

# You Make Me So Mad!

## Emotional Intelligence for Real People

Julie Burch *jb* Speaks!  
www.julieburch.com



Julie D. Burch  
[www.julieburch.com](http://www.julieburch.com)



# Let's Start With an Exercise!



# What is America's Best-Selling Candy Brand?

Hershey Bar

Reese's

M&M's

Snickers

Kit Kat







# The Correct Answers

1. M&M's
2. Reese's
3. Hershey Bar
4. Snickers
5. Kit Kat

According to CNBC Daily Meal,  
reported by Fox News

# WHY Did You Eat - OR - Not Eat the Candy?





# The Marshmallow Test

Stanford University  
The 1960's



# The Marshmallow Test!

Delayed Gratification  
Emotional Triggers  
4 Years Old











# The Marshmallow Test

Emotional Triggers

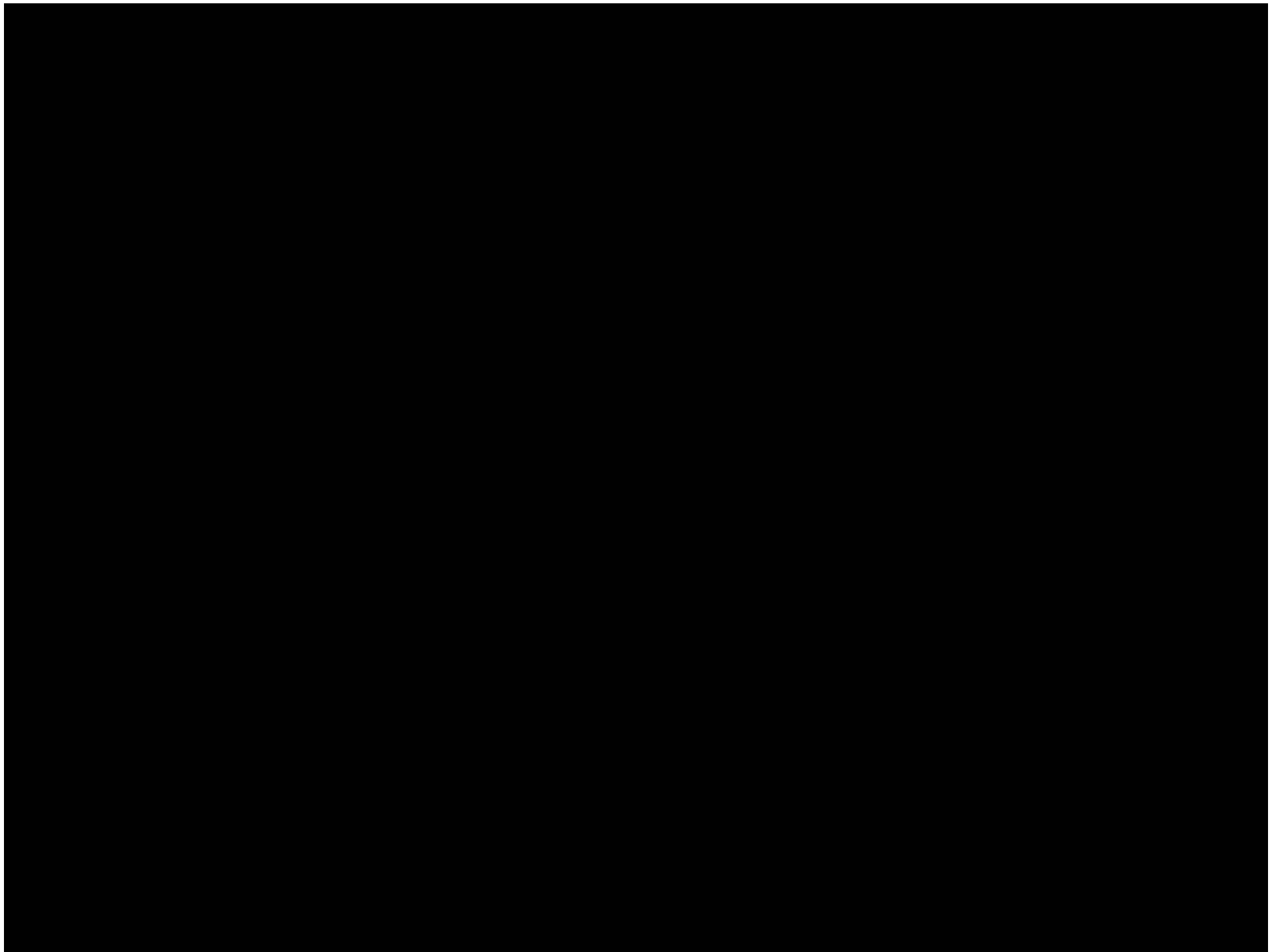
Impulse Gate

# Reaction vs. Response



Dr. Tom Miller





Sometimes it is  
Better to do good  
than to feel  
good.



