

BREAKING THE CYCLE OF STRESS

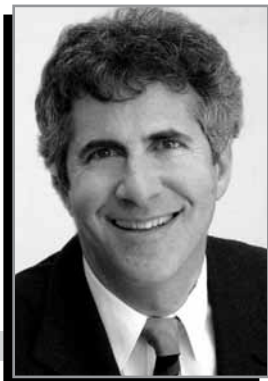
Skills for Peak Performance & Effectiveness

Also titled: "Martial Arts for the Mind" or "Stress & Resiliency Skills for the Workplace"

Gain clarity of mind and an increased capacity to meet and overcome life's challenges. This resiliency 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 increase your effectiveness. Participants will learn how to:

- Manage challenging work situations with greater calmness and clarity of mind
- Understand and communicate more effectively with difficult colleagues
- Dramatically reduce stress with simple techniques that can be done in just a few moments
- Achieve significant relief from chronic pain, high blood pressure, and insomnia
- Increase mental focus and productivity amidst 24/7 hyperconnectivity and distractions



David and Karen Gamow

David and Karen Gamow are two of the leading corporate stress and meditation trainers in the United States. They have personally trained over 25,000 people in these methods in a wide range of settings from high-tech to government. Their training has been an integral part of management development programs for NASA, SSA, and GE Healthcare. They have provided training for the military and UN peacekeeping support. The Gamows' presentations are consistently among the highest-rated trainings an organization provides its people. Authors of *Freedom from Stress*, their work has been featured in *Gannett News*, *Industry Week*, *Investor's Business Daily*, and *Money Magazine*.

"I work with hundreds of the finest trainers throughout the world. Your presentation is in the top 10%. You really motivate and change people. Your enthusiasm shines through what you do, and the effect is dramatic."
—Bob Cancalosi, Global Chief Learning Officer
GE Healthcare

◆
"So many programs on stress or work/life balance can be one-dimensional. Your program teaches people a new perspective that makes it much easier to handle challenges of any kind, small or large."
—Debra Hardison, Director, HR, Genencor

◆
"Our employees include 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 Smith, Training Coordinator,
Stanford Linear Accelerator Center

—Clients include—

GE Healthcare • Genencor
NASA • EMC • Citrix
Nokia • Juniper Networks
U.S. Navy • Dionex • OralB
Gilead • Onyx Pharmaceuticals
Stanford Research Institute (SRI)
Wilson Sonsini Goodrich & Rosati
Stanford School of Medicine



**CLARITY
SEMINARS**

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Learning and behavioral objectives
Stress and resiliency training

1. Gain control over how you respond to others, especially in challenging situations.
2. Respond appropriately to interruptions, deadlines, and competing demands on time.
3. Gain mastery over your mind and emotions, so you can remain calm at the moment of conflict, and prevent situations from escalating.
4. Evaluate critical situations more clearly and impersonally.
5. Reduce the effects of negative emotions on decision-making.
6. Understand and communicate more effectively with difficult employees/colleagues.
7. Use breathing methods to increase mental focus, and reduce dependence on unhealthy methods of alleviating stress (anger, withdrawal, alcohol, caffeine, avoidance, etc.)
8. Achieve significant relief from insomnia high, blood pressure, pain, and other stress-related conditions that interfere with both productivity and on the job demeanor.
9. Enhance personal productivity. Focus the mind where you want it to go, \to achieve results more quickly and effectively.

Instructional strategy:

The training is a combination of lecture, experience of techniques, Q & A, and voluntary interaction between the instructor and participants. Participants experience exercises and ideas as observers/scientists, and are encouraged to test them for themselves, in the classroom. The lecture portion includes humor and motivational periods, and is characterized by participants as engaging and fast-paced. The program is both entertaining and challenging, with the often-achieved goal of a significant and dramatic shift in understanding and insight.

Course content:

The training consists of two approaches to stress: cognitive and physiological. The cognitive training culminates in a 4-step process developed at Harvard that helps participants break the cycle of responding to challenging situations in stressful or non-productive ways. Participants gain an understanding of the mind and its habitual, unconscious responses to external challenges, and also learn how to consciously choose a different response. To the extent that stress is a feeling of being out of control, stress is reduced as we gain mastery over our responses, even in small ways.

