

STRESS & RESILIENCY SKILLS FOR MEDICAL PROFESSIONALS

also titled *Martial Arts for the Mind*

Gain clarity of mind and an increased capacity to meet and overcome life's challenges. This training provides both physical 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 during performance. Learn how to stop the stress response before it arises, and to find effective ways to release it once present. You'll 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 simple 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
- Increase mental focus and productivity amidst 24/7 hyperconnectivity and distractions

"We all are in agreement that yours is one of the best training sessions any of us have taken at Stanford (or anywhere else, for that matter)."

— David Silberman, Manager
Stanford University School of Medicine

♦
"Our people loved your training last week. Staff requests to attend and attendance were at an all-time high. I was impressed with the benefits of the program, and the motivation that people felt."

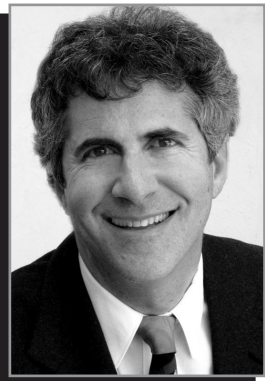
— Leila Llewelyn, Director of Education
San Mateo Medical Center

♦
"I just wanted to thank you for presenting such a cogent and much needed seminar for our Ob/Gyn residents. It was exactly what I was hoping to give to our hard-working group."

—Robin Field, M.D., Kaiser Permanente

—Clients include—

Stanford School of Medicine
Sutter Health • Seton Medical
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Oral-B • Yahoo! • Citrix
Kaiser Permanente
Stanford Linear Accelerator
NASA • U.S. Army • U.S. Navy



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 30,000 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*.

Clarity Seminars • (650) 917-1186 • www.clarityseminars.com



CLARITY SEMINARS

www.clarityseminars.com
240 Monroe Drive, Suite 215
Mountain View, CA 94040

David & Karen Gamow
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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.



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



Western States Affiliate
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Burlingame, CA 94010
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David and Karen Gamow
Clarity Seminars
240 Monroe Drive, #215
Mountain View, CA 94040

Dear David and Karen:

Thank you for presenting at our Western States Affiliate's Executive Team annual planning session in July. What a pleasure it was to learn from the two of you and benefit from the concepts and techniques you have mastered in effectively managing stress. The feedback on your session has been very positive and, as one of our tenured senior staff members shared, this was the best session she has participated in during her 20 years in terms of personal and professional impact.

There was spirited audience participation, which we very much appreciated. I also appreciated how willing you were to help our people gain insights, and to patiently listen to and answer their questions.

We have been working on accelerating progress in shaping an even greater level of personal and shared accountability aligned with the results we are committed to achieving as an organization. We know that we have the talent, desire and capabilities across our organization. What we were most hoping to gain from your session was what you provided us — the critical dimension of *how* to actually make the kinds of personal changes we need to become more effective managers and leaders. It was perfect for equipping our team with the hands-on tools for gaining greater control over our reactive process and how to choose appropriate responses when under high levels of stress. You provided helpful insights into how to bring the best out of ourselves — and our staff and volunteers. Many people commented to me afterward that this was something they very much appreciated and that it came at just the right time for us.

You were a pleasure to work with as presenters. With a last minute room re-arrangement, you were calm and cheerful, and put me at ease. It was a happy sign that you practice what you preach. I highly recommend this training for any group serious about helping their managers become better leaders. These are essential tools for work, and for life.

Sincerely,

Sheree Chiang
Senior Vice President, Human Resources



2425 Geary Blvd.
San Francisco, CA 94115

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 presenting such a cogent and much needed seminar for our Ob/Gyn residents. It was exactly what I was hoping to give to our hard-working group.

To have longevity and success as a physician, we all need to gain mastery over our own stress and ourselves, or we become depleted and burn out at the source.

As I said to the group before your program, it's like the airline announcement that 'in case of an emergency, we need to first place the oxygen mask securely over our own face before we can help the one next to us'.

To become effective healers, we need to break our own cycle of stress so our compassion and skills are better able to pour out to help those in need.

Robin Field, M.D.
Ob-Gyn Residency Program Director
Kaiser Permanente, San Francisco

(testimonial received by email)

1600 Divisadero Street
Building B
6th floor, Box 0506
San Francisco, CA 95114
tel: 415/353-9533
fax: 415/353-7729
www.ucsf.edu/pathol/

Dear David and Karen,

We were very pleased to offer three sessions of your “Breaking the Cycle of Stress” training to our Pathology staff.

One of our senior managers said that the program was:

“Educational with the potential to liberate; this should be taught in grade school to everyone. This is a life skill worth having.”

