

# S6E3-JaySukow

## **SPEAKERS**

Peter Margaritis, Jay Sukow

### **Peter Margaritis**

Hey, welcome back everybody. This is gonna be real fun interview. My friend. Can I call you a good friend?

### **Jay Sukow**

Why would you not?

### **Peter Margaritis**

Okay. Just wanted to make sure.

### **Jay Sukow**

Of course.

### **Peter Margaritis**

It's been a couple of months since we chatted. My good friend, Jay Sukow, who is also my improv coach, who's also wrote the foreword to my book, Off Script. So, for anything you need to pick up because he has a really funny forward that he wrote. And by the way, that's why I left off Ohio, because you couldn't remember if I live in Cleveland or Columbus. That's why I'm now in Oklahoma and I'm in Stillwater.

### **Jay Sukow**

What's the difference? Cleveland, Columbus. They're the same right?

### **Peter Margaritis**

Where do you live, Pete, in Oklahoma City or Tulsa? No, we're gonna go again. So, Jay, thanks for taking time out of your day. Jay lives out in Los Angeles. It's January 11th, that we're recording this. And he's got some leakage in the house because of all the rain. So, thank you for taking time out, because I know you got a lot of other stuff going on.

### **Jay Sukow**

You're welcome. Thank you, Peter. I'm moving buckets as we speak, to try and deal with this. And it is, it is an unexpected challenge. We're living in a city that there's no rain. There's a drought for a decade, or more. And, and I also heard, even though we got in the past month we've got a lot of rain here, it's still not going to really do anything for the drought, because it's that severe. But right now, it's, you're just, we're not sure where things are coming from. We're not sure when the next rain is, there's a lot of uncertainty. We're not sure if it's, how it's going to be fixed. We still are trying to, we have to get in to

look. So, they're like we're gonna have to poke around in the garage. And it's like, okay, well, there's just, you don't have that certainty of, I know what the problem is. And even when you do, there's still no guarantee, right? So, I feel like it's such a metaphor, especially this time of year. We're transitioning from the old from December into January. And we spent a lot of time at the end of the year, contemplating what happened in the past 11 months and you start thinking about the things we didn't do. And then January brings resolutions, which brings some anxiety and stress and then we go I didn't do it. So, there's, this time of year, especially, there's a lot happening for everyone.

**Peter Margaritis**

Absolutely. And this year, my resolutions, I decided I'm not going to make any resolutions for a change.

**Jay Sukow**

Rebel.

**Peter Margaritis**

I know, right? It's like, okay, I need to lose 10 pounds, but I can do that on my own. I don't need to make a resolution for that, or this or that or whatever. I need to exercise more. I just need to just quit talking. Just quit talking about it and do it.

**Jay Sukow**

Yeah. And looking at it like, in our, I feel like previously we have resolutions and we, they're like punishments, and they're like, and then you punish yourself for not achieving that punishment. And right, and in a way if we could just reframe it to be like, I don't know if it's goals, or like maybe even just a new term of like, this is the direction I'm headed this year. And why do I, why do you want to lose 10 pounds, right? Like, what is the reason behind it? And what are you, it goes back to our shared interest of improv is like, what are you looking forward to? How do you reframe it in a positive way to be like, oh, I don't have to lose 10 pounds. I get to, and I'm going to do doing these steps or I'm going to. I have a wonderful success rate of reaching out to people who have done what I want to be like, how do you do it? Like just asking them? So, having those thoughts of like, what do I want to do? How do I want to change? How do I want to be healthier? You know, having that and say, okay, that's something I want to aim towards this year.

**Peter Margaritis**

And the world of improv allows us to do it much more freely than others, I believe, and interacting with folks, because a lot of times we get stuck into yesterday. Get stuck into last year, when we're not going back to that.

**Jay Sukow**

Well, it is, we spend our lives, most of us, we regret the past and we fear the future.

**Peter Margaritis**

Right.