No Emotions  
At Work.





**“There’s no crying in Baseball!!”**



**Some emotion is  
GOOD emotion.**







Even Negative Emotions are a Catalyst for Action.



FEELINGS



**When the pain of  
change is less  
than the pain of  
staying the same,  
you'll change.**



**Stephen Slater!!**



# Emotional Intelligence

**Self  
Awareness**

**Social  
Awareness**



**Self  
Management**

**Relationship  
Management**



What is Your Favorite Color M&M?





Share something about your self with your partner  
Based on color of your M&M:

**Red:** Something that made you **mad**

**Blue:** Something that made you **sad**

**Yellow:** Something that made you **happy**

**Green:** Something that made you **jealous**

**Orange:** Something that made you **cry**

**Brown:** Something that **hurt your feelings**



# Relationship Management Is about Empathy

How Do We  
Show Empathy?

**Emotional Intelligence is also:**

**Self  
Management.**







**Julie's Favorite Place.**



**Security Check Point**  
Ticketed Passengers Only  
Beyond This Point





**Walk on Left**

---

**Stand on Right**





**Circle of Concern**

**Circle of  
Influence**

# Circle of Influence



# Circle of Influence

**Do Something!**

**NOT “All or Nothing”**

**Small Steps**







**My Siblings!**

**My Brother Jeff**



# Circle of Concern





# Let it Go.

Your emotions will settle by acting counter to them.



My Mom Taught Me:

1. Feel the emotion

2. Vent it out





**3. Give Yourself  
a Time Limit.**



# Your Emotional Bucket

A large, empty metal bucket with a handle, positioned on the right side of the image. The bucket is divided into three horizontal sections by thick black lines, corresponding to the text boxes on the left. The bucket is made of a textured metal, possibly galvanized steel, and has a simple wire handle.

**Whatever you are  
feeling Right Now**

---

**Current Stressors**

---

**Past Traumas**







Be empathetic, with yourself and with others, and it will change your emotional intelligence forever.

*I guarantee it!*

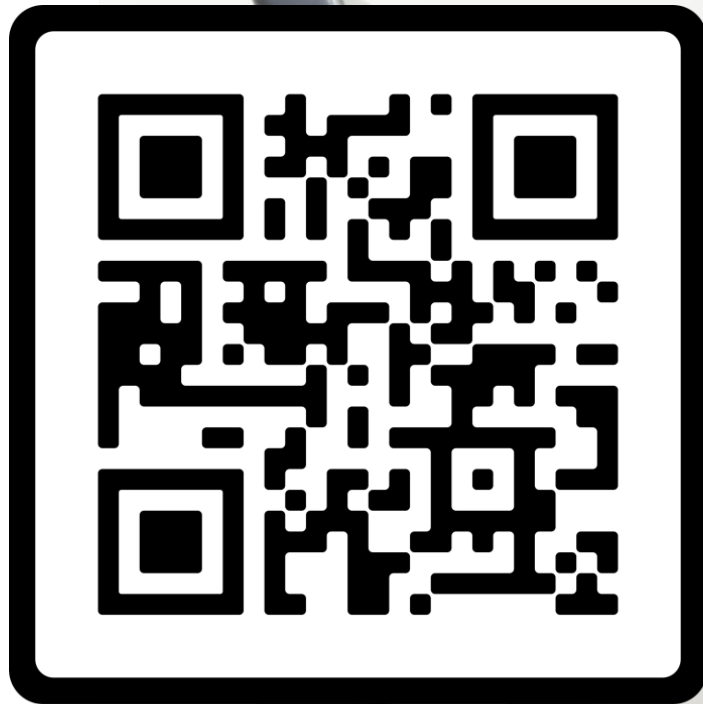


[julie@julieburch.com](mailto:julie@julieburch.com) ☀ [www.julieburch.com](http://www.julieburch.com) ☀ (214) 679-2717

# You Make Me So Mad!

## Emotional Intelligence for Real People

Julie Burch *JB* Speaks!  
www.julieburch.com



Julie D. Burch  
[www.julieburch.com](http://www.julieburch.com)

