

# 3 on 13

3 things from EP  
to make life  
better.

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Emanuelson-Podas produces the **3on13 Newsletter** on the 13th of every month in the hopes of putting in your hands three things that will help make your life better. Entries may include quotes, reminders, jokes, random recipes, book recommendations, advice, or anything else that might make you think, make you smile, or make you a better, happier human being. **Got something worth sharing? Send it to [3on13@epinc.com](mailto:3on13@epinc.com)**

## 1 | Sleep: Sometimes it IS that Simple

Matt Groves — our Performance Coach and Trainer — [has had enough](#). He's sick of the excuses.

Groves says, "Sometimes we need to be our own parents and set boundaries. When it comes time to shut down for the night, you must make a very simple but very important decision: Is the thing you're about to do — one more email, one more episode, one more minute mindlessly doom-scrolling — actually more important than sleep? Is it important or not?"

IMPORTANT?



NOT important?



He continues, "The moment you decide to forego sleep, you are agreeing to become mediocre. You're robbing future 'you' of clarity, decision making, and creativity. Stop it. Make the right decision and go to sleep." Need help? [Here's how to get those zzzzz's](#).

## 2 | The Next Chapter

Last week Cynthia "Cynt" Marshall — CEO of the Dallas Mavericks and the first black woman to head up an NBA team — announced that she plans to retire at the end of this year. Marshall is widely credited for quickly and positively changing the workplace culture within the Mavericks organization. Her methodology and "[Three L's](#)" (*hint: they rhyme with Listen, Dearn, and Dove*) have been a model for engaged, caring leadership.



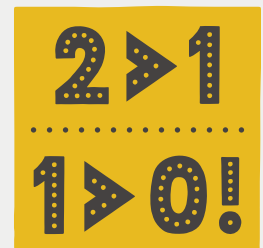
Her first book, [You've Been Chosen: Thriving Through the Unexpected](#), details portions her extraordinary life — from an abusive childhood to an executive suite at AT&T. Along the way, she endured three miscarriages and the loss of a newborn daughter, and successfully battled stage 3 colon cancer.

Following the book's release, Marshall did [this interview with Time magazine](#). Read on for an amazing, inspiring story, and for an example of what powerful leadership can look like.

## 3 | Simplicity Part II

Our friend [James Clear recently reminded us](#): "Two is twice as good as one, but one is infinitely better than zero. One minute of making sales calls is infinitely better than zero minutes. One minute of meditation is infinitely better than zero minutes. One minute of writing is infinitely better than zero minutes. You get the idea.

Sure, it might be ideal to spend an hour doing these things, but one minute gets you in the game. Now you're learning. Now you're improving. Now results are possible. One doesn't seem like much, but it's something real. At zero, you're still dreaming."



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