

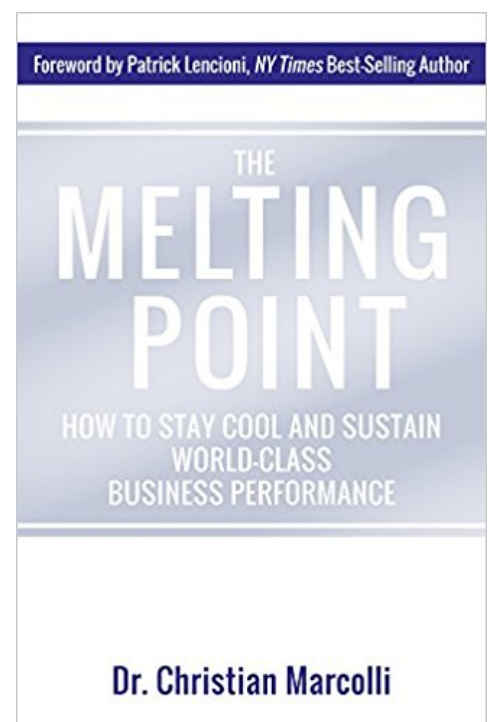
The Melting Point: How To Stay Cool And Sustain World-Class Business Performance

By *Jane Anderson*



Before diving into the content of this [book](#), I want to compliment the author and publisher on the format of the book pages. I read about 15 business books every year and most of them have a traditional textbook look and feel. You know what that does to inspired reading – well, this book is not at all like reading a textbook. It's more on the order of attractively designed help pages with white space and clean font. I know. Normally that aspect doesn't find its way into a book review, but I was impressed and am giving credit where it's deserved.

This book title is cleverly relevant today. The Melting Point: How to Stay Cool and Sustain World-class Business Performance by Dr. Christian Marcolli, recognizes the volatility of workplaces, teams, groups, and communities today. Dr. Marcolli said, "We have reached the Melting Point when we no longer fully control our thinking, our emotions, and our behaviors, in a positive and impactful way." The final words of that sentence, at least to me, are the theme of this book. We all reach the point of meltdown but can we somehow transform the potentially negative into a positive and impactful outcome?



Becoming First Class

Life is not going to slow down, demands are not likely to either. Projects are never assigned with the expectation that you will do the minimum to just get by. No, expectations are geared toward high-performance today and high-performance tomorrow, even if there are obstacles and encumbering circumstances. That's where this book comes in. You will learn to apply the most important factors when the heat is on: staying cool, raising your Melting Point

The author clearly understands the process of building a career and the pattern that unfolds as executive capacity is developed. He says, "Top performers have three recognizable traits – passion, adaptability, and coolness. But top performers also make key transitions as they develop."

If you are an emerging leader on the trajectory of rising to your calling, this book is like spending time with a life coach, business mentor, career advisor, and professional counselor. In fact, Dr. Marcolli says, "We need to understand why life has become so tough for business leaders in today's challenging workplace." Then he coaches you through it.

Feeling the Heat

Who doesn't feel the heat in today's environment? Be it at work or home, the pace is red hot. We can blame it on relentless change, advancing technology, omnipresent globalization, but blame is a negative word and we are after positive transformation here. Instead look into the factors contributing to rising pressure and learn what can be done to face the challenges in a positive, influential way. Marcolli states it in plain language, "The intense workplace isn't going to go away, and leaders need to understand the impact of this – on themselves, on their teams, and on their organizations." Through the pages of this book, the author coaches leaders through the process of growing into their roles and experiencing an executive performance transformation. He says there are four stages of Executive Performance Transformation. 1) Drawn in, 2) Obsessed, 3) Ready for Success, 4) Playful

To grow through these stages, you need to be exposed to challenges and stress. I'm guessing, you will have no trouble identifying with the challenges and stress part. When you read this book, you will be guided through the stages of how you arrive at playfulness where you are responsible for yourself and individuals on your team, and the key operative words here are that you are 'enjoying it'.

To make the trek from 'Drawn in' to 'Playful' requires that you have an intimate understanding of your Melting Point.

“The key success factor for business leaders, executives, and corporate performers to sustainably deliver world-class performance is the ability to raise their Melting Point.”

When you understand it and the factors interacting to determine your melting point your reaction can go from panic to peace. The author describes how these three factors are interrelated and how they affect your Melting Point.

- Mental and emotional constitution – how much we can take before we melt down
- Situational pressures – what is happening in your world over a short timeframe that causes you intense stress
- Constant pressures – then there is the constant pressure which is characteristic of your role

What creates heat for you? Dr. Marcolli gives us 15 examples of what might create heat for each of us, some of which may be relevant to you, but not to someone else. Examples of the fifteen are: Long hours, Office politics, Travel, Executive isolation, Career moves, Family crisis, Health issues, and here's one for every person reading this – Always "ON".

“When top performers reach their Melting Point, it is never simply the result of situational and constant pressures. It is compounded by the elements mentioned above combined with their basic psychological constitution.”

Our culture seems to turn up the heat and create environments of volatility in consistent repetition. There is rarely time to cool off before another heated occurrence confronts us. Raising Your Melting Point takes all the symptoms, causes, elements, experiences, and boils them down into recommendations for raising your Melting Point. In the final chapter of his book, Dr. Marcolli presents the six Ps of Personal Leadership Excellence which leads to raising your Melting Point. Passion, Precision, Perception, Peace, Presence, and Persistence

He also discusses the ten specific behavioral patterns needed to raise your Melting Point.

When you read the [book](#), don't skip the chapters leading up to this one and be sure to read the real-life case studies that are serious eye openers of how executives have learned to raise their Melting Point. I am putting in a plug for the last chapter that walks you through those important '10 key behavioral patterns' to raise your melting point. Dr. Christian Marcolli has written a solid guide that's transparent and easily understood so you can raise your melting point, not overnight, but through practice and progress.

JANE ANDERSON

<http://www.insiteskill.com/>

JANE's professional experience is scattered across industries from financial services and insurance to engineering and manufacturing. Jane sees her background in writing and editing website content as the foundation to her current love of social media. Being an avid reader, meticulous note taker and lifelong learner has fostered her natural pursuit of sharing her world through writing. Reading books and summarizing content started as a hobby and has since grown to be a major part of her vocational experience. Jane says, "Authors pour their heart and soul into writing their book. When I write a review, it's with intent to celebrate the book and promote the author." Jane claims to be 'the best follower you'll ever want to meet' and has been repeatedly called servant leader, eternal cheerleader, social media evangelist, and inspirational go-to person.