectations. The fear of “Who am I if I miss this?” causes you to fail at tasks you easily conquer in practice.



## The “Comparison” Toxicity

*“Look at what she is doing on Strava. I’m falling behind.”*

You outsource your self-worth to an algorithm. Your mood for the day is dictated by how you rank against strangers on the internet. This creates a fragile, volatile emotional state where you are never “enough.”



## The Joyless Second Job

*“This isn’t supposed to be fun; this is about proving what I’m made of.”*

You likely chose your sport because you loved the challenge and the outdoors. Now, it feels like a highly stressful second job with a ruthless boss (your inner Judge). The inherent playfulness and pure love of the game have been completely sterilized by spreadsheets, constant pressure, and relentless demands.



## The “Identity” Crisis

*“I am a Runner/Triathlete. That is who I am.”*

If you get injured or age out of competition, your entire world collapses. Because you built your identity on *what you do* rather than *who you are*, losing the ability to “achieve” feels like losing your soul. Depression often follows retirement or injury.



## The “Lone Wolf” Isolation

*“I can’t let them see me struggle. I have to be the strong one.”*

You hide your vulnerabilities. Because you only present your “Highlight Reel” to the world, you feel deeply lonely even when surrounded by admirers. No one knows the *real* you, only the *winning* you.



## 3. Relationships

### The Transactional Lens

*“I must evaluate everyone based on how they help or hinder my goals.”*

You unconsciously view others not as human beings to connect with, but as instruments to achieve a result—or worse, as obstacles in the way. As Theodore Roosevelt noted, “People don’t care how much you know until they know how much you care.” Team members, spouses, and children possess highly tuned radar for this; they can feel when they are being evaluated, managed, or “dealt with” rather than genuinely valued.



### The Empty Chair

*“I’ll be fully present with my family as soon as I figure out tomorrow’s strategy.”*

Because your self-acceptance is continuously dependent on the next success, your mind is constantly living in the future. You might be physically sitting at the family dinner table, but mentally, you are thousands of miles away, fixated on tomorrow’s interval targets or the next quarter’s revenue goals. You refuse to sit with the present reality, missing out on the actual life happening right in front of you.



## The Contagious Performance Vortex

*"I am setting a standard of excellence for everyone around me."*

A leader or parent infected by this Saboteur rarely suffers alone. You project your drive onto others, pulling them into your performance vortex. A team at work might feel they can never rest without disappointing you, and tragically, your children might unconsciously learn that they are only celebrated or fully loved when they bring home a trophy or an A+.



## The Fear of Authentic Intimacy

*"If I let them see my flaws, failures, and messes, they will lose respect for me."*

True connection requires vulnerability, but you keep people at a safe distance because closeness might expose your imperfections. As a result, your spouse and loved ones often feel shut out. They are forced to interact with a polished, highly curated "PR" version of you rather than the real, messy, beautiful human being underneath the armour.

## The Loyalty Deficit

*"If I drive everyone to achieve the result, their loyalty and respect will naturally follow."*

When you treat people as mere instruments for your own success, they respond in kind. If a team member, colleague, or training partner senses that you only care about what they produce—and not who they are—they will stop giving you their discretionary effort. The relationship becomes a cold, calculated transaction. They will withhold their best ideas, refuse to be open with you, and mirror your transactional nature by fighting to "beat you" in negotiations or jumping ship at the first opportunity. By stripping empathy from the connection, you destroy loyalty, guaranteeing that the people around you will eventually disengage, under-perform, or quietly quit.

## The "Lone Wolf" Isolation

*"It's easier and safer to just grind this out by myself."*

Endurance sports are a magnet for this Saboteur because the "lone wolf" nature of a long triathlon or ultra-marathon allows you to control the variables and grind out a result alone. You unconsciously use the massive training volume to avoid the unpredictable, vulnerable necessity of deep human collaboration. You tell yourself you are "independent," when in reality, you are just hiding.

Looking back: how many boxes did you tick?

# Failing Ahead of Time

The Hyper-Achiever claims to be your ultimate driver of success, but it harbours a dark, self-sabotaging secret: it actually makes you fail before you even cross the starting line.

