

MARTIAL ARTS FOR THE MIND

Stress Management & Self-Mastery Skills for Leaders

Good leaders inspire loyalty, draw the best out of their subordinates, and are excellent communicators. These principles are often taught in leadership training programs, but are rarely remembered in the heat of battle. This is because leadership, like every other endeavor, starts in the human mind.

Until our mind and emotions are under our control, there is a large gap between what we know and what we do.

This program has been taken by leaders in many fields — CEO's, Army Colonels, police chiefs, hospital administrators — with the same result: a sense of clarity and self-mastery that enables attendees to put into practice the knowledge and experience they have spent a lifetime accumulating.

Don't allow your managers to spend all their time studying the tools of proper leadership without giving them the skills to implement them. This program helps executives and managers:

- Understand and communicate more effectively with difficult co-workers and employees.
- Manage challenging work situations with greater calmness and clarity of mind.
- Dramatically reduce stress with simple meditation, breathing, and relaxation techniques that can be done in just a few moments.
- Enhance personal productivity. Focus the mind where you want it to go, to achieve results more quickly and effectively.

"A+. This program provided tremendous new insight. Life will improve if you practice the techniques learned today. I know I will."

Mark McDonald, President
Hitachi Instruments

"Of the more than 20 management training programs Kimpton offered last year, your seminar was ranked highest.

We believe we have better leaders now as a result of it: more balanced, more relaxed, and less overworked."

Niki Leondakis, COO
Kimpton Hotels

"Your program is excellent. I am hopeful that you can present this training to our CEO members throughout the U.S."

Wendy Beecham, Chair, The TEC Group
Chief Executives Working Together

—Clients include—

NASA • Yahoo! • GE
Westin Hotels • Hilton Hotels
Stanford School of Medicine
U.S. Post Office • U.S. Army
Ernst & Young • Wilson Sonsini
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Juniper Networks
San Jose Police Academy
Denver International Airport
Social Security Administration



David and Karen Gamow

David and Karen Gamow have trained executives and managers at more than one hundred companies, and over 20,000 people in the past ten years. Authors of *Freedom from Stress*, the Gamows' work has been featured in the San Jose Mercury News, Investor's Business Daily, Gannett News, and on FOX-TV News. David has practiced meditation for twenty-three years while maintaining a demanding schedule of business obligations: starting two new companies, and successfully navigating three small-business turn-arounds. The Gamows' training receives top ratings from corporate CEOs, top-level executives, and managers in business, health, and government.



City & County of Denver
JOHN W. HICKENLOOPER
Mayor

David and Karen Gamow
Clarity Seminars
240 Monroe Drive, #215
Mountain View, CA 94040

Dear David and Karen,

I just wanted to thank you for the two excellent trainings you provided for our staff. We were very pleased with the response, especially from our senior managers. They are under tremendous pressure from the heightened security needs we face since 9/11, and it has taken a toll on our people. Your program was a life-saver for all the participants, and provided techniques that people can immediately put to use as soon as they walk out of the classroom.

We opened up the training to everyone on staff, from maintenance people to top-level management, and had a great cross-section of participation.

Several senior managers who attended were very pleased with the program's practicality and effectiveness. They asked that this be made available to all our employees on an on-going basis. If the response to the last two trainings is any indication, there will be a full crowd again next time you come. We look forward to having you back again, soon.

Sincerely,

Mary Jo Snell
Human Resources Training Manager
Denver International Airport



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INTERNATIONAL**
AIRPORT

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David and Karen Gamow
Clarity Seminars
240 Monroe Drive, #215
Mountain View, CA 94040

Dear David and Karen,

I just wanted to thank you for your excellent training. It was riveting and highly motivational.

Most programs are heavy on theory and talk, and light on practical tools. Yours was just the opposite. The skills you gave our managers will enable them to communicate much more sensitively with others, and to better manage their teams.

Your program is ideal for helping us retain our valuable managers, and save them from burnout or job dissatisfaction. It provided our people with invaluable skills to manage their workloads and their staff effectively. Thank you for helping us communicate our support for our managers' personal and professional development.

I recommend your training highly.

Sincerely,

A handwritten signature in blue ink, appearing to read "M. Hyde".

