



David &  
Karen  
Gamow



# Martial Arts for the Mind

## *Stress & Resilience Skills*

Gain clarity of mind and an increased capacity to meet and overcome life's challenges. This training provides physiological and cognitive techniques to overcome the negative impacts of stress, and to increase our capacity to bounce back from adversity.

Navy Seals use these techniques to calm intense fear before combat. Actors and athletes use them to reduce stress and enhance performance under pressure. Learn how to stop the stress response before it arises, and to find effective ways to release it once present. Learn how to:

- Understand and communicate more sensitively with others without denying or sacrificing your own feelings
- Manage challenging work situations with greater calm and clarity of mind
- Release stress with clinically-proven relaxation, breathing, and meditation techniques that can be done in just a few moments
- Achieve significant relief from chronic pain, insomnia, and high blood pressure, among many other health conditions
- Increase focus amid 24/7 hyper-connectivity and distractions

### ON-SITE TRAINING

**3 hours (shorter lengths possible)**

Cost: \$2,400 San Francisco area  
\$4,200 Western States | \$5,700 Midwest  
\$6,400 East Coast, Hawaii, Alaska  
\$2,800 Each additional training

### VIRTUAL TRAINING

**90 minutes**

Cost: \$2,100 up to 50 people  
\$2,400: 50-100 | \$3,000 for 150  
\$3,500 for 200 | \$4,000 for 300

"People owe it to themselves, co-workers, and loved ones to acquire these skills. Practicing them would transform any workplace – and people's lives – for the better."

—Pam Delnevo, Training & Development Coordinator, Morrison & Foerster

"This training 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, Department of the Treasury

"Excellent. Several people said this was the best training they had ever experienced, anywhere. Many said this was potentially life-changing for them."

—Tracy Laurie, Training & Development Manager, Perkins Coie

"You have a wonderful way of connecting meaningfully with your audience. Anyone in a law firm environment would benefit greatly from your program."

—Karin Wiborn, Program Chair East Bay ALA (San Francisco area)

"Your program is fast-paced, challenging, motivational, and practical."

—Linda Woodward, Director Stanford University Legal Services

David and Karen Gamow have trained over 35,000 employees for clients including Perkins Coie, Wilson Sonsini, U.S. Department of Justice, many federal district courts, NASA, GE, CBS, Citrix, Stanford University, and the U.S. Navy. For years their training has been an integral part of leadership training intensives for GE, NASA, and the Social Security Administration. They have spoken about stress on behalf of the American Heart Association. Authors of *Freedom from Stress*, their work has been featured in *Investor's Business Daily*, *Huffington Post*, and *Money Magazine*.

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## Our instructional strategy

The training is a combination of lecture, experiential activity, 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 is engaging, humorous, and sometimes challenging. The goal is a significant shift in understanding.

## 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 and naturally 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 learn how 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.

## Course outline

### 3 hour training

Intro and clinical research (30)  
Guided techniques/Q&A (40)  
Cognitive skills (60)  
Break (15)  
Guided techniques and  
Benefits of each technique (30)  
Closing (5)

### 2 hour training

Intro (10)  
Guided techniques/Q&A (35)  
Cognitive skills (45)  
Break (10)  
Guided techniques and benefits (15)  
Closing (5)

### 90 min training (live or virtual)

Intro (10)  
Guided techniques/Q&A (35)  
Cognitive skills (40)  
Closing (5)



*"Employees are clamoring for help with stress, but it's rare to find a program that's effective. The Gamows' easy presentation style coupled with an obvious deep knowledge of human physiology and psychology gives them great credibility with their audiences."*

*—Jeanne Batey, HR Director,  
Office of Economic  
Development, City of Denver*

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## Clients

### Legal

Perkins Coie  
Wilson Sonsini Goodrich & Rosati  
Fragomen, Del Rey, Bernsen & Loewy  
Carr McClellan  
Association of Legal Administrators  
Santa Clara District Attorney  
U.S. Department of Justice  
U.S District Courts  
*Western District of WA, Middle District  
of PA, Eastern District of PA, Northern  
District of FL*

### Police/Fire/Emergency Services

San Francisco Police Academy  
Denver International Airport  
San Jose Fire Department  
San Jose Police Department  
San Mateo County Sheriff  
Santa Clara County / Fire Department

### Technology

Citrix Systems  
CBS  
NASA  
Hewlett Packard  
Stanford Linear Accelerator Center  
GE Crotonville  
Cisco  
IBM  
Hitachi  
Juniper Networks  
Nokia  
Plantronics  
Dürr Systems  
Boeing  
Lockheed Martin

### Biotech & Healthcare

Genencor (Dupont)  
GE Healthcare  
Gilead  
Medtronic  
Kaiser Permanente  
Oral-B  
Stanford School of Medicine  
Howard Hughes Medical Institute  
American Heart Association

## *Additional testimonials*

"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. I intend to implement all of the tools in my professional and personal life."