**Jay Sukow**

And we are here and whether it's improv, religion, philosophy, I think we all speak the same language of like, how do we get to this moment right now? How do we stay in this moment when we're, I'm thinking, I got a contractor come in later, Oh, I hate contractors. They're gonna they're gonna get me.

**Peter Margaritis**

Right.

**Jay Sukow**

Because I don't know anything about contracting. And so, it's like that's happening. Oh, I'm worried about is there damage based on what's happened. So, I'm not really all the time present. And like, what the, the magic is having this moment with you. We have not talked for a few months.

**Peter Margaritis**

Right.

**Jay Sukow**

We have these great conversations. And so, it's like, how do we reset ourselves to be focused on this moment right now and block out those other things or set them aside as we're having these conversations.

**Peter Margaritis**

And I think a lot of people focus on things they have no control over.

**Jay Sukow**

It's fun.

**Peter Margaritis**

You should see his face what it just did.

**Jay Sukow**

It's always successful. It's fun. And you're right. It's something that distracts us, right? We want to, we want to have that control because it gives us a false sense of safety. So, I'm going to control these, but you can't control anything. No.

**Peter Margaritis**

You can control being present.

**Jay Sukow**

Yeah. That's about it. If you have the tools also to know how to do it. A lot of us, I don't think, at least for me personally, I would, I was never brought up with like, let's talk about being present. Let's give you these tools to, it was not that it was I had the P word, Peter. And it's not, Peter, its potential. I had that P word from early on. So, it's always you have a potential, which is a future promise. So, you've got this, if you're gonna live up to the potential and when you don't, then oh, now, I'm feeling guilt and shame

about not living up to that. I love Brene Brown. I've been reading Brene Brown a lot. And you know, guilt is, I did wrong. Shame as I am wrong. And so, I think that's great. And it's, it goes back to that conditioning, growing up. And when you're a kid, everything's present. Everything's in the moment. So, I think we, it's innately within us, but I think as we get older that gets pushed aside for you didn't do this, you should do this. Don't forget this is happening. And you know, even talking about what college are you going to? How are you going to save for the future? What's your retirement like? Oh, don't go, you got married once. Don't get married a second time, like all of those things, which I went through. It's like I, I went through a lot when I went through a divorce, and it's like, what am I going to do? And it's hard not to think about the things in the past.

**Peter Margaritis**

Right.

**Jay Sukow**

And then apply that to the future or have, it's fun to have this narrative in your head and then you apply everything that that narrative. You're like, 'See, I knew it!' Versus like, what a wonder this is to be sitting here. You and I having a conversation across the country through this technology. We're talking over Zoom, which, three years ago had no idea what Zoom was. It was like I'm not going to use, I didn't use FaceTime. I didn't use any of that. Now, we have a moment we can have this conversation. We have a slot in our schedules where this worked out. So, this is to me, the key to life is like these moments and stacking up as much of a memory of these moments as possible and really embracing them. So, there, there are silver lining in this uncertainty of the pandemic are still in and those silver lines are like tried to take every one of these moments and really just appreciate them.

**Peter Margaritis**

Yeah, and recognizing that those moments in appreciating them are still hard for other people.

**Jay Sukow**

100%.

**Peter Margaritis**

But it's, how do you how do you change that mindset of a group of people who don't look at, I mean, so what's going on in California, and my brother lives in Laguna Beach. All the amount of rain and the amount of destruction that's happening. It's really easy to go down that very, very negative path. How do you avoid that?

**Jay Sukow**

Well, absolutely. I mean, you're right. And it's not. I think people mistake positivity or having that outlook is like ignoring what's happening and it's not really that. It's what you can work on is what's your response to these situations? And how do you change somebody's mind or a group of people's minds? Man, as soon as you can find the answer to that you're unlimited and your monetary wealth. But you you can't really do it. You can't change their mind. What you can do is you can change your mind. You can use like working out at a gym. You work out mentally, and emotionally. I think that's a big part of it is working your emotional muscle. And then people start to see how you are and they become