Mark W. Hyde
Hyatt San Jose
Director of Human Resources



David and Karen Gamow
Clarity Seminars
240 Monroe Drive, Suite 215
Mountain View, CA 94040

Dear David and Karen,

The day of your program, I said it was “awesome”, and now I can say it in a few more words.

Thank you for your excellent presentation for our Chief Information Office Business and Investment Branch employees at our annual Branch meeting. We have been through several years of significant change in our staffing and our organization, with yet another major change happening now. It has been a period of significant consolidation and extremely high stress.

Your program was perfect and was just what we needed. It was lively, fun, and completely engaging, start to finish. It was remarkably effective, as well. People had reductions in pain and physical tension after just one period of exercises. Our Assistant Director was so satisfied with your seminar, that he addressed the ‘teachings’ many times during his presentations during the week. This was followed by many of our Branch presenters doing the same. I know many people are using the technique for overcoming insomnia. Your teachings on how to deal with difficult people at home and at work will be a life-saver!

I recommend your program for anyone — really, EVERYONE would benefit from it. You are performing a great service.

Thanks again for making a difference!

Sincerely,

A handwritten signature in black ink, appearing to read "Gina M. Thomas". The signature is fluid and cursive, with a long horizontal flourish extending to the right.

GINA M. THOMAS
Chief Information Office/Business & Investment Branch
2008 Branch Conference Coordinator
USDA Forest Service



INFORMATION TECHNOLOGY SERVICES (ITS)
THE UNIVERSITY OF TEXAS AT AUSTIN

Clarity Seminars
240 Monroe Drive, #215
Mountain View, CA 94040

David and Karen:

Thank you for bringing your training to our hard-working staff. We have been interested in providing meaningful stress management help to our staff for a long time, and had not found a program that we felt would be effective.

We found yours to be different. It includes simple exercises and tools that people learn in class and can do easily on their own. When I returned to my desk after the training, I found that I was more focused and relaxed than I had been in a long time. In fact, I was extremely productive that afternoon, more than usual. I was interrupted numerous times, but was able to handle people quickly and kindly and return to work focused and relaxed.

We initially brought you in for two training sessions for our management. Afterwards, they felt strongly their staff would benefit also. We scheduled four more training sessions for our staff and they were very well-received. Several months later, people are still talking about the benefits and practicing the exercises and the ideas they learned. Given the pressures on IT to perform, this is an enormous help with our focus, perspective, and productivity.

Your program is very effective and powerful. I highly recommend it. It was a pleasure to meet and work with you both and I hope our paths cross again soon.

Sincerely,

Melissa DeVore, PHR
Assistant Director
The University of Texas at Austin

Information Technology Services
Infrastructure, Innovation, Integrity

(received by email)

November 3, 2005

David and Karen Gamow
Clarity Seminars
240 Monroe Drive, #215
Mountain View, CA 94040

Dear David and Karen:

Thank you for providing an excellent and highly-rated program for our managers. I heard many extremely positive comments afterwards, from a tough audience of people who are fairly discerning about how they spend their training time.

The most frequently heard comments were “excellent, practical, informative, inspiring, thought-provoking.” The program was surprisingly fast-paced and totally engaging — the time simply flew by.

One of our managers said, “I frequently leave a seminar thinking, ‘Was that it?’ I came in to today’s training session stressed, but found the presentation so engaging, I could not focus on anything else. I am excited to try these exercises and techniques!”

People owe it to themselves, their co-workers, and their loved ones to acquire these skills. Practicing them would transform any workplace—and people’s lives— for the better. We look forward to implementing these skills, and bringing your training to more of our employees.

Sincerely,



Pam Delnevo
Training and Development Coordinator

National Aeronautics and
Space Administration
Ames Research Center
Moffett Field, CA 94035-1000



Reply to Attn of: DQH:218-2

Karen & David Gamow
Clarity Seminars
240 Monroe Drive, Suite #215
Mountain View, CA 94040

Dear Karen & David,

I want to thank you for the exceptional job you did on the "Breaking the Stress Habit" course here at Ames today. It was even better than the first class, and that one was tremendously successful! Feedback on the evaluations from all participants has been so enthusiastic...8-10s on a scale to 10. Can't get much better than that. After the first class, one manager told me "It's the best thing I've ever taken at Ames," and he's been here almost 20 years.