Because your self-worth is entirely tied to the outcome, the prospect of failing feels like a literal threat to your survival. Your brain treats a missed PB or a DNF the exact same way our ancestors treated the risk from a saber-toothed tiger. Failing ahead of time is really a sneaky way of avoiding the unbearable discomfort of not achieving. Here's what I mean:

- **The Safe Goal Ceiling:** You only register for races or take on projects you are 100% sure you can crush. You don't register for the events that could really encourage you to grow.

“ You miss 100% of the shots you don't take. ”  
Wayne Gretzky

- **Energy Frittering:** When a random obstacle inevitably occurs (a flat tire, a missed promotion), you waste massive amounts of emotional energy panicking because the “perfect” result is threatened. You don't focus on “what's needed now” in a clear-headed way, so you waste precious time.
- **The Vulnerability Wall:** Because you are terrified of looking vulnerable or imperfect, you keep your coach, teammates, colleagues, and family at arm's length. You don't get their full support, so you can't be effective.
- **Tension Burnout:** The chronic stress of maintaining your “winner” image destroys your joy and your adrenal system, leading to a much shorter lifespan in your sport and your career. If you don't enjoy the day-to-day and drop out, you'll never gain mastery.

The ultimate Sage antidote to the Hyper-Achiever is a concept that should feel like absolute anathema to you right now: **Being completely at ease with failure.**

Failing is how we grow. It is the necessary gateway to understanding what we are truly capable of. If your self-worth is a given—meaning you are completely worthy of love whether you are unemployed, a CEO, bankrupt, or an Olympic champion—then failure loses its teeth. You won't make yourself less worthy by failing, and crucially, you won't make yourself more worthy by winning. When you truly accept that your self-worth **just is**, something miraculous happens: failure becomes your gateway to success. Each fail is a stepping stone towards mastery. I urge you to fail often and fail gloriously.

“ I never lose. I either win or learn. ”  
Nelson Mandela

The real tragedy is that listening to the Hyper-Achiever will guarantee you fail ahead of time. It will stop you from being your “best self” because you never give it your very best shot.

In contrast the Sage mind frees you to set massive, Big Hairy Audacious Goals (BHAGs) and hold them lightly. By all means, keep them present and central to your life, train for them, and pour your heart into them, but without the toxic, suffocating tension. You'll stop being pushed by the fear of not being good enough, and start being “PULLED” by the sheer fun, excitement, and curiosity of the challenge. Play full out. Play passionately to win. But do it knowing the outcome will never define you.



# The Hyper-Achiever Trap (And The Way Out)



Hyper-Achievers can sustain high performance for a surprisingly long time. They use the “negative fuel” of fear, stress, and the need for external validation to push themselves to incredible heights. Notice that the Hyper-Achiever survives entirely on a diet of *scarcity*. It constantly whispers, “You aren’t enough yet,” and forces you to live in the agonizing gap between where you are and where you think you should be. The absolute kryptonite to this Saboteur is **gratitude**. Why? Because the human brain cannot hold a state of self-absorbed

anxious-striving and a state of genuine gratitude at the exact same time. They occupy entirely different neural pathways. When you actively choose to be grateful for what your body can do *today*, the sunshine on a morning run, the support of your family, or the simple fact that you have the health to play this sport, the Hyper-Achiever instantly starves. You shift your physiology from the panic of “not enough” to the undeniable power of being “already whole.” Gratitude is a powerful Sage choice. One of many practices that can help you see that you are intrinsically worthy with nothing to prove. Just notice the ease, freedom and joy that flood back into your life with this truth.

## Your **3-Step Method** for Making a New Choice

This isn’t just theory; this is a practical, repeatable skill. This is how you interrupt the default program and deliberately choose a more powerful, positive response.

### 1. CATCH THE SABOTEUR (Awareness)

The second you feel emotions like worthlessness, emotional numbness, impatience, hollow emptiness or a rush to “get on with it” and reject the here & now. Recognise these emotions for what they are: the default program running. Mentally label it: “**Hyper-Achiever thinking**.” This is the critical first step of noticing that a choice is even available.