interested. And they might make a change based on that. You might have an impact on somebody you don't even realize sometimes we have impact on people. And we don't even realize it. And we go into a room as facilitators, and we might have less of an impact in that room because people aren't ready for the information. They might have already closed their mind. They might not be in a space willing to learn or be open to hearing what you have to say. They might look at me and say, Ah, I've seen your face. A lot of dudes looking like you have talked to me so I'm shutting this off. Right? And it's like, absolutely. And so, you can offer this and if people are open for it, absolutely. Their change can happen. And you start with, what can I do differently? And we talked about this many times too, about like, I gotta check my personal biases. I gotta look at what I've been doing in the past. What isn't working anymore. Can I be affected? And can I change based on what I see from other people and what I learned? So, I can have control over that and that sense of giving myself more tools, but I don't have control. And we talked about this too. We don't have control over a lot of things. Now, that doesn't mean, you know, people sometimes mistake acceptance as being weak or like oh, well like you become a victim. Acceptance isn't a victim by any means. Accepting as this is the situation now how do I want to respond to it? And sometimes we don't accept the situation, whether that's with a significant other, family, a job, a friend, your pet, the house you're in. Sometimes we don't want to accept it, and then we're just struggling and fighting. And when you accept it, then you can make a change based on that.

### **Peter Margaritis**

So how is the dog by the way, when you mentioned pets. I have to go 'Off Script' here for a second. Plug.

### **Jay Sukow**

Plug. Love it. I've read that book, by the way, 'Off Script,' chef's kiss. I haven't, I have a, we found out she's a pit bull St. Bernard mix. We got her she was a rescue. And they said, oh, she's 40 pounds, she won't get bigger. Really, we don't think this about it. And she's 80 pounds. We just went to the Vet yesterday. She had to get her doggy flu vaccine, which I didn't even know that there's a doggie flu. And she's great. And it's, do you know what she responds to more than anything? If you want to correct her behavior, it's not yelling at her. It's not hitting her in the bum with a newspaper. It's not yelling at her in a stern voice. It's positive reinforcement. And for her, it's treats. So, if you want her to do something positive reinforcement, your voice in a loving way. And sometimes you feel foolish, and that's fine. You're like, oh, good work, Tessa. Good, but it's for the benefit of her. And when we can allow ourselves to feel silly and vulnerable and foolish at times, then we're in a good space. And so, she responds to the positive. When you yell at her, she doesn't know what are you, why are you yelling at me? She doesn't get because dogs are in the moment. Animals are in the moment. They don't know two seconds ago. They just know right now. So, if you're giving them rewards, whether it's verbal rewards, or for her, its snacks, they respond. They go, I'm going to do more of that. I think humans in a way are like that, too. It's like that positive affirmation, even positive feedback. We don't give that enough. How many jobs have you had where you've had more positive feedback than negative? People think you have to have this critical feedback. And again, times are changing. So, what served us before isn't working out. So, positive reinforcement. Letting people know what they do well. Letting them know you appreciate them. Those are all skills we can continue to continue to work on. But we will

see growth. We see people change when they're when they have that, when they have that positive feedback.

**Peter Margaritis**

Well, that positive feedback back in the day was like so few and far between. Because when you made a mistake, it was like the Earth was coming to an end.

**Jay Sukow**

But you knew it was a mistake. You knew it? Right?

**Peter Margaritis**

Right. You knew it was a mistake. So, if everybody could just chill and say, okay, what did you learn from this?

**Jay Sukow**

Yes.

**Peter Margaritis**

And what won't you do again? That in itself, versus the criticism and the finger pointing, and everything else. That just makes, that just creates a very hostile work environment. Everybody fails, because we're human beings.

**Jay Sukow**

Yes. And take it that step further. Yes. What won't you do again, but reframe it to what are you going to do a get like, give the instruction of what to do? Not what not to do, right? I think we do that a lot. We go like, don't do this. And then your brain all the, all your brain thinks about is doing that. Whatever that thing is, that's what your brain thinks about going towards. So, if it's like, don't yell. Your brains thinking yell, yell, like, that's just what happens. But if you reframe it to say, what do you want people to do? Instead of yelling, what do you want them to do? But use a quieter voice. Great. Give that note. Give that feedback. And I think for a long time, there was value in stern rebuke. There's value and I have to give this constructive feedback. And then when you get a reward, it's few and far between, it means more. And I think that's just not, we've seen that's just not true.

