

NEWSLETTER



When to Push, When to Pause: Staying Sharp Without Burning Out

In Indian pharma, managers often run on auto-pilot — chasing numbers, handling rep issues, and reacting to every doctor crisis instantly. But smart leaders know: it's not about how hard you run, it's about knowing when to push and when to pause. This issue gives you quick, no-fuss ways to catch burnout signs before they hurt your performance or people.

• What Sharp Managers Do

Spot burnout signs early

Notice dips in energy or focus before it affects performance.

Pick battles wisely

Act only on issues that impact sales, trust, or team morale.

Check their own mindset

Stay aware of your tone, reactions, and presence — teams copy you.



Your Action Tools This Week — No Forms, No CRM

Quick Energy Check Nudge (Do it now)

On a scale of 1–5, how’s your energy **right now?**

- 1–2: Step away. One chai, no phone, 5 mins.
- 3: Drop one low-value task now. Focus only on doctor calls or rep issues that move prescriptions today.
- 4–5: Good zone. Who’s one rep you’ll call to boost today?

➡ Save this as a screenshot in your gallery.



Notice | Filter | Reflect

End-of-Week Self-Check Voice Prompt (Friday 7PM)

When driving home or on your last field round:

“What moment drained me this week? What did I handle well? What will I do differently next week?”

No notes needed — just think it through.

Visual Decision Filter

When to Push:

- Will this decision impact patient trust or doctor confidence today?
- Will delaying hurt my rep’s morale?

When to Pause:

- Is this about ego, admin, or fatigue?
- Can it wait till tomorrow without hurting numbers or people?



Final Takeaways

- Smart managers don’t run harder — they course-correct earlier.
- Protect your energy, or it’ll control your decisions.
- Use tiny resets, not long lectures.