### 2. CREATE A PAUSE (Self-Command)

You cannot make a new choice while the old program is screaming at you. You must create a moment of quiet. For just 10 seconds bring yourself into the present moment by focusing 100% on a physical sensation (like rubbing your fingertips together or connecting with your breath). This quiets the Saboteur noise and **creates the space for a new choice.**

### 3. CHOOSE A POSITIVE RESPONSE (The “Sage” Choice)

In the quiet space you’ve created, you now have the power to choose a response that serves you instead of sabotaging you. This is where your Sage—the wisest part of you—takes over. The foundational Sage response is to know that **any circumstance can be turned into a gift or opportunity.** But this is just the beginning. The Sage has a whole toolkit of proven mental skills to handle any situation—skills to Empathize, Explore, Innovate, Navigate, and Activate.

This 3-step choice can become your new superpower. It can be automatic. It can simply be the way you live your life. **For that to happen ... you need to train.**



# Become a MindFit Athlete.

*Learn to thrive in sport and life.*



Being here proves you're ready for change. You've seen how the Hyper-Achiever Saboteur hijacks your mind, and you've discovered the toolkit to fight back. As an athlete, you know that building physical fitness takes commitment and a proven training plan. So what if you had a system **for your mind**? A proven system that takes less than 15 minutes a day and comes with the coach support to make it stick?

**This is your formal invitation to install that system.**

## The MindFit Foundation Programme

This is our year-long mental fitness programme where we take these concepts and apply them until they become your new default. This isn't about simply gaining knowledge; it's an experiential, app-based course combined with ongoing coaching designed to transform how you think by building new neural pathways. We focus on three core principles:



### 1. Saboteur Interception

You'll gain the power to intercept and discredit the Saboteurs that generate stress, self-doubt, and discontent. You'll become aware of negative thoughts and feelings as they happen.



### 2. Self-Command

You'll learn to quiet the Saboteurs and activate the Sage part of your brain in seconds. This allows you to handle challenges with a clear, calm mind instead of stressing over what you can't control



### 3. Apply the "Sage" Skillset

Your Sage is how you handle challenges with positive emotions. You will learn to boost all 5 of its primary powers: Empathize, Explore, Innovate, Navigate, and Activate, and know exactly which skill to apply to any problem.

**Now is your moment to choose.** Go back to the "same old same old"? Or start your MindFit journey by taking our free 4 video introductory course series where you'll discover the mental edge that unlocks success in endurance sport and richness in life.



I WANT TO LEARN MORE. SHOW ME THE FREE COURSE!

# ABOUT THE AUTHOR & IMPORTANT CONTEXT



Bridging the Gap Between Physical & Mental Performance

## ABOUT THE COACH

This profile was created by **John Rea**.

I am a **Certified British Triathlon Personal Coach**, a **Certified Positive Intelligence (PQ) Coach** and a **Member of the International Coaching Federation**.

In the world of endurance sport, we spend hours training the body—measuring watts, pace, and heart rate—yet we often neglect the operating system that drives it all: the mind. My work exists at the intersection of these two disciplines. By combining the physiological discipline of British Triathlon coaching with the neurological framework of Positive Intelligence, I help athletes build the “Mental Fitness” required to not just endure their sport, but to thrive in it.

## A NOTE ON MENTAL HEALTH & TRAUMA

While the Positive Intelligence® framework is a powerful tool for explaining performance anxiety and mental blocks in sport, it is vital to distinguish between habituated mindset patterns and clinical mental illness or trauma.

Words used in these profiles—such as “Victim,” “Hyper-Vigilant,” “Avoider,” or “Pleaser”—are used strictly in a coaching context to describe universal, everyday cognitive habits that limit athletic potential. They do not refer to, nor do they diminish, the real experience of being a survivor of abuse, trauma, or systemic injustice.

**Important Disclaimer:** This content is offered strictly for educational and athletic coaching purposes. It is **not** a substitute for medical or psychological diagnosis, counselling, or treatment. If you are navigating past trauma, clinical depression, severe anxiety, suicidal ideation, or any other physical, emotional, or mental health challenges, **this coaching material is not the appropriate intervention**. I strongly advise you to seek the immediate or timely support of a qualified physician (GP), psychologist, or psychotherapist.

I am a certified performance coach, not a licensed medical or mental health professional. I do not diagnose, prescribe, or treat medical or psychological conditions. My focus is exclusively on helping healthy athletes optimize their mental fitness for peak performance.

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