



You Are Not A Spreadsheet.

You believe that “what gets measured gets managed.” You instinctively trust the data—hitting the watts and sticking to the plan at all costs. But here is the problem: You are an organic, biological organism, not a mechanical engine. Too narrow an awareness of your own emotional range restricts your ability to interact successfully with others. Too little empathy for self means too little empathy for others. Your work and all relationships depend on the quality of that connection. In fact the more a leader progresses the more important the skills of emotional intelligence become.

When you treat your sport like a maths equation, you hit a ceiling. You lose the ability to adapt, to feel, and to tap into the instinctual “flow state” that creates true breakthroughs. There was a good reason why Mr. Spock did not Captain the Enterprise.

Unmasking “The Hyper Rational”

You've downloaded this profile because you suspect your performance is being capped by the Saboteur known as The Hyper-Rational. This is the inner voice that values logic and data above all else, dismissing emotions, intuition, and physical sensations as “messy” or “irrelevant.” Does this sound like you?

- **The Data Trap:** You feel lost (or that the workout “didn't count”) if your battery dies or your Strava doesn't upload.
- **The Robot Mode:** You ignore pain signals or fatigue because “the plan says run 10k,” leading to avoidable injuries.
- **The Joyless Grind:** You've analysed the fun out of the sport. It's no longer play; it's just physics and mechanics.

If you are nodding along, don't worry. This high intellect is your superpower, but right now, it's in overdrive. We can help you dial it back so it can serve you.

The Silent Dream Killer.

You have a sense that your sport should be enhancing your life - not adding more stress. It's not the physical training. It's the Hyper-Rational saboteur. To the Hyper-Rational "Messy people with complex motives" so often get in the way. Like it or not, in sport, that "messy person" is **you**.

Sport is not a maths problem. It is a biological struggle. Biology is messy. Spock would be a terrible triathlete because he would calculate the odds of winning, realize they are low, and logically decide not to start. Captain Kirk wins because he ignores the odds.

The Hyper-Rational athlete often ends up successful but empty. You have the medals and the data, but you don't have the *feeling* of aliveness. You might be the Captain of the Enterprise, but you are stuck on the bridge alone while the rest of the crew is having a partying it up in the ship's mess.

Relationships in particular are often "Kryptonite" for the Hyper-Rational. Relationships are built on vulnerability and shared emotion but the Hyper-Rational is built on invulnerability and objective fact. These two operating systems are incompatible without a software patch. The Hyper-Rational athlete treats people like "unoptimized variables" in an equation. They try to "solve" people rather than "connect" with them. Can you see that working?

When a Hyper-Rational athlete dials back the judgment and cynicism even by just 20%, they become the **Sage** Architect of performance. They become the most dangerous athlete on the start line because they are prepared *and* adaptable. We want to use that brilliant logic and have it guided by empathy and wisdom.



“The rational mind is a faithful servant and the intuitive mind is a precious gift. We have created a society that honours the servant and has forgotten the gift.” ”

Albert Einstein

Impacts - see if any of these resonate.

(tick the box if it does)



1. Performance.

The "Garmin Slave"

"The data is the truth. My body's sensations are subjective and unreliable. If the watch says I'm fresh, I'm fresh." You ignore feelings (fatigue, soreness, mood) because they don't appear on your TrainingPeaks dashboard. You push when you should rest because the numbers say "Go," or you hold back when you could fly because the numbers say "Stop." You become a robot pilot who flies into the mountain because the altimeter was broken, ignoring the view out the window.

Analysis Paralysis

"I need to calculate the optimal line, the wind vector, and the power-to-weight ratio of the rider ahead before I make my move." While you are processing the data, the move has gone. Sport happens in real-time, often requiring intuition (which is not 'woo-woo' - it's processed previous experience). By needing to "logically verify" every decision, you are always 0.5 seconds too slow. You lose to the athlete who acts on "gut instinct."