The second prong of the training is hands-on practice in a number of relaxation, breathing, and meditation techniques that are clinically proven to reduce stress and enhance mental focus. Participants are also trained to relax the body at will, relieve physical tension, and relieve or eliminate pain. Other benefits include reducing or eliminating insomnia, reducing blood pressure, and enhancing resilience.



Genencor International, Inc.®

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

Dear David and Karen:

Thank you so much for an excellent seminar. I can see why this course comes highly recommended. I add my recommendation as well.

So many programs on stress or work/life balance can be one-dimensional. They talk about specific problems and what to do in each one. This is fine, but then whenever something new comes up, people are left high and dry.

Your program teaches people a new perspective that makes it much easier to handle challenges of any kind, small or large. It's so much more useful! I really feel that each attendee received real tools that can make an immediate difference in both their work and personal lives. I know the participants felt the same way, from the immediate feedback I received after the program.

We look forward to having you back again soon.

Sincerely,

Debra Hardison, Human Resources
Genencor International



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Sunnyvale, CA 94088-3603
408 737 0700
Fax 408 730 9403

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 our managers. I'm happy to report that the feedback has been very positive. For weeks afterwards, we've been hearing participants talking about the things they learned and how they are applying them. Our director received an earful; everyone trooped off to his office to say how great the program was.

It is rare to find a training program that is both personally rewarding for attendees and directly beneficial to the company as well. I believe we will have better managers and employees as a result of your work.

Your class included people from many diverse cultural backgrounds and from many scientific fields. I was surprised and pleased how highly your program was rated, especially by scientists who are traditionally a tough audience to please. It helps that your program is scientifically based, and that participants can personally experience the benefits of the techniques immediately in the classroom, as well as afterwards on their own.

One of my staff has been going through a long and challenging time with illness in her family. She's reported a dramatic improvement in her ability to handle difficult interactions with others. I know many others have benefited personally and professionally.

I highly recommend this training. It's an excellent investment in our people—something that improves their performance on the job, and in life. We plan to have you back again, soon.

Sincerely,

A handwritten signature in black ink that reads 'Toni Smith'.

Toni Smith, Director
Human Resources
Dionex Corporation



STANFORD UNIVERSITY SCHOOL OF MEDICINE

Stanford University Medical Center

Human Resource Group

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

Dear David and Karen,

I am writing to let you know that I have heard excellent reviews of your three-hour stress management seminar, *Breaking the Cycle of Stress*, which you conducted yesterday for 14 of our Directors of Finance and Administration and senior management staff. They commented that it was “fabulous” and the fastest 3 hours they had ever spent. I heard some remarkable reports of the benefits people experienced.

Due to the excellent feedback, we would like to have you return for an encore presentation. We have also received an inquiry about doing a session for one of our other departments.

One of the participants wrote:

“I couldn’t wait to tell you how much I appreciated the workshop. I am never able to sit in a chair for long due to my bad back. Yet, I had absolutely no trouble sitting the entire three hours without even a hint of being uncomfortable (which I am 99.99% of the time). Another positive outcome is that I have done the guided exercises 5 days in a row and am seeing tremendous ongoing benefits [in both pain relief and communicating more effectively with others]. I can’t begin to thank you enough for the workshop and all that I learned and gained from it. The benefits are incredible. Meeting these presenters has changed life dramatically for me in so many ways and in such a short time.”

Thank you so much for the wonderful experience you provided for our administrators, and for providing a very useful, worthwhile training session for our professional staff. They not only found it informative, they are very enthusiastic about incorporating the techniques they learned into their everyday work life.

Sincerely,

A handwritten signature in cursive script that reads "Cori".

Cori Bossenberry
Director
Human Resource Group



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'.

Erin M. Smith
Training 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



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Clarity Seminars
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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)

Additional Testimonials

“We all are in agreement that this is one of the best training sessions anyone of us have taken at Stanford (or anywhere else, for that matter).”

— *David Silberman, Director, Health & Safety Programs, Stanford School of Medicine*

“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. It works!”

— *Angela Lepore, Benefits Administrator, Oral-B*

“This was the most useful and excellent course I have taken in my entire life.”

