

The Halftime Huddle

A midyear reset for people who are not done yet.

KEY CONCEPT

Halftime is not the moment to throw in the towel or write off the year. It is a strategic pause. The scoreboard tells you where you are right now, but it does not determine where you finish. Winners use halftime to get honest, identify the right adjustments, and build momentum for the second half.

LOOK AT YOUR SCOREBOARD

Go beyond the headline number. Track every lead indicator that feeds the final result: contacts made, appointments set, conversion rates. Numbers are not emotional. They tell the story of your actions, not your worth.

GET HONEST WITH YOURSELF

Where are you lying to yourself? What activities are you avoiding? If you are doing different things than before and expecting the same results, the gap is not the market. The gap is in your choices.

MAKE ONE ADJUSTMENT

It is probably not fifteen things. If you change too many variables at once you will never know what worked. Identify the one most important shift and commit to it with real consistency.

KEY TAKEAWAY

Denial never creates momentum, but honesty does. You still have time to affect how 2026 ends. The second half starts with one honest conversation with yourself.

REFLECTION QUESTIONS

1. What worked in the first half of this year? Where did you win, and what specifically caused that win?

2. What did not work, and were you truly consistent with it? Be honest about whether the method failed or the follow-through did.

3. Where did you lose momentum? What habit slipped, and when did it happen?

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REFLECTION QUESTIONS CONTINUED

4. What numbers are you avoiding? What activities are attached to those numbers that you have been putting off?

5. Where do you need to get honest with yourself? Where are you expecting results from actions you are not actually taking?

6. What is the ONE adjustment that will change your second half? Not a list. One thing.

YOUR HALFTIME HUDDLE

Schedule a block of time this week, even just a few hours, to sit with these questions. Take a notebook. Step away from your inbox. This is a strategy session, not a feelings session. Come out of it with one clear commitment for the second half of 2026.

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