**Peter Margaritis**

My little league baseball coach would tell they don't strike out.

**Jay Sukow**

So, what are you thinking?

**Peter Margaritis**

Striking out!

**Jay Sukow**

Striking out! That's all you're thinking of. But if you're literally coach says, "I want you to swing hard." And you swing hard, whether you get a hit or not, is irrelevant. So, like just swing hard, or, you know, I want you to stand up there and take a couple pitches. Now you have something to do versus don't do this. And then you do and you're like, oh, man, so you're already in your head thinking about what not to do.

**Peter Margaritis**

I'm trying to remember I've heard a story about this about baseball team and they got a new coach, whatever, but the coach approached a different way with them. They said, okay, when do you get a hit, you got to stand up there and I'm positive that you're gonna get a hit versus don't strike out. And for the most part, the kids would get a hit. Now, it was it out? Possibly, but they didn't strike out.

**Jay Sukow**

You didn't say? You said get a hit. You didn't say, don't get out. You said get hit.

**Peter Margaritis**

Yeah.

**Jay Sukow**

And I hit the ball.

**Peter Margaritis**

And you hit the ball. And if you keep that mentality because I remember you used to stand there going, that's what I was afraid to strikeout. Okay, yeah. Yeah, yeah.

**Jay Sukow**

And think about now what's happening as you get older and as you get into the business world, and that fear of striking out metaphorically or that fear of not delivering all of that permeates and now it engulfs you. And now you're just afraid and you're living in this sense of fear, and you're living in the state of like, I just got to do enough right now to not get yelled at, to not get fired. So, I don't think we're allowing ourselves that same kind of opportunity to have growth. And I don't think you grow by being yelled at. I think you grow by feeling supported and heard.

**Peter Margaritis**

And that kind of goes down the path of psychological safety. Creating that type of environment in a workforce because he just described it to a tee. Quit yelling at people and let people make mistakes. Let people speak their mind in a collegiate kind of way but allow them that latitude that opportunity to do that. And not punish them for what they've said. Because we have a lot of times all they want to know is what's between our ears.

**Jay Sukow**

Yeah.

**Peter Margaritis**

We're afraid to say because it could be a career limiting move. Now, there are some things you should never say that I think we're all smart enough to know what those things are. But it's when someone asks your opinion, you should be able to give it without any pushback.

**Jay Sukow**

Absolutely. And that's, I think we're headed towards there. I think though, there is a what happens, and then what really happens. What do we say, in business? And what is allowed? Like, I think we're pushing it slowly towards yes, we want to hear what you have to say. Yes, you know, you've heard this phrase, bring your whole self to work. And it's not accurate. People have, there are people who have a privilege that can do that, but there are some people who can't do it. And it's not something that is followed through or addressed or open. And so, it stays in that state. So, I think it's taking a moment to have these resets and redirections to say, like, are you really meeting what you said? You know, during the pandemic, we had a lot of focus on like diversity and inclusion. And I think, from my, what I've seen is a lot of places are like, okay, we're past that point now. We're past the pandemic. So, we can kind of slide back into the way things were versus no, you got it's a muscle, you have to constantly be working that inclusion muscle and the diversity muscle and they're their different muscles, too. So, I like in one sense of where we're headed. I also think we have a lot of room to improve and really start to give a voice to those who need that voice and leave space for that. And I think, you know, 10-15, five years ago, we didn't even think of that. We didn't think of the term psychological safety. We didn't see that as a value. And now it's like, no, no, that's probably the most value right now. And we're, we're starting to get there. But I think it has to be started early on in youth in our schools and become an important part of the curriculum as important as math or science or English, or language. And then start to include like this, because that emotional side that's, we are emotional beings who think. We're not thinkers who feel. We're feelers first. We're emotion filled beings who happen to think. So, we need to caress that and care for that as much as we do of any of the other leadership qualities. You know, we used to look at leadership qualities as like, how you manage people. And now it's like, we have to look at it and how you lead people, you know. What's the saying, we have a lot of, we're training a bunch of managers, but not a lot of leaders. So, we like to include that that whole part of everyone.