The "Lone Wolf"

"Group rides are inefficient. People are late, they surge unpredictably, and the coffee stop is a waste of time. I get better TSS riding solo on the trainer." You maximize physiological efficiency but miss the psychological and tactical gains. You lose the ability to read body language, draft in a pack, or handle the chaos of a mass start. You become a "lab rat" who gets eaten alive in the chaotic reality of race day.

Dismissing the "Soft" Mental Game

"Visualization, affirmations, and mindfulness are 'woo-woo' nonsense. Show me the peer-reviewed paper on how 'positive vibes' increase mitochondrial density." You neglect the most powerful drug in sport: Belief. When the pain cave gets dark, logic rarely helps ("Logically, I should stop to preserve tissue"). It is emotion (rage, love, pride) that unlocks the final 2% of performance. By dismissing the emotional toolkit, you race with the handbrake on.

The "Argumentative Athlete"

"Coach, I read three papers that say 4x8mins is superior to 5x5mins. Your plan is suboptimal. Let's debate this." You exhaust your (unfortunate and unloved) coach. Instead of building a relationship of trust and mentorship, you turn it into a debate club. You spend more energy second-guessing the plan than executing it. A coach is an artist and a scientist; you only value the science.

Inability to "Dig Deep"

"This pace is 110% of my FTP. Maintaining this for 10 more minutes is physiologically impossible. I must slow down to avoid blowing up." The Hyper-Rational mind has a "Logic Ceiling." You stop when it "makes sense" to stop. Great performances often happen when athletes do the irrational—ignoring the limits to chase a dream. You never experience a breakthrough because you never attempt the "impossible."

The Marginal Gains Trap

"If I save 4 watts with this helmet, 3 watts with ceramic bearings and 2 watts with these "go faster" socks, I will be faster. I need to research this for 10 hours." You major in minor things. You spend weeks researching aerodynamics but ignore the fact that you are 5kg overweight or sleeping 5 hours a night. You look for speed in the shop rather than in the suffering. It's an intellectual distraction from the hard, boring (real) work of conditioning.

Rigid Race Plans

"I have modeled the race. I will drink 200mls of electrolyte every 23 mins, 60g of carbs at minute 45 and hold 220 watts on the climb." Then it rains. Or there is a head wind on the climb. Or you drop a bottle. Or the pack surges. The "Messy Reality" breaks your perfect algorithm. Because you lack emotional flexibility, you stress out, panic or sulk when the plan deviates. You can't improvise because improvisation is "illogical."

The Joyless Grind

"Fun is irrelevant. I am doing this to optimize my cardiovascular health and achieve a metric. Feelings are a distraction." Dopamine drives performance. If you don't enjoy the sport, your hormonal profile shifts toward cortisol (stress). Eventually, the sheer dreariness of the "logical grind" leads to burnout. You quit not because your body failed, but because you actually really are an emotional animal and your spirit starved.

The Brutal Post-Mortem

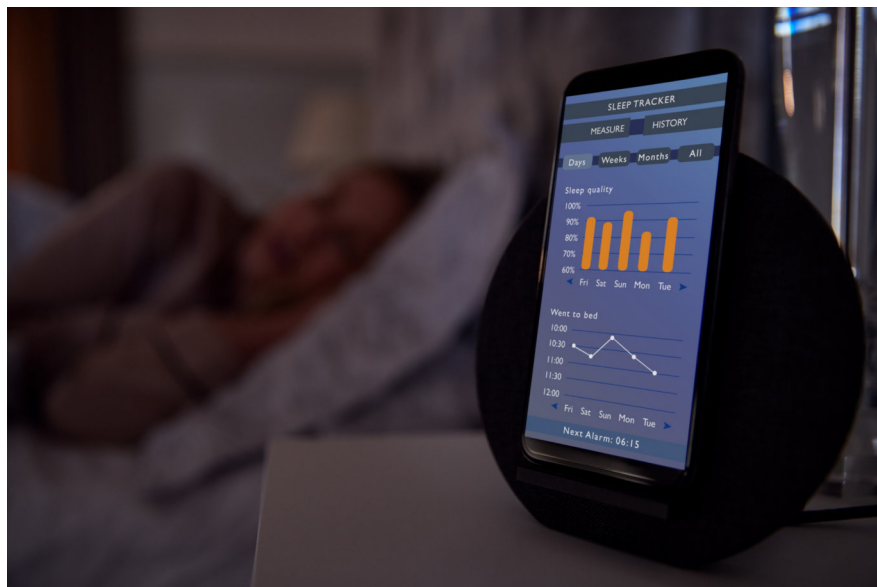
"I failed. Let's dissect exactly why. Here are the 15 errors I made. I must analyze them coldly to ensure they never happen again." You strip away self-compassion and self-empathy. You treat yourself like a broken toaster that needs fixing, rather than a human who had a bad day. This cold self-criticism erodes confidence. You start dreading the self-berating analysis more than the race.