I feel this is the best stress management program we've ever offered in my 20 years at the Center, and I'm thrilled that we have you on contract for two more classes before the end of the fiscal year. With the response as great as it has been (30 people signed up for the class today!) it's obvious there's a great need. I am confident that we can continue to offer our employees this practical training in life that provides effective tools they can work with, and not just a lot of talk.

People I've spoken with about the course have commented on feeling more focused, calm, and have experienced increased productivity that continued for weeks after the training. It's exciting to think that hundreds of employees will be trained in these life-affirming techniques all over Ames as we continue to offer this course. This could truly revolutionize Ames Research Center. At least, it will revolutionize many people's lives on a daily basis.

In the face of the constant uncertainty, reduction in force, budget cuts, and reorganization facing NASA, this course is exactly what everyone needs. I wish we could make it mandatory for all employees...Now that would be revolutionary! Please feel free to refer any potential clients in industry or government to me for a recommendation.

Sincerely,

A handwritten signature in black ink that reads "Miriam Glazer". The signature is fluid and cursive, with a long horizontal stroke at the end.

Miriam Glazer, MA,
MPH Health Programs Manager

Stanford University
Stanford Linear Accelerator Center

Operated for the U.S. Department of Energy by Stanford University



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E-mail: erin@slac.stanford.edu
Training Coordinator

David & Karen Gamow
240 Monroe Drive, Suite 215
Mountain View, CA 94040

Dear David and Karen,

Thanks to both of you for another superb session today! Your program has proven to be popular here. As always, we are receiving wonderful feedback.

A stream of people leaving the classroom thanked us personally, saying that this was the most beneficial training they ever attended. Typical of the comments we received was this enthusiastic evaluation: "Two thumbs up! This is a workshop not to be missed. It will change your life!" We pride ourselves on offering practical training to our people, so this is saying something, indeed.

Our employees are an extremely intelligent group of people, including some of the country's finest research scientists, and they gave this program top ratings. It's a big plus that the program is based on clinical research and that people can experience the results of the techniques first-hand. Even our traditional skeptics were won over.

We're very pleased to provide this training to our employees, and plan to have you back again soon. This program is very much needed, and it works.

Sincerely,

A handwritten signature in black ink, appearing to read "Erin M. Smith", written in a cursive style.

Erin M. Smith
Training Coordinator



**CLARITY
SEMINARS**

240 Monroe Drive, Suite 215

Mountain View, CA 94040

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David and Karen Gamow, Trainers & Conference Speakers

Course Outline

Martial Arts for the Mind ***Self-Mastery for Leaders and Managers***

Please note: This outline is for a full 4-hour training.

This training is also available in an abbreviated 3-hour session or a 2-hour session.

Introduction: goals and objectives of the seminar

Key obstacles to mental clarity

Clinical research

Guided practice session:

breathing and relaxation techniques for physical self-mastery when under stress

Cognitive skills in self-mastery

Commonly held misperceptions that negatively impact effectiveness

The culprit: unconscious, habitual reactions

The role of stress and speed and their impacts on performance

How never to be out of control again: choosing responses instead of reacting

A 4-step process developed by a Harvard M.D. for controlling the reactive process

Learning to step back and see the bigger picture

Martial arts for the mind: discipline, focus, effectiveness, and speed, with calmness

Productivity unleashed: how mental clarity cuts projects into minutes that formerly might have taken hours or days to complete

How to draw the best out of others

Guided practice session, including techniques for calming and focusing the mind

Closing

Handouts: *Guided breathing, relaxation, and meditation techniques (CD)*

Clinical research

Self-Mastery Skills in the Heat of Battle



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David and Karen Gamow
Trainers & Conference Speakers

Fee Schedule

Martial Arts for the Mind **Stress Management & Self-Mastery Skills for Leaders**

2 to 4 hour seminar	\$2,100
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Ideal program length is 3.5 to 4 hours

Suggested 2-hour follow-up	\$1,200
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One to two weeks later

A follow-up session is helpful for attendees, allowing them to ask questions based on experiences since the training. A brief review helps deepen understanding and application of ideas.

These rates are for the training session, and not per person. The ideal class size is 8 to 30 participants.

All handouts and guided practices on CD are included for up to 30 participants.

For conference keynotes, break-out sessions, or programs requiring an overnight stay, please call for pricing.