**Peter Margaritis**

Yeah, absolutely. And as you were telling the story, that something popped in my head, and I'd be damned if it didn't pop back out my head. I didn't go back and find that.

**Jay Sukow**

How dare you!

**Peter Margaritis**

I know. I was present. I was listening to it, but it just something I didn't. And that's part of being present, you want to be fully into the conversation, but you get these old thoughts that pop into your head. I've gotta save that. But I'm listening to you and said opps. It went away. That doesn't that happen to you? Right?



**Jay Sukow**

No, no, no, I'm absolutely perfect at this. And you, you find that balance too. You find that balance of I want to add and connect to this. I want to sit back and listen. You know, we think you, you're telling a story. I want to connect with you. So, therefore I want to tell my story, and sometimes that comes off as I'm trying to one up you even though that's not my intent.

**Peter Margaritis**

Right. Right.

**Jay Sukow**

And sometimes it's like, oh, I have to notice as the person speaking, I'm gonna give a pause here. I'm looking in your eyes. You've got something to say. Let's hear it. And sometimes it's like, it's gone. It might never come up. It might sometimes later, it's gone. I'm gonna refocus and come back into the conversation.

**Peter Margaritis**

I will say, I think part has to do with age because as I've gotten older, I've walked into rooms, I've walked out of a room and going, where was I going? And it's getting, it's getting worse.

**Jay Sukow**

Lucky you.

**Peter Margaritis**

And I'm just sitting here thinking, sometimes I think you have too much on your mind that you're not, you're not present and your not focused enough, or just forget, what I'm...

**Jay Sukow**

All of the above.

**Peter Margaritis**

All of the above all.

**Jay Sukow**

And you walk in, and you're like, I've forgotten. I'm distracted. I can't remember. I mean, and it, it happens. What I become aware of is I have a tendency to make big jumps of 'Oh, no, I have brain cancer, or Oh, no, I have Alzheimer's.' I don't go short. I go real big. I go up. And it's like, no, I have to remind myself, it does happen. It doesn't mean I have to say I always do this. It just is like, oh, I forgot what I came in here for.

**Peter Margaritis**

We call that being Greek.

**Jay Sukow**

Yep.

**Peter Margaritis**

I get a headache. It's a tumor. It's got to be a tumor. You need to go see a doctor about that.

**Jay Sukow**

Because you are thinking, worst case scenario. Your brain's like I have to hijack this situation right now. And because it's the worst case, I am wired to protect you. So, it is you gotta go right now to the doctor, right? That's what we do. And it hijacks to save you. That's what it's thinking it's doing. And really, it's like, hold on a second. When you take a breath here, not that. You just take a moment, and you kind of reclaim that that emotional hijack.

**Peter Margaritis**

Well, I shared with you that last year on my birthday, I started getting this irregular heartbeat. And I've had some heart issues in the past, but I couldn't get it under control. And at one point, I was checking my pulse, and it was going about 150 to 160 beats a minute. And I'm sitting there going, I'm gonna have a heart attack right here right now. And I'm gonna die and I won't be able to dial 911. Well, I was able to dial 911, and they came out and the guy, the paramedics come in and they put the little things on me. They go, I can tell you this, you're not gonna die today. Have you ever had a fib before? No, no, this is well, that's what you have. You have your heartbeats out it's and it feels like you're having a heart attack, but you're not. You're not going to die today. And then something in my head said, "How does he know that?" Will you stop. But he goes, this is a classic sign and, and your heart will eventually come back into that rhythm. But the thing that you got it, you know, you won't have a heart attack because of this. But because of the irregularity, the heart rate and stuff, you might be susceptible for strokes. I went, okay, you get to hold that one back a little bit longer. But that's fine. But it's like, we are and then as I'm waiting, I'm on the phone with the 911 person, she's staying on the line with me. I can hear the sirens coming. I'm going okay, how do I tell my mother? How do I? And then what, what, what I gotta do before and all of a sudden, I guess your life somewhat passes in front of you? I don't think my did but weird thoughts were coming about. And it's like, okay, Pete, calm down. But.

