

person(s) from secretary or colleagues to know what time of day to call the meeting, based on usual work habits, etc. And know yourself **well** enough to give yourself a break by selecting *your* best time, too. But if these two times are at loggerheads, put your opposite(s)' preference first. Your adrenals will pump you up well enough to overcome *your* lack of energy!

### *Hunger*

Maximum receptivity also has to do with feeding. In our task-oriented work world, hunger sounds like something you should be able to control. But when we near feeding time, two involuntary things happen:

- Our blood sugar gets low. We feel a real drop in energy as well as a heightened drive to get fed. It's hard to concentrate on anything except wanting food! We become cranky and see any obstacle to getting filled up as a decided irritant, to be gotten rid of as soon as possible. Not a good frame of mind in which to concentrate.

- Feeling hungry makes us feel depleted and deprived. We become very needy and self-involved, looking for deposits, not withdrawals. This hardly puts us in a frame of mind to give away anything—whether it's hard cash, acquiescence to a new idea, or even the benefit of the doubt.

Therefore, the hunger factor must always be considered. And not only in relation to lunch.

- Mid-morning is often pick-me-up time, when you need another energy charge to feel sated, especially if lunch **in** your neck of the woods is usually at one o'clock.

- Late in the day also needs a charge to keep us going at work, from a mid-afternoon snack if lunch was early to a four o'clock pick-up if the **work day** doesn't end **till** six or beyond.

If you're absolutely stuck with the wrong meeting hour, bring a nibble into the meeting or even just some coffee to take the edge off. No, this isn't overdoing it. Feeding people at a low ebb in their energy not only perks them up; it has the added advantage of putting you psychologically in the position of gift giver *before* you ask for something.

One last thought on this: Don't plan meetings too soon after lunch. Making your opposite number have to cut lunch short to get back to you **and** your meeting is **hardly the** mental set you want to **begin** with. Get