Other comments we received:

“It was an EXCELLENT workshop. Very relaxing and positive. I am eager to start practicing.”

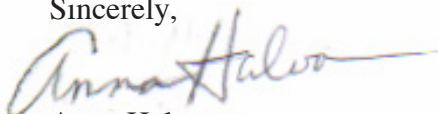
“This program has a lot of real-life examples and situations that are helpful to us to handle our stress. Today’s program is beneficial to us for the rest of our lives.”

“Relevant to everyday situations. I felt like I could realistically apply the techniques immediately after.”

Our staffers are a busy and skeptical bunch, so it was a pleasant surprise that the feedback was so positive. We were very glad to offer this to our employees. It was a high priority for us to offer a beneficial program that would really help people with stress levels. Your program is useful and effective, and we appreciate what you have brought to our department.

We highly recommend your work.

Sincerely,



Anna Halvorson



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

Dear David and Karen,

Our people loved your training last week. People gave it an average rating of 9.6 out of 10. Staff requests to attend and attendance were at an all time high for this class. Many more staff would like to take the training. We almost never bring in outside trainings because our budget is somewhat limited, but I am hopeful we can find a way to bring you back in the spring.

I was impressed with the benefits of the program, and the motivation people felt. People came away knowing that they could take simple steps to immediately improve their ability to communicate and work effectively with others. The attendees really came to see that they can have much more control over their reactions than they normally think is possible. The analogies and stories were very powerful.

The relaxation and breathing techniques are also very effective. Several participants with serious pain reported significantly reduced pain after just one exercise.

I highly recommend this training. Thank you for bringing this program to our staff.

Sincerely,

Leila Llewelyn,
Director of Education

Board of Supervisors: Mark Church • Rose Jacobs Gibson • Richard S. Gordon • Jerry Hill • Adrienne J. Tissier • **Interim CEO:** Sang-ick Chang, M.D.
222 W. 39th Avenue, San Mateo, CA 94403 • 650-573-2222 • www.sanmateomedicalcenter.org

*Main Campus Clinics: Primary Care Clinic, OB/GYN Clinic, Pediatrics Clinic, Medical Specialty Clinic, Surgical Specialty Clinic, Dental Clinic, Eye Clinic
Ron Robinson Senior Care Center • Coastsides Clinic • Daly City Clinic • Daly City Youth Health Center • South San Francisco Clinic
Sequoia Teen Wellness Center • Fair Oaks Clinic • Fair Oaks Children's Clinic • Willow Clinic • Methadone Clinic • Burlingame Long-Term Care*



Sutter Health
Sacramento Sierra Region

Dear David and Karen,

As coordinators of the 2008 Patient Caregivers Symposium, we want to thank you for your very special part as the Keynote Speakers for our June 5th event. Your presentation "Martial Arts for the Mind" fit beautifully with our theme of coping with change and reducing stress, and blended superbly with the speakers that preceded and followed you. The strength of your topic ensured a highly successful, informative, and fun event.

Evaluations were positive, and we have received many comments from staff stopping us in the halls offered thanks and praise. Several staff told us they have begun doing the short meditation exercise and they do feel it is making a subtle difference they can notice.

Enclosed are the evaluation summaries for your review. Your overall ratings averaged from 228 participant evaluations are excellent: "Knowledge" was rated 4.6 of 5 and "Style" rated 4.5 of 5 maximum scoring. The comments are transcribed from the evaluations.

After reviewing the comments and talking with participants and our team of helpers, many of whom are also educators themselves, we feel you delivered what we hoped your presentation would offer our attendees.

It was as much our delight to work with you both, during our planning phase prior to the June 5th event, as it was to participate during your presentations that day. We would highly recommend you to any other Sutter and healthcare groups who may be looking for speakers on your topic.

With much gratitude and appreciation, THANK YOU, David and Karen!

Kay Jelton

Marci Lampe

Nora O'Neill



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

Dear David and Karen,

Once a year, our office brings in special training to benefit the staff and the operation of the clinic. This year, for the first time, we chose your training, to help us learn how to deliver top quality customer service to our clients and stay sane in the process. Many of our clients are low-income with sick and struggling children. It's a very high pressure situation for them, and for us.

Your training was really outstanding - one of the best I have ever attended. It was motivating and insightful. Our staff gained tools that many are using every day to feel more of a sense of self-mastery and control over their lives. The feedback was very positive from everyone, from doctors to the administrative support. I think the doctors appreciated it the most, actually. You opened up a group discussion on issues we have not addressed so openly in the past: stress, how we respond to it, and how we treat each other under pressure.

I am seeing a real difference in myself and others, and I wanted to thank you for bringing this program to our group. I recommend your training with enthusiasm.