**Jay Sukow**

Well, and you're and also, hey Pete, this makes sense I'm having these thoughts, right? Telling yourself, I'm human. I'm having these thoughts. My brain is trying to protect me. And so, it's going to this scenario. Absolutely and you look at this and to tie it back into those positive choices. Now, we can look at it this like, oh, my gosh, I am destined to have a stroke. My life is over.

**Peter Margaritis**

Right? Making me drink again?

**Jay Sukow**

Or we looking at it and go, this is just data. This is just information. I'm attaching emotion behind it, because I'm, I'm a human. And so, I can say I am grateful for the information knowing I'm at risk of having a stroke. Knowing that this is a fib. Knowing that this, so you can, it's not ignoring things. It's putting them in a different light and saying, okay, I'm thankful this happened now. I mean, could you imagine if it didn't happen now, down the road? You're like, well, if I had known?

**Peter Margaritis**

Well, I was thinking about that. I was like, okay, I wasn't in class, because that would have been...

**Jay Sukow**

Yes.

**Peter Margaritis**

That would have been another. Yeah, yeah. And then like somebody's gonna call 911. That would have just been a bigger episode or stress induced piece, and or even been on an airplane.

**Jay Sukow**

Yeah. And you could, you could take these moments and say, I, I can't think of it. I'm surrounded right now with a lot of things. I have a lot of stuff happening in my life, and it's very depressing. And, you know, in that happens for sure. And so maybe in the moment, you don't have that ability right now to think this is a positive thing happening right now. There are times you can reflect back and say, okay, that is why that happened. That was the good reason. I'm, we're all at this point, we're going to survive these situations. We have already. And you look at kind of the past and say, I'm having a freakout right now about this information. What's happened before? That's a good predictor of the future. I'm uncertain about work. Oh, no, I'm uncertain about work. Therefore, I'm going to be homeless, and I'm going to end up on the streets and I'm going to get addicted to something. I'm going to die. Okay, well, that that hasn't even happened. And for some people who have, they've recovered from that, for sure. But you say, all right, I've been employed. I am employable. I'm going through a time right now. I'm accepting the fact that I'm going through a time right now, that's very stressful. Look at that. So, I give it a little, I name it. I take a little power away from it. Now, I'm able to continue to move forward. But we need those moments to take a pause and say this is just happening now. There was a great phrase, and whenever you have a stress about your life, I'm not seeing someone. I'm not, you know, I'm not in a relationship. I'm not in the right job. I'm not in a good place, a living place. Add the two words for now, at the end, it changes everything. For now. I'm not in a good place for now. You know, this is just happening right now. Doesn't mean it's always gonna be this way. I'm just experiencing it right now. And then it just, we're, you're working on reframing these messages that have built up over years and decades. And coming from not you in the beginning. They came from someone else. You know, those bad voices in your head about you, didn't come from you. You came out into this world like, this is amazing.

**Peter Margaritis**

For now. Yeah.

**Jay Sukow**

And then we get these voices in our head that were put by other people that said, 'You're not good enough. You should be farther along. You should live up to your potential.' All these voices get in their head that were not put there by us.

**Peter Margaritis**

So, you're talking about these voices in our heads? Basically, it's the inner critic.

**Jay Sukow**

Yes.

**Peter Margaritis**

And in the book, I did write, I named my inner critic.

**Jay Sukow**

Yes.

**Peter Margaritis**

His name is Nick.

**Jay Sukow**

Yes.