— *Meredith Brown, Nurse, Seton Medical Center*

“A+. This program provided tremendous new insight in how to recognize and eliminate stress. Life will improve if you practice the techniques learned today. I know I will.”

— *Mark McDonald, former President Hitachi Instruments*

“I have felt noticeably more relaxed, focused, and effective at work.”

— *Teresa A., Manager, Yahoo*

“A few days after your class, something happened that caused a tremendous amount of stress in me. I was literally fuming while driving home. So I started doing the exercises right then and there, in the car. By the time I got home, I felt completely free of anger. In fact, I felt like I’d taken a valium. I am stunned how effective these techniques are.”

— *T.S., Microsoft*

“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.”

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

“This is the best stress management program we’ve ever offered in my 20 years at NASA.”

— *Miriam Glazer, Programs Director NASA-Ames Research Center*

“One of our senior VPs was dominating and brusque with subordinates and clients. But he was invaluable to the company. We allowed it to continue for too long. But finally, we told him his job depended on improving these behaviors, and we required him to take your training. I am happy to report that he is practicing the exercises every day, and we see real improvement. He is communicating more sensitively with colleagues.”

— *HR director (Anonymous)*

“I highly recommend this training. It’s an excellent investment in our people—something that improves their performance on the job, and in life.”

— *Toni Smith, Human Resources Manager, Dionex*

“After years of insomnia, I’ve been able to fall asleep immediately, and sleep all the way through the night again. Thank you!”

— *L. Stevenin, small business owner*

“My husband took your program because his blood pressure was so high. He was on three medications that seemed not to be working very well. “I’m overjoyed to tell you that his blood pressure has dropped from 160/92 to 99/81!”

— *Anonymous*

“This training program was helpful, not only in terms of how to deal with people who stress you out, but especially on how you handle yourself, so you don’t let the slings, arrows, and other misfortunes that others may sling your way get you down. It was rather liberating, in fact.”

— *John Lom, Deputy Chief Counsel, TTB Department of the Treasury*

“David Gamow and his wife, Karen, have trained thousands of people in the high-stress world of Silicon Valley. It’s not surprising that companies are discovering the benefits of meditation in helping their work forces to better handle stress, and many are offering stress reduction and meditation seminars.”

— *Investor’s Business Daily*

“David and Karen represent a rare breed of professionals who practice what they preach – teaching timeless self management principles designed to help us reduce stress while gaining control of our work and personal lives.”

— *Phil Quigley, Talent Development Manager, Yahoo!*



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Course outline

*This outline is for a complete 3.5 hour training.
The course can be taught in a shorter period, but this is the
most effective length for retention and participation.*

- 0:00-1:20 Part 1: Physiology**
Brief overview
Scientific research on stress, and benefits of what participants will learn today
Guided practice session
Q & A on techniques
- 1:20-1:30 Break*
- 1:30-2:35 Part 2: Cognitive skills for resiliency: Self-mastery in daily life**
Commonly held perceptions that dramatically increase negative responses,
 such as anger, fear, or stress
Becoming aware of habitual reactions that derail our effectiveness
Learning to step back: how to move into seeing the bigger picture before reaction
A 4-step process developed by a Harvard M.D. for learning how to choose
 our responses consciously, even under high-stress conditions.
Exploring real-life applications in work and life
(voluntary classroom participation, not role-play)
- 2:35-2:45 Break*
- 2:45-3:20 Part 3: Physiology**
Guided practice session
 (two additional techniques, and full-practice, shortened version)
Detailed: cognitive and physiological benefits of each of the techniques
- 3:20-3:30 Closing**
Closing Q & A/Evaluations

*Handouts: Clinical research
 Guided breathing, relaxation, and meditation techniques (CD)
 Benefits and applications of techniques
 In the heat of battle: cognitive skills for self-mastery under pressure*



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Fee Schedule

3.5 hour seminar	\$2,400
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*Local rate for San Francisco Bay Area. For programs requiring an overnight stay, conferences, large groups, or multiple programs, please call for pricing.

Additional notes:

Recommended maximum is 35 participants.
More people can be included if needed.

Shorter program lengths are possible; pricing is the same.
3.5 to 4 hours is the recommended length.

These rates are for the training session, and not per person.
All handouts and CDs are included.

Training is best done in the morning when possible.