

## Case study: Phil Quin Conroy

Phil runs one of MLC's financial planning businesses and spends a lot of time travelling.

*The mortgage broking industry is experiencing a lot of change. Competition is hotting up from within and outside the industry, but there also new opportunities starting to emerge – which is exciting, but of course it's also stressful for those of us trying to keep ahead of the pack. Andrew has done a lot of work with me and our business in relation to how we sustain peak performance. I really like the way Andrew presents the principles of peak performance, and in particular his concept of the importance of recovery. This concept is unique in the business environment but once the AFL and cricket examples are examined it quickly resonates with the audience.*

*Furthermore, Andrew is one of the most dynamic and entertaining presenters around which makes his sessions very memorable. He takes the time to understand the needs of his clients and is always very involved and approachable. I find my team is always really energised after a session with Andrew, and since we've been working with him and adopting his recovery strategies I've seen a discernible improvement in performance.*

*My approach in the past has always been to use physical exercise as the way to unwind and relax. I now have a more balanced approach and pick items from Andrew's list of indoor and outdoor activities each week to get my 100 recovery points. I've also adopted the recovery rocket – it had never occurred to me that factoring in mini-breaks and holidays was something that would improve my work performance. Now we make sure we regularly get away, and it's a great feeling to arrive back in the office feeling refreshed and refuelled for the challenges ahead.*