

Book Information

Dr. Christian Marcolli: The Melting Point: How to Stay Cool and Sustain World-Class Business Performance

Foreword by Patrick Lencioni, NY Times Best-Selling Author



Dr. Christian Marcolli

There you are in a meeting, giving a presentation you'd been cramming on for days, when the powerpoint bugs out. And in front of 35 people including a senior VP, you begin to go off the rails. You start sweating, slam the table, realize your colleagues are looking at you, but it's too late. You can't get yourself back on track. It's a nightmare scenario that plays out all too frequently. Constantly connected, under endless pressure to perform, with little time for our own families or lives, we are like little bombs waiting to go off. Unless, for some reason, you're among the rare overachievers that stay so cool under pressure that you may even crack a smile while you tackle whatever challenge faces you. According to performance coach Dr. Christian Marcolli, we can all learn to raise our personal Melting Points. In his new book, [In The Melting Point: How to Stay Cool and Sustain World-Class Business Performance](#), he shows how.

Dr. Marcolli is a veteran executive and performance advisor who's worked with top-shelf achievers in business and sports, including a young Roger Federer and Olympic ski teams (now there's a situation in which losing your cool may literally cost you your life). His book takes a closer look at what it means to truly be cool as a cucumber. Using real-life examples of A-listers in sports and business, he's found that they have a few common characteristics: they're passionate, they're adaptable, and they do not lose their cool.



Dr. Christian Marcolli

Driven by a relentless enthusiasm and love for the field, the high performer can take criticism and learn from mistakes — and is both joyful and confident enough to relish challenges. Marcolli talks about the importance of being “playful” — allowing your mind to keep dancing with ideas and creativity, and not get stymied by panic and emotions. Duly noted, but there's more: Marcolli shows us how to do it. This isn't Zen coolness, it's acquired with conscious, deliberate work and daily practice. In fact, as he points out, talent and natural ability have little to do with sustained excellence. They may even get in the way.

Marcolli's strategies for raising your Melting Point are all presented in crisp and clear language that makes good common sense, and always rounded out with insights. Top performers, notes Dr. Marcolli, don't miss an opportunity to check in with themselves. They seize every moment that offers the chance to identify a stress point — such as the aforementioned presentation debacle. They look at their own mental state in that moment: did they function? Freeze up? Did they convey a lack of control to their team or inspire confidence and calm? And then they adjust their behavior and their mindset where and when they need to, always working to improve their capacity for dealing with stress.

Armed with fresh perspective from the pages of *The Melting Point*, the reader may feel a new sense of awareness for some of our more addled leaders of late, and even more admiration for those who so beautifully maintain their composure. Certainly, being cool under fire is intimidating for good reason: it's a rare person that does it well. Anyone who saw Sally Q. Yates, the ex-deputy attorney general, will recognize a master at keeping it together as she rattles her opponents. But in this high-stress, high-stakes world we work and live in, every situation contains its own form of potential crisis. And the gift in this book is that now we have a way to avoid succumbing to it. The Melting Point has the wisdom and effectiveness of an expert coach within its pages — and a powerful method for elevating our own ability to deal with any pressure. Whether facing objections, tense negotiations, eleventh-hour match points, technical snafus, or far more dire challenges, this book can help. And while it's just what we need right now, it's destined to be a business classic.

Book Details

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