



Episode 5: "You don't need clarity. You need space."

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Rich Litvin: Welcome to 1 Insight. My name is Rich Litvin. I grew up in London and I now live in L.A. And this is a podcast for extraordinary top performers. You see, I've coached some of the most successful and talented people on the planet. I see what most people cannot see, and I dare to say what most people wouldn't dare to say. What I know about success is that on the other side of it, it can actually be lonely. You can feel like more of an impostor the more successful you become, and when you're the most interesting person in the room, you're actually in the wrong room. I coach around insight. Life looks one way. Something happens. The world looks different and your entire world changes. It can happen in an instant. This podcast is called 1 Insight because a single insight can change everything.

Rich Litvin: Well, this was fun. I started a conversation with Marli who lives in Australia. She's the vice president at an international pharmaceutical company, which manufactures products for very rare diseases. It's an amazing job she does. Makes a real difference in the world. She heads an international team of 60 different people all around the planet. This is a woman who does extraordinary things. On top of that, she does three hours a week of pro bono coaching and I was curious where are we going to go? And I called this podcast 1 Insight for a reason because a single insight changes everything, and a single insight can happen in a moment. And you'll see just how fast that insight occurred when you listen in. Enjoy it.

Rich Litvin: Hi, Marli.

Marli Watt: Hi, Rich.

Rich Litvin: Hello. What would make this an extraordinary conversation for you?

Marli Watt: I think if I could come away with a little bit of clarity about really what I really want.

Rich Litvin: Why would that be useful, Marli?

Marli Watt: Because at the moment I'm very busy. I'm doing a lot of things. I have a lot on my plate with work, with my main job, with family issues, with life, and coming to a point where I feel like I'm living for everyone else, but not for myself.

Rich Litvin: Well, I felt that.

Marli Watt: Hmm.

Rich Litvin: What strikes me is that you don't so much need clarity as space.

Marli Watt: Yep.

Rich Litvin: And clarity will arise from that space. But you need time for you right now.

Marli Watt: Ah, yes. Yes. How to manage, how to get back.

Rich Litvin: Well, definitely hard to create when you don't make it a priority.

Marli Watt: Yeah.

Rich Litvin: And my sense about you is that you're really good at putting everyone else's needs ahead of yours because you're really good at taking care of other people, being there for them in business, making great things happen. And so all the spaces left for Marli is squeezed into this tiny little space at the end.

Marli Watt: Yes.

Rich Litvin: Okay.

Marli Watt: Yeah.

Rich Litvin: So I coach around insight and the thing about insight is when you have an insight moment, you're there and my sense is that I could take you off the hot seat right now and we're done.

Marli Watt: Maybe.

Rich Litvin: And don't get me wrong, look, I know it's tempting, well but what about the time we could spend together Rich, but.

Marli Watt: No, no. Yeah.

Rich Litvin: If you took the next 30 minutes for you, it starts there. What would you love to do if you had 30 minutes to do whatever you wanted to do just to take care of you, nobody else's needs, what would you do?

Marli Watt: I'm actually not sure. I think I'd just do nothing. Just sit and do nothing.

Rich Litvin: All right. I'm going to take you off the hot seat. Even when you're ready to talk about what's coming next. We can talk about that, but right now and for a while your mission is to take care of Marli. The clarity will arise from that. You've got a track record of doing extraordinary things. You wrote to me, these are your words, they're in front of me. "I know when everything lines up I can do or be whatever I put my mind to," and I believe that because you've always done that.

Rich Litvin: Create some time for Marli and even if it's a tiny bit of time each week for now and then build it out until it becomes a daily practice, time for Marli and the clarity will occur. Thank you Marli.

Marli Watt: Thank you.

Rich Litvin: For most of human history, it wasn't called coaching. It was called leadership, and it's what I love to do to coach people, to lead people and to mess with people's thinking. If you'd like more of this, or if you'd like to learn more about our community of extraordinary top performers, go to richlitvin.com/1insight.