

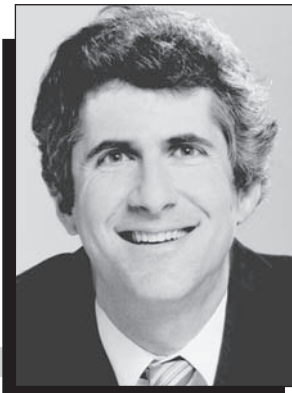
# BREAKING THE CYCLE OF STRESS

## *For Peak Performance and Four-Star Customer Service*

Gain clarity of mind and an increased capacity to meet and overcome life's challenges. This training, also used at NASA, is at the cutting edge of stress reduction. It provides a combination of cognitive training for getting at the root causes of stress, along with powerful breathing, relaxation, and meditation techniques. These methods have been clinically proven at Harvard and MIT to reduce blood pressure, relieve chronic pain and insomnia, and increase mental focus.

Incorporate powerful changes in attitude into your life, along with easy-to-learn techniques that will greatly reduce your stress. Participants will learn how to:

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



David and Karen Gamow

David and Karen Gamow have personally trained over 20,000 people in these methods. Authors of *Freedom from Stress*, their work has been featured in *Investors' Business Daily*, *San Jose Mercury News*, *Gannett News*, and on FOX-TV News. Managers report increased productivity many months after training in extremely high-stress occupations, including mobilizing Army Reserve forces for combat. Participants with headaches or back pain report their pain gone or greatly diminished by the end of a single session. Their presentations consistently draw top ratings, helping people from all walks of life to experience greater health and freedom from stress.

Clarity Seminars • (650) 917-1186 • [www.clarityseminars.com](http://www.clarityseminars.com)

"The best stress-management program we've ever offered — ideal for helping us retain our valuable managers, and save them from burnout. It provided our people with invaluable skills to manage their workloads and their staff effectively."

— Mark Hyde, Director Human Resources  
Hyatt Sainte Claire, San Jose

◆  
"Of the more than 20 professional programs offered last year, your seminar was ranked highest by our managers."

—Niki Leondakis, VP, Kimpton Hotels

◆  
"It has been a high priority for me, personally, to bring these skills to our people; it's something I wish I had learned earlier in my career. Your program is excellent and high-energy, designed to meet the needs of the most demanding hotel professional. I highly recommend it."

— Bruce Carpenter, General Manager  
Westin Santa Clara

### —Clients include—

Westin • Hilton  
Kimpton Hotels  
Marriott • Sheraton  
U.S. Post Office • U.S. Army  
NASA • IBM • Yahoo  
Hitachi • Nokia  
Tenaya Lodge at Yosemite  
Denver International Airport  
San Jose Police Department  
Stanford School of Medicine



Hyatt Sainte Claire  
Downtown San Jose  
302 S. Market Street  
San Jose, CA 95113 USA

Telephone: 408.298.1234  
Fax: 408.977.0403

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. In fact, it was the best stress-management program we've ever offered. Most programs are heavy on theory and talk, and light on practical tools. Yours was just the opposite. Your training was much more than stress-management. 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



# THE WESTIN HOTEL

SANTA CLARA

5101 GREAT AMERICA PARKWAY

SANTA CLARA, CA 98054

Tel 408.986.0700

Fax 408.980.3990

clara@westin.com

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

Dear David and Karen,

I recently attended one of your stress management trainings and found it very helpful. I felt that it would be beneficial for my managers at the Westin Santa Clara, as well. I arranged a training on-site, and invited all the managers to attend. I was pleased that nearly all of them did, and that they appreciated the hands-on skills you provided. The feedback was very positive.

It's the kind of training that can make an important difference in their lives, as managers, and as people. It has been a high priority for me, personally, to bring these skills to our people; it's something I wish I had learned earlier in my career.

Your program is excellent and high-energy, designed to meet the needs of the most demanding hotel professional. I highly recommend it.