2. Wellbeing

The "Bio-Hacker" Sleep Trap

Sleep is just a maintenance cycle for the brain. If I track my REM and Deep Sleep data perfectly, I can hack this. Maybe I'll try polyphasic sleep to gain 2 more hours of productivity per day." You develop an unhealthy obsession with perfect sleep data. You lie in bed stressing that your HRV is 3ms too low. Instead of resting, you are auditing your rest. You lose the ability to just drift off because the "Analyst" never clocks out.



The Joyless Plate

"The texture of food is irrelevant. Social dining is inefficient. I will drink this nutrient (kale based) sludge because it has the perfect macro-split and saves 20 minutes of cooking time." You strip the joy and culture out of eating. You avoid family or team dinners because the menu doesn't fit your spreadsheet. This leads to social isolation and often a fragile gut microbiome because you aren't eating the "messy" variety of real foods. Food is connection; you make it chemistry.

Intellectualizing Anxiety

The Hyper-Rational Thought: "I am feeling a tightness in my chest. Interesting. I will read three books on the neuroscience of cortisol and analyze the root cause of this sensation." You think your feelings rather than feel them. You can explain exactly why you are stressed, but you never actually release the stress. It stays trapped in the body (somatic storage) until you blow a gasket. You are the professor of your own misery, but not the healer of it.



Transactional Recovery

"I will spend time with my family now because 'social support' is a key performance indicator for longevity. I have allocated 45 minutes for 'quality time.'" People feel it. Your partner and kids sense that you are "ticking a box" rather than truly connecting. You are physically there, but analyzing the interaction from a distance. This leads to loneliness in a crowded room. You don't get the oxytocin hit of genuine connection because your heart is behind a glass wall.



Dismissal of "Messy" Needs

"I don't need 'comfort'. Comfort is a weakness. I don't need a hug; I need a solution to the problem." We are mammals. We have emotional needs. By denying your need for comfort, softness, and aimless play, you starve your inner child. You become brittle—hard on the outside, but prone to shattering under emotional pressure.



Cynicism as a Shield

"Look at those people cheering and hugging. It's all just tribal signaling and dopamine-seeking behaviour. I don't need to participate in that mass hysteria." Cynicism is a protective mechanism to avoid vulnerability. But it blocks Awe and Gratitude. Research shows that awe (the feeling of being small in a vast universe) is a massive wellbeing booster. The Hyper-Rational analyzes the sunset ("it's just light refraction") rather than feeling the sunset, robbing you of life's richness.



Identity = Competence

"I am valuable because I am smart, capable, and fast. If I am injured or slow, what is the point of me?" You have made your self-worth conditional. It is tied to your output. If you aren't "solving" or "winning," you feel worthless. This makes injury or retirement psychologically devastating. You haven't built a "Self" outside of your "Function".



3. Relationships

The "Fix-It" Trap

"My teammate is venting about their bad race. They are being irrational and emotional. I can see exactly where they messed up. The kindest thing I can do is explain the error so they can fix it." You become the "Unsolicited Consultant." When a friend or partner is in pain, they want empathy ("I get it, that sucks"), not a lecture ("You went out at 110% of FTP, what did you expect?"). You think you are being helpful; they feel invalidated and stupid. You miss the emotional bid for connection. Eventually, they stop sharing with you because they don't want a seminar; they want a friend.