**Peter Margaritis**

Good Greek name, Nick. You know, Nick. Hey Nick, you gotta go put some tape over your mouth here, because I'm tired of listening to you. But, but by giving it a face and name, it makes it real. And then you can have those real conversations with okay, Nick, does everything's okay. Just go back into cubby hole and just go eat some feta cheese and some black olives.

**Jay Sukow**

And you could say, 'Hey, Nick, I expected you to show up. You're right on time. You're right on time. I'm very anxious. This is where you pop up. You're very strong. You've been honed. I'm still going to do this thing. Come along with me. I know you're here. I know I'm nervous. I'm scared. You're, you're right on time.' So, I'm not fighting with that. And that's something, I think it was Bill Hader, I, he was talking about anxiety. He was a performer on SNL. And he's an actor and he talked anxiety. And he's the guy who you look at, you're like, this guy's so good at being in front of people live in this comedy show. And it's like, he was suffering anxiety the whole time. And he named his anxiety monster. And he's like, oh, there you are, I expect you to show up. I'm still doing this. And that's, you know, we're in this state of looking for tools to help during these situations. You pull out a tool, and you're like, I'm gonna try this. And if that works, you go, great, I'm gonna try it again. But one of the big tools for me is like acceptance. It doesn't mean you're a victim. It's just I'm accepting this as the circumstance for now. I'm dealing with something. I'm dealing with a lot of emotions right now. It's the, especially right now as we talk, it's the new year. You look at your calendar, and you're like, oh, I don't know, if I have enough work or I don't have it, I have enough connection. Or if you're, you know, single oh, I don't have somebody and here's another year. You know, you have a lot of this happening and you have to go, it's just uncertain time of the year. I know the end of the year into the new year gets very uncertain. So, my anxiety could be a little bit more. So, I just have to realize that. I have to take more moments to close my eyes and breathe. Take a moment to visualize how I'm going to come out of this. Think about the things, you know, this is nothing new. Think about the things you're grateful for. You know, sometimes

you have to write down a gratitude list every day and I write three things down. It's like you're the three things I'm grateful for. And I sometimes go kicking and screaming and do the writing those things and doing those things, but it's like anything, you sometimes you just need a little nudge.

**Peter Margaritis**

Absolutely. I like that the gratitude list. Write the three things that you're, that you're thankful for, grateful for.

**Jay Sukow**

Yeah, and just, that's it and don't spend to, you know, if you're having a hard time with it, set a timer for yourself. I'm gonna give myself two minutes. A timer, deadlines help with a lot of stuff. So, I have two minutes I'm gonna write down and if I write down the same three things great. It's not about the picking the correct ones or the perfect ones. It's about doing it. Just do it.

**Peter Margaritis**

Yeah, before we started this conversation, we're talking about things like this. Just sometimes you just gotta do it. Sometimes, you. Right? Sometimes you gotta get on the bike, and you gotta ride it.

**Jay Sukow**

Yeah, we talked about it. We can really get caught up in the size of the bike, the color of the bike, how pedals work, and what favorite movies about bikes we like, and we can do everything but getting on it. So, it's like, get on that bike. Don't focus on riding it the best or as perfect as you can. Just get on it. Get on a bike, and then get off. And you keep doing that. So. action, action in those moments.

**Peter Margaritis**

Well, to that point, I was sharing with Jay that I've had a guitar. I actually have two guitars in my house. And I've had these guitars for a number of years, but I've never played them at all. I've, every now and that just get up and goofing around with it, but never. So, in December, I said, I'm going to learn how to play the guitar. I'm signed up for some lessons on online. And, yeah, right now, I'm to the point I am trying to get my fingers all calloused up and trying to learn these cords. But all of a sudden, the other day, I'm sitting there struggling. And I was like, okay, I can actually see myself playing this instrument.

**Jay Sukow**

And it's funny because you're playing it. You're like, I could see myself playing it as you're playing it.

**Peter Margaritis**

As I'm playing it.

**Jay Sukow**

But you're, you wanted, you're setting a goal. I want to learn to play this. And you're in the midst of playing it and getting calloused up.