Sincerely,

A handwritten signature in blue ink that reads 'Linda Olson'. The signature is fluid and cursive, with the first name 'Linda' and last name 'Olson' clearly distinguishable.

Linda Olson, Office Manager
Bay Area Pediatric and Pulmonary Clinic



Morton Plant Mease

HEALTH CARE

Cancer Center

P.O. Box 210, Clearwater, Florida 34617-0210

Lykes Centers
For Radiation Therapy

Clearwater Campus
300 Pinellas Street
Clearwater, FL 34616
813-462-7045

Largo Campus
198 14th Street SW
Largo, FL 33770
813-462-7245

Powell Center
Pavilion
303 Pinellas Street
Clearwater, FL 34616
813-462-2100

Education and Support
Cancer Patient Support
Services (CaPSS)
Oncology Data Center
American Cancer Society
Independent Home
Health Care

Clinical Services
Intravenous Therapy
Enterostomal Therapy
Head and Neck Clinic
Pain Management Services

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

Dear David and Karen,

I wanted to thank you for bringing your meditation and stress reduction training to our patients and health care professionals.

Your programs were a tremendous success. We heard so many positive comments from participants, and saw how much people had appreciated and benefitted from the experience. I only wish it had been longer. Next time, it will be!

I was struck, also, at how many people attended. There were more than 60 participants, one of the best-attended programs we've sponsored this year.

It was clear from the feedback – your program answers a pressing need. You are providing invaluable tools for stress reduction and pain management that anyone can learn in just a few hours. The face of modern medicine is changing, and you are helping all of us to be a part of that change.

Come again! We'd love to host you again, next time you are on tour here. Meanwhile, best wishes from all of us Powell Cancer Pavilion.

Sincerely,

Lance Samms, LCSW
Team Leader and Counselor
Cancer Patient Support Services
Powell Cancer Pavilion



1200 Seventh Ave. North • St. Petersburg, FL 33705 • (727) 825-1100

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

Dear David & Karen,

On behalf of the Team Members at St. Anthony's Health Care, we want to thank you both for the dynamic and interactive training that you provided.

According to the program evaluations, 95% of participants rated the program as excellent. Comments of what participants liked most about the program include, "being given practical, learnable, teachable tools to handle stressful situations better," and the "opportunity to practice meditation techniques during the training and take a tape home to practice." Participants also commented on David's "great sense of humor and use of real-life stories in the presentation," Karen's "calming voice" and the "relaxed atmosphere and group interaction without being put on the spot."

At St. Anthony's Hospital, our Team members, whether in direct patient care or not, are continually faced with stressful situations in their personal lives and on the job. It was my hope that the training would teach them the tools to effectively deal with their response to stress as well as the ability to understand how simple breathing techniques can positively affect their health. We can say with confidence that you succeeded on both fronts!

We are anxious to have you back in the fall when you return to the Tampa Bay Area so that you may train many more of our Team Members. Based on the comments we received it is apparent that the skills and techniques that you shared will be an invaluable asset to supporting our health care's mission of meeting the needs that we serve.

Best regards,

A handwritten signature in black ink that reads "Dani Walter".

Dani Walter, MPH
Integrative Medicine Coordinator

A handwritten signature in black ink that reads "Chris Peterson".

Chris Peterson
Team Wellness Coordinator

Additional Testimonials

"I'm normally in pain and discomfort nearly all the time, and yet I was pain free after a single session of your exercises. I can't begin to thank you enough for your training and all that I learned and gained from it. The benefits are incredible."

—*S. M., 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*

"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*

"The face of modern medicine is changing, and you are helping all of us to be a part of that change. You are providing invaluable tools for stress reduction and pain management that anyone can learn in a few hours."

—*Lance Sams, Cancer Center
Morton Plant Mease Hospital, Clearwater, FL*

"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."

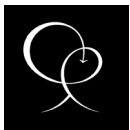
—*John Lom, Deputy Chief Counsel, TTB
Department of the Treasury*

"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."

—*Pam Delnevo, Training and Development
Morrison & Foerster (law firm)*

"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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SEMINARS**

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(650) 917-1186 • *david@clarityseminars.com*

Fee Schedule

3.5 hour seminar	\$2,400	San Francisco Bay Area
Note: If we are already in your area training for other clients, a session would be approximately \$2,800-\$3,200 depending on travel.	\$4,200	West Coast or AZ
	\$5,700	Midwest
	\$6,400	East Coast

Price is all-inclusive: includes 2 trainers, travel (air, hotel, car) and materials
Additional trainings on the same day or consecutive days are \$2,800 each.

Additional notes:

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

Shorter program lengths are possible; pricing is the same.