The "Intellectual Bully"

"I'm not arguing; I'm just testing the logic of your race strategy. If your idea can't withstand my scrutiny, it's a bad idea. I'm doing this for the good of the team." You treat conversations as chess matches where you must "win" or "be right." You use data and logic as weapons to dismantle other people's opinions. You create a culture of Silence. Teammates stop offering ideas because they are afraid of being dissected by your laser-focus logic. You might be the "smartest" person in the room, but you are suddenly the only person in the room.





The “Vulcan” Partner

“My partner asks ‘How do you feel about us?’ That is a vague, undefinable question. I am here, I pay the mortgage, I cleaned the shed, I fixed the bike. The data proves I am committed.” Love is not a data set. Your partner craves emotional resonance—to know that you feel what they feel. By answering emotional questions with factual evidence (“I take out the bins every fortnight don’t I) you are speaking German to someone speaking French. The partner feels lonely and uncherished, even though you are “technically” doing everything right.



The “Cold Fish” Celebration

“We won the league. Good. That was the objective. Why is everyone screaming and crying? It’s just a game. Let’s not lose our heads; we have another season next year.” You are an “Energy Vampire” in moments of peak emotion. By staying cool and detached while others are celebrating (or grieving), you signal judgment. You signal: “I am above this primal display.” This kills the bonding moment. The team bonds through the shared emotional spike. By opting out of the emotion, you opt out of the tribe.



I Told You So

“You are injured because you didn’t follow the protocol I sent you. I predicted this outcome. Let’s look at the graph where your compliance dropped off.” This is kicking someone when they are down. You value Correctness over Compassion. In a crisis, people need safety first, analysis second. By leading with “facts” during a trauma, you sever the trust. The athlete won’t come to you next time they are struggling; they will hide it until it’s too late.



Looking back: how many boxes did you tick?

The Logic Trap (And The Way Out)



Your rational mind is a remarkable asset, adept at deep data analysis, strategic pacing, and maintaining objectivity during challenging races. You likely possess keen observational skills and strong concentration. However, over-emphasizing this strength can lead to a Hyper-Rational style. Neglecting and dismissing emotions (your own and those of others) often comes across as cold or arrogant. The lie is that "I'm more effective without the distraction of emotional engagement." But an unhealthy focus on logic and data cuts you off from your vast intuitive abilities.

While your brain can process vast amounts of information rapidly, your conscious mind handles only a fraction of the total. Essential leadership qualities such as inspiration, empathy, optimism, interpersonal connection, and emotional self-awareness are all rooted in emotional intelligence.

Life is experienced through our emotions. It is emotion that gives us richness, the ups, downs and the quality of our lives. The good news is that you **can** train and develop your emotional intelligence skills.

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 cynicism, detachment or impatience ask yourself: "**Am I analysing this situation or person too far? Do I feel a sense of connection or care?**" Recognise the emotions for what they are: the default program running. Mentally label it: "Hyper-Rational 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-Rational 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.

LEGAL NOTICE & DISCLAIMERS

© 2023 Positive Intelligence, All rights reserved.

POSITIVE INTELLIGENCE®, PQ®, CERTIFIED PQ COACH™, PQ COACH™ and P+ logo™ are trademarks of Positive Intelligence, LLC. No reproduction, alteration, translation, publication, or distribution, in any form, printed or electronic, is permitted without the express prior written consent of Positive Intelligence, LLC.

DISCLAIMERS:

The coach identified herein is an independent member of the PQ Coach program, and not an employee, agent, or representative of Positive Intelligence, LLC. The coaching program offered herein is independently owned and operated by the coach, and is not affiliated with or endorsed or sponsored by Positive Intelligence, LLC.

PROGRAM CONTENT AND MATERIAL DO NOT CONSTITUTE MEDICAL OR MENTAL HEALTH ADVICE AND ARE NOT A SUBSTITUTE FOR PROFESSIONAL CARE, DIAGNOSIS OR TREATMENT OF ANY MEDICAL OR MENTAL HEALTH CONDITION.