**Peter Margaritis**

Yeah, and I've told myself, you're not gonna set an hour out every day. You're not gonna set, you know, on Saturdays, you're gonna work for an hour. It's like everyday just gonna pick it up. So, having sitting by my couch, and if I'm watching, you know, been to binge watching Yellowstone or watch the football game or some sporting event, I just picked it up and go, okay, what cord are we working on today? Okay, we're working on the D. How does that feel? How does that, okay, I gotta do this. And I'm getting to the point that after, after about 10-15 minutes, I'll put it down and pick it up later. Okay, it's a little bit easier every time but it just to your point, you just get on the bike.

**Jay Sukow**

It's the first time picking up that guitar is the hardest. The first, because you're establishing a new habit. And I love hearing you say like, I'm not putting a time limit on it. Or it's like, every, all I'm going to do is every day, I'm gonna pick it up. I'm going to strum it. That's it, and then that becomes a habit. And then you're like, oh, I heard that was a chord. Now, I'm gonna keep going and that you're building in that habit into your daily routine. And that's the hardest thing. And I think especially around the New Year, we do have these resolutions, and we get setbacks because we don't do it. Or like, life takes over and we didn't pick up the guitar today. It's like, it's not about yelling, goes back to we talked about, it's not about yelling at yourself. Like you, you didn't pick up the guitar today! You're worthless! It's like, no, I'll do it tomorrow. I didn't pick it up today. Okay, I'm gonna do it tomorrow. And then we do it the next day. And it's like, it starts slowly becoming that habit. But I think, I think that encouragement, and that self love and that empathy for ourselves and that compassion for ourselves, we learn how to give that to ourselves first. And once you can do that, and once you learn how to do that, then it becomes easier to notice it from other people too.

**Peter Margaritis**

Absolutely. Well, buddy, I know you got to get back to some water.

**Jay Sukow**

Some Yeah, as we're talking, my entire first floor is flooded. But I'm like, I'm gonna be at a conversation with Peter. Come Hell literally. Hell or high water.

**Peter Margaritis**

Buddy, thank you for your time. Always a pleasure to talk with you. Now that things have settled down here with the new job and stuff, we'll get back into in 2023 more of that monthly scheduled because I do miss our conversations.

**Jay Sukow**

Yeah.

**Peter Margaritis**

They're a lining in, and actually, we were having one and I said, "Well, you'd like a therapist for me." So, there is that there is a client, therapist, you know, confidentiality. Yeah, yeah.

**Jay Sukow**

I can only, I never use your name. I always say, I can't talk about it. My wife is in the medical field, and is very strict about patients and only like, won't even talk about patients or anything or, or if she does, she'll just do general statements. And I always say, oh, it's Obama, right? I always say, Obama. I got it. She's like, it's not Obama. I'm like that's what somebody's who's treating Obama would say. But it's that same thing. And I think, I think it is to be completely honest, there's a level of, we have to have a trust and vulnerability. And when you have those with people, the bond is so much stronger and you're like, I can be myself. And I don't think we allow ourselves those moments as much so hopefully folks who are listening have people in their lives like that, who it's like we have this, this definite trust and bond and, and confidential discussions at times. And so, that's, we need those as humans. So, thank you for that as well for me.

**Peter Margaritis**

Oh, thank you. I look forward to our next conversation. And hopefully this year I'll get out to California when it dries out. I'll come, I'll come visit my brother. I'll come up and visit you as well.

**Jay Sukow**

That's perfect. You are more than welcome. I can't wait.

**Peter Margaritis**

Cool, buddy. Alright, man, you take care of yourself and Happy New Year to you.

**Jay Sukow**

Happy New Year. Peter. Thank you.

**Peter Margaritis**

I would like to thank Jay for his time, knowledge and thoughts about how to deal with uncertainty more productively and positively. Remember, there are those people who prefer to say yes, and there are those who prefer to say no. Those who say yes I'm rewarded by the adventures they have and those who say no are rewarded by the safety they attain. Be a Yes person. And thank you for listening.