—A Federal district court judge

"Your program helped me immensely with a personal issue. I am so much more at peace with it than I was before your program, it's really been a positive change for me and I am thrilled about it. Life just threw me another curve ball with which I'm now grappling, but I feel more empowered than I did before. Thanks so much to you both."

—P. D., Manager, Perkins Coie

"I found your training very valuable. I am keenly interested in providing the "Martial Arts for the Mind" training to others within the court family to help improve the well-being of staff."

—Silvio Lugo, Chief U.S. Pretrial Services Officer  
Northern District of California

"I honestly have to say I am very impressed with this session on stress management. It was practical and most importantly, after only trying it once, I can feel a difference already. I was at the wall emotionally, filled with stress and it was starting to affect my health in a big way. It will be awhile before I'm back to normal, but for now, my stress is manageable. I would highly recommend this for any corporate setting, regardless of the type of industry."

—Janice A., Wilson Sonsini Goodrich and Rosati

"Being resilient is being flexible and staying in a good positive mindset when things are coming at us. Change is a constant. But we often don't pay enough attention to how we are taking care of our internal states. *Martial Arts for the Mind* will make you a maestro."

—North America Learning Manager, General Electric

"One of my colleagues has suffered from insomnia for a long time. The day after your training, she came into my office to say that she was finally able to fall asleep quickly, and stay asleep the whole night through because of the techniques she learned just 10 hours earlier. I can feel the difference in my own life as well. I am still amazed that just a few hours of your training can yield such positive results."

—Christina Gray, Employee Training, The Focal Point

"You are the best training/presenters I've seen in my professional career. You gave a phenomenal presentation. I do believe you and your husband are changing the world, one person at a time. It's wonderful. Thanks for what you do!"

—Ashley Hunter, United States Probation Officer  
U.S. Probation, District of Montana

"When we first announced your training at our headquarters, two sessions filled up so quickly, we needed to add another, and yet another in just 24 hours. People are already using the ideas shared to communicate more carefully and thoughtfully with others, and to focus more effectively at work. We look forward to bringing these programs to more of our staff."

—Tracy Laurie, Staff Training & Development Manager

"The ability to react calmly in pressure situations is an invaluable skill. Your ability to not only show us how to do that, but motivate and inspire us to do it, is what makes your program so valuable."

—Brenda Velasquez, 911 Dispatch Manager  
South San Francisco Police Department

"Excellent. This should be base-line training for all law enforcement officers. I've been in law enforcement for over 30 years, and we can be a tough crowd to present to. Our officers truly appreciated what you taught us."

—Jim Hjelmgren, Chief, Law Enforcement, National Wildlife  
Refuge System of Alaska, U.S. Fish & Wildlife Service

The Gamows were speakers at an annual ALA conference in Seattle, and received a 6.75 rating out of 7 from 160 participants. Several attendees commented that it was the best ALA presentation they had seen in 10 years. This was one of the most highly rated programs at the 3-day conference.

—Pam Stong, Director of Professional Development Association  
of Legal Administrators

"These skills are critical for working effectively with the public, handling the constant stress, and making sure our employees can leave those stresses at work when they go home to their families."

—Lt. William Bonifacio, Manager  
San Mateo County Sheriff's Department

"Thank you both for a wonderful presentation at our attorney retreat."

—Radhika Emens, Carr McClellan

"Thank you and David so much for the outstanding workshop this past Saturday! The feedback we are receiving is overwhelmingly positive from both newer and older employees. I have a feeling that this is the start of a change perspective and mentality for many people."

—Robert Zabala, Supervising Paralegal  
Fragomen, Del Rey, Bernsen & Loewy, LLP

"It's clear how much you care about the participants. It comes from your heart and has a real impact on people, in a way that most trainings simply don't. More than sharing information, you are connecting with people in a way that can really change them. I have received very positive feedback our people."

—S.S., Senior U.S. Probation Officer and Training Coordinator  
Northern District of Alabama