

Stress & Resilience Skills for Education 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; professional athletes and actors use them to enhance performance under pressure. Learn how to stop the stress response before it arises, and to find effective ways to release it, once present.

Whether you are in a leadership position or supporting others, you have a tremendous influence on those around you. Bring your mind and emotions more under your control, so you can give your very best to others. Learn how to:

- Understand and communicate more effectively with difficult colleagues
- 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
- Achieve significant relief from chronic pain, high blood pressure, and insomnia
- Increase mental focus and productivity amidst 24/7 hyperconnectivity and distractions

Our people do staff development for a living — a very tough audience. Yours was 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, Asst. to the Superintendent
San Mateo County Office of Education

"We all are in agreement. 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

"Thank you. This session was perfect for our annual conference. I appreciate how responsive you were to our needs."

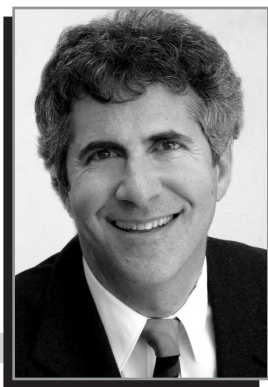
—Barb Koca, Illinois ASBO
Association of School Business Officials

"I have a PhD in Performance Psychology, and your program is one of the most powerful I have ever seen. You have an exceptional way of sharing these life-changing ideas."

—Gregory South, Dean of Student Learning
College of the Siskiyous

—Clients include—

Stanford University • UCSF
CBS • University of Texas
Head Start • GE Healthcare
NASA • U.S. Army • U.S. Navy
U.S. Department of Education
San Mateo County Board of Education
Association of California Community
College Administrators
Association of School Business Officials



David and Karen Gamow

David and Karen Gamow are two of the leading stress and resiliency 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 *Huffington Post*, *Gannett News*, *Industry Week*, *Investor's Business Daily*, and *Money Magazine*.

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



CLARITY SEMINARS

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David & Karen Gamow, Trainers & conference speakers

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 program is both entertaining and challenging, with the 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.



INFORMATION TECHNOLOGY SERVICES (ITS)

THE UNIVERSITY OF TEXAS AT AUSTIN

Austin, Texas 78712-1110, G2700 • (512) 475-9300 • FAX (512) 475-9282 • e-mail: its@utexas.edu

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)



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



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



SAN MATEO COUNTY OFFICE OF EDUCATION

Floyd Gonella, Ed.D., County Superintendent of Schools

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

Dear Karen and David:

Thank you so much for your wonderful presentation on Stress Management. You did a marvelous job and the feedback on your workshop has been extremely positive.

When I previewed your course at one of the public programs you give on occasion, I was very impressed with the content, format, and delivery of the session. Your presentation represented all the aspects I had been looking for — professional, research-based, dynamically performed, balanced between practice and theory, and extraordinarily useful.

I was delighted when you agreed to offer the same presentation to my management group. What I didn't tell you (I didn't want to raise *your* stress level) was that the group of sixty managers were all veteran educators who definitely have a "show me" attitude when it comes to staff development. In fact, the core of the group was composed of people who do staff development for a living — a very tough audience. Well, the reviews are in and you guys were an absolute hit. Yours was the single highest rated program we have ever had. The comments about your program were uniformly enthusiastic. The blend of information and tools about stress that David presented in such a dynamic way, and the actual practice of meditation led by Karen, was very effective. Many participants told me that it was the most valuable training they had ever experienced.

So, again, thank you. Educators have a tough and stressful job and you have given them the means to effectively cope with that stress.

I could go on and on singing your praises, but I must now face that I have the impossible task of arranging future programs that live up to the high standards that the Gamows have set. Breathing deeply...

Sincerely,

Tom Fitzpatrick
Assistant to the Superintendent

TF:je

STANFORD
UNIVERSITY

OFFICE OF THE GENERAL COUNSEL
Linda L. Woodward
Director of Legal Services



Telephone (650) 723-9751
Facsimile (650) 723-4323
lindaw@stanford.edu

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 the training you conducted for our attorneys. Below is a testimonial which you may use with my permission:

"I really didn't know what to expect when the Gamows came to present to our group. The program greatly exceeded my expectations. It was fast-paced, challenging, motivational, and practical. Our group gave it high reviews and I could see that many people were personally affected by it."

Linda Woodward

A handwritten signature in black ink that reads "Linda Woodward".

Director of Legal Services
Office of the General Counsel
Stanford University



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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

Department of Pathology

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.”

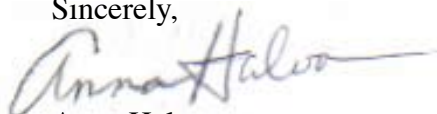
“This program has a lot of real-life examples and situations that are helpful to us to handle our stress. Today’s program is beneficial to us for the rest of our lives.”

“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.

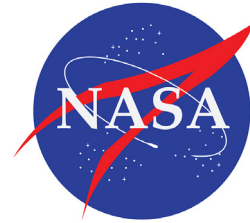
We highly recommend your work.

Sincerely,



Anna Halvorson

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".

Miriam Glazer, MA,
MPH Health Programs Manager



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

Dear David & Karen,

Thanks so much for your recent trainings at our San Francisco and Fort Lauderdale offices.

The techniques and skills you share are very effective and beneficial. As you know, we work in a fast-paced, fast-changing business environment. I believe that these are critical skills for achieving our goals with greater clarity of mind, without losing our sense of humor or our health along the way.

The feedback I've received from the participants was equally positive and reiterates my comments above. While it has been some time now since I attended the pilot session you provided, I can add from my own personal experience that I am able to deal more effectively with difficult situations and people, as well as with my always substantial workload.

We have a savvy audience when it comes to training, having hosted some of the most noted speakers and authors in the country, and I heard from several participants that your presentation was one of the best they'd experienced.

I highly recommend your training. We look forward to bringing these benefits to more employees throughout the country this fall and in the future.

Sincerely,

A handwritten signature in black ink, appearing to read "Jeff Faselow".

Jeff Faselow, Manager
Learning & Development
CBS Interactive



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

Dear David & Karen,

The feedback after your training session has been great. I think everyone found the training to be very beneficial, applicable, and engaging.

One of the Center Directors said it was the “best training she’s attended” since working for Head Start, and others agreed.

I’m so grateful we connected and that you were able to be the presenters for our fall conference.

Ashley Bastinelli
(received by email)
Human Resources Manager
San Francisco State University / Head Start



Treasury Executive Institute

U.S. Department of the Treasury
801 Ninth St. NW
Washington, DC 20002

Lynne Feingold, Executive Program Officer
lynne.feingold@do.treas.gov
(202) 622-9322

Training program

Stress Management Skills for Leaders: Martial Arts for