Yours,  
Bruce Carpenter, General Manager  
Westin Santa Clara

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

Dear David and Karen,

I wanted to thank you for the “Martial Arts for the Mind” stress training program you did for our two Silicon Valley hotels last week.

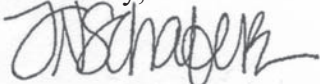
Several managers said it was the most beneficial training they had ever taken at Marriott. One of the leaders in the group stated afterwards, “I could have listened to David speak forever; he was so engaging!” Many managers have talked with me about how they are already applying the ideas and techniques to help with their workloads and their staffs.

I also experienced benefits from training already, in just the few days since the class:

- 1) I was in a 3-hour traffic delay on my way to work. Instead of reacting with tension and impatience, I decided to practice some of the techniques you shared. I arrived at work in a completely different (and better) state of mind.
- 2) My work is highly deadline driven, and I often feel that I am pushing others to make things happen. But I had a shift in perspective from the training that greatly reduced my stress. I know my new attitude will help people perform better.
- 3) I was in a challenging meeting – the kind that started with a headache and moved into shoulder pain. Practicing what I learned in the training, by the time I reached home that night, I felt remarkably better, physically and mentally. I know it was something that I would have carried the whole evening if I had not attended your class.

You two are a great combination of presenters: one very high-energy and the other calming and relaxing. The program was completely engaging from start to finish. I highly recommend your training. It’s excellent, and very much needed.

Sincerely,



Tiffany Schafer, Director  
Human Resources



## KIMPTON HOTEL & RESTAURANT GROUP

SAN FRANCISCO  
SEATTLE  
PORTLAND  
TACOMA  
BEVERLY HILLS

"We are extremely pleased with the quality of your work for Kimpton. Six months after your sessions, I *continue* to hear so many positive comments. Many people have told me it's the most impactful training they've ever done."

—Kim Passantino, Director of Human Resources  
Kimpton Group

"Everyone is talking about your program. I expect to be seeing a lot more of you. We're starting a new training initiative called Kimpton University next year for all our managers and you will be a central part of it."

—A human resources manager at headquarters

"Of the more than 20 professional programs Kimpton offered last year, Clarity Seminars' stress management seminar was ranked highest by employees. We believe we have better managers and leaders now as a result of them feeling more balanced, more relaxed, and less overworked."

—Niki Leandakis, Vice President,  
Kimpton Hotel and Restaurant Group  
(As quoted in *Restaurant Business Magazine*,  
September, 1999)

*From a new hotel manager, who returned to Kimpton after a year-long stint with a well-known, international hotel company:*

"This training proves that I made the right decision. If my previous company had shown this level of interest in my development as a manager and as a person, I never would have left."

*Comments from other managers who attended Clarity Seminars' four-hour stress management training:*

- "Clear, concise, effective. A 'must' for every-day life."
- "This training was the most relevant and helpful I have ever attended."
- "This is a 'must-see.' It's interesting, informative, and yet easy to follow."
- "Outstanding and refreshing! Let's do this quarterly."
- "Frenzied hotel employees actually sat still for 4 hours and they appreciated it. Very insightful."
- "A wonderful combination of physical and mental training. I left the workshop feeling more refreshed and relaxed than ever before."
- "Bring your tired, poor, oppressed, and stressed. You'll leave feeling better than you ever imagined, with tools to make the world better. I loved the stories."
- "Sometimes we are so caught up in our daily struggles that we feel just making it through the day is an achievement. We don't realize the stress we actually experience and what our reactions really do to others. Learning how to identify the stress that challenges us is what will allow us to really make a difference in this world."
- "Excellent performance. Realistic and down-to-earth. Very helpful and life-changing."

*Four-star properties owned and operated by The Kimpton Group*

Sir Francis Drake Hotel, San Francisco ★★★★★

Scala's Bistro, San Francisco ★★★★★

Hotel Monaco, San Francisco, Denver, Chicago ★★★★★

Grand Cafe, San Francisco, Denver, Chicago ★★★★★

Clarion Hotel, San Francisco ★★★★★

Beverly Prescott Hotel, Beverly Hills ★★★★★

The Chez Restaurant, Beverly Hills ★★★★★

Alexis Hotel, Portland ★★★★★

Red Star Tavern, Seattle ★★★★★

Fifth Avenue Suites, Seattle ★★★★★



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

Dear David and Karen,

Thank you for providing such a beneficial and powerful program to our hotel managers. I highly recommend your training to any company that is serious about enhancing employee performance and effectiveness. It improves our ability to deliver quality customer service, communicate more sensitively with our guests and our staff, and perform better at our jobs.

We needed this program. It couldn't have come at a better time. The training last week had a powerful effect on a number of our people who are experiencing extremely challenging situations — divorce, caring for aging parents, serious illness — on top of the demands of managing a busy conference hotel with more business than usual. Just looking into the faces of these people, I could see immediate benefit from the techniques you taught.

These techniques are a great resource for hotel managers and employees. We look forward to having you back again to include the managers we missed this time. Contact us when you will be returning to Florida. And good luck with your training work, wherever it takes you.

Sincerely,

A handwritten signature in black ink that reads 'Chrissie Plock'. The signature is written in a cursive, flowing style.

Chrissie Plock, Director  
Human Resources



# TENAYA LODGE

AT YOSEMITE

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

Dear David and Karen,

Thank you for bringing your training to Tenaya for our hotel managers. I have never seen such a positive response to a training program. The program was beyond anything we expected. I heard many people talking about it afterwards saying things like: "the best seminar I have ever attended" — "powerful" — "life-changing".

When I first heard about your work, I read your materials and the testimonial letters from your clients, and I was very excited to have you here. But, honestly, the testimonials don't begin to describe the power and effectiveness of your program.

Now we can't wait to share this with guests. We are very pleased to be partnering with you to offer a special retreat weekend that we hope will become a twice annual event. Tenaya Lodge specializes in providing a 4-star hotel experience near Yosemite where guests receive an extremely high quality and memorable respite from stress. But you will be giving our visitors something more lasting: skills in self-mastery and stress management they can use for the rest of their lives. Your program is truly a life-transforming experience.

All our best to you.

Sincerely,

Kaylene Riggs, Director of Sales  
Tenaya Lodge of Yosemite  
DNC Corporation



1122 HIGHWAY 41 • PO BOX 159 • FISH CAMP, CA 93623  
TEL: 559-683-6555 • FAX: 559-683-6147  
1-800-653-5807  
[www.tenayalodge.com](http://www.tenayalodge.com)



# Additional Testimonials

*from sponsors and participants of Clarity Seminars' Stress Management Training*

One of the best seminars I have ever attended. It has made a huge difference in my life, as well as a **tremendous positive impact on my performance** in a highly stressful work environment.

—Becky Stokes, Manager  
Sun Microsystems

Thank you for delivering a great program to our employees. I must admit, I was skeptical about how these techniques would benefit me once my busy day began, but I have been happily surprised. I have felt **noticeably more relaxed, focused, and effective at work**. I also find that I have **increased clarity**, enabling me to be more proactive and strategic when challenges at work arise.”

—Teresa Agustin, Learning &  
Development Manager, Yahoo! Inc.

My doctor ordered me to take this course. **My perceptions have changed completely in just four weeks**. I'm able to handle so much more than I used to, with much less stress and anger.

—Craig M., Manager, 3Com

I have had a great deal of trouble falling asleep; my mind is racing all the time. Since your program, I've been able to fall asleep immediately, and sleep all the way through the night again. **What a difference it makes at work.**

—Linda S., small business owner

**We have seen an immediate benefit from your seminar.** People who have completed the program have seen and felt a difference in their professional and personal lives. We are eager to have more employees attend and apply the techniques. Thanks for a wonderful and well received program!

—Tony Deblauwe, Director of Human Resources, Nokia Northern California

Of the more than 20 management training programs Kimpton offered last year, your seminar was ranked highest by our employees. **We believe we have better leaders now** as a result of it: more balanced, more relaxed, and less overworked.

—Niki Leondakis, Vice President  
Kimpton Hotels

**The response to your program has been so enthusiastic, our company president asked to join in on last week's session.** But there was an additional benefit I hadn't anticipated. Employees were surprised and gratified that the company offered training for them, personally. It wasn't just technical/job skills training. It was also help for them as human beings. Management was pleased that people responded so positively, because **we want to show how much we value our people.** Thank you.

—Lisa Vere, HR Manager  
Rosendin Electric

**The most exciting new thing I have learned in a long time.** Wonderful and very useful information made very interesting and humorous. Exercises were incredible.

—Nancy Outenreath, Oncology Nurse

It's very hard to characterize this class. It's foundational for a wide variety of subjects: Customer Service, Coping with Difficult People, Reducing Stress, and more. It contains solid information about relaxation, stress, coping and ultimately taking personal responsibility for changing those things we can change. **Great, great class. I highly recommend the Gamows' training.**

—Diane Flannigan, Training Manager,  
Coldwell Banker

Frankly, we have not had much success with previous stress management trainers. But your program has been markedly different. You've done more than a dozen highly successful training sessions so far for us. **We are glad to have found you, as it has filled a long-standing gap in our training.** Working with you has been a pleasure.

—Jennifer Parker, Training Coordinator,  
Wilson Sonsini Goodrich & Rosati

We offer programs regularly to employees, but they are often more “talk” than techniques and tools. **Your training was full of hands-on techniques that people can take back to the office and apply in their lives—with noticeable results.** I've gotten very positive feedback for employees. I highly recommend your program. This training is needed here in Silicon Valley, and it works!

—Angela Lepore  
Benefits Administrator, Oral-B

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.**

—Erin M. Smith, Training Coordinator  
Stanford Linear Accelerator Center

I have never seen such a positive response to a program. Many people afterwards said things like: “the best seminar I have ever attended” — “powerful” — “life-changing”. **Honestly, the testimonials don't begin to describe the power and effectiveness of your program.**

—Kaylene Riggs, Director of Sales,  
Tenaya Lodge at Yosemite

## Additional Testimonials (continued)

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What I didn't tell you (I didn't want to raise *your* stress level) was that the group of sixty managers you were about to train were all veteran educators who definitely have a "show me" attitude when it comes to staff development — a very tough audience. Well, the reviews are in and you guys were an absolute hit — **the single highest rated program we have ever had.** Many participants told me that it was the most valuable training they had ever experienced.

—Tom Fitzpatrick,  
Assistant to the Superintendent  
San Mateo County Office of Education

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You have no idea what taking your class has done for me. The **shoulder pain I have had for three months is almost gone.** Thank you so much.

Sharon B., Stanford University

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This is a high-stress environment, and your training has been a great help in accomplishing what we need to get done here. Having a core of trained people has benefited the whole Center. **Even one person with calm energy in the face of challenge helps everyone to respond at their best.** I recommend your work highly.

—Charles Palmer, Jr. Administrator,  
351st Civil Affairs, U.S. Army

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We've been going through a very stressful downsizing. After your program, we hired a placement company to help staff find jobs. The counselor called me with surprise and said, "Usually people are worried about the changes awaiting them. Your people have been calm and collected, even laughing and enjoying the process. Why?" I attribute it largely to the success of your program. **It has been invaluable for our people in dealing with the changes that have taken place.** Thank you!

—Jennifer Rieble, Training Director,  
Burns Philp Corporation

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It has been a high priority for me, personally, to bring these skills to our people; it's something I wish I had learned earlier in my career. **Your program is excellent and high-energy,** designed to meet the needs of the most demanding hotel professional.

—Bruce Carpenter, General Manager,  
Westin Santa Clara

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I feel different—more relaxed, more in control. This program has been a powerful experience.

—Astrid Terlep, Administrator, NASA

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95% of participants rated the program as *excellent*. The skills and techniques that you shared will be an invaluable asset to supporting our health care mission.

—Dani Walter, MPH, Integrative  
Medicine Coordinator  
St. Anthony's Hospital, St. Pete, FL

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**This was one of our most successful programs;** seventy people attended. Everyone is asking me when you can come back for more.

—Carol Montgomery, HR Manager  
Maxtor

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I've had chronic neck pain for many years, and work in a very stressful environment. Yet, after practicing these techniques for only a short time, **my neck pain is almost completely gone.**

—Emma Ybarra, Printer,  
Mountain View, CA

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Looking at people's faces afterwards, I could tell they were very pleased with the program. One of the people I was hoping would benefit the most is doing the exercises every day. **He is getting along better with his colleagues. I see real improvement in his behavior.**

—HR director (Anonymous)

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I enjoyed your program immensely. This program is excellent for people on the bench. I've thought long and deeply about how to respond to the people who appear in my courtroom, given their frustrations, lack of respect for authority, and the necessity to be both understanding and strong. Thanks again for the important information you've provided. I intend to implement all of the tools in my professional and personal life.

—A judge (anonymous as required by law)

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**We needed this program. It couldn't have come at a better time.**

It had a powerful effect on a number of our people who are experiencing extremely challenging situations — divorce, caring for aging parents, serious illness — on top of the demands of managing a busy conference hotel with more business than usual. Just looking into the faces of these people, I could see immediate benefit from the techniques you taught.

—Chrissie Plock  
Director Human Resources  
Hilton Tampa Westshore, FL

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I practice the guided exercises with your CD every other day, and find it very helpful. It's terrific reinforcement.

—Jeff Ing, Sales Manager, Oracle

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I just want to say thank you! The techniques you teach are wonderful. I have gained so much control over areas of my life that I always felt I had very little control over. I just experienced, hands down, the best interview of my life. I was offered the job I have wanted, but never had the courage to apply for until now. This experience has given me confidence and a positive perspective. **I'm amazed at how just a few hours of your program changed my life in such dramatic ways.**

—Kellie. W., NASA



**CLARITY  
SEMINARS**

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Mountain View, CA 94040

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(888) 917-1186 • (925) 263-0015

*David and Karen Gamow, Trainers & Conference Speakers*

## Course Outline

### **Breaking the Cycle of Stress**

*Please note: This outline is for a four-hour training, with an optional two-hour follow-up.  
This training is also available in a single 4-hour session or a 3 hour session.*

#### **Hour 1**

Introduction

Goals and objectives of the seminar

Stress points in participants' lives (write on board)

What is stress?

Health impacts of prolonged stress

Scientific research on benefits of relaxation and meditation in reducing stress

Guided practice session

#### **Hour 2**

Q & A on exercises

How to make relaxation techniques a daily habit

Mind/body approaches to healing stress

#### **Hour 2.5**

Commonly held misperceptions that dramatically increase stress

The culprit: unconscious, habitual reactions

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

A 4-step process developed by a Harvard M.D. for controlling our reactions

Learning to step back: tips for seeing the bigger picture

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

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

#### **Hour 4**

Guided practice session

Breaking the stress habit in the heat of battle—work and family stresses

Participants discuss or role-play every-day challenges

Closing/homework/evaluations

#### **Follow-up session** (Optional, and ideally one week later)

Practical applications—open discussion of experiences since first session

Learning to step back: tips for seeing the bigger picture

Guided practice session

Closing/ wrap-up/ long-term homework

Handouts:     *Practical hints for establishing a daily routine*  
                  *Guided relaxation and meditation exercises on CD*  
                  *Meditation and relaxation written instructions*  
                  *A survey of recent research on meditation and stress*



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*David and Karen Gamow*  
*Trainers & Conference Speakers*

## Fee Schedule

### **Breaking the Cycle of Stress**

*also titled*

**Martial Arts for the Mind: Stress Management Skills for Peak Performance**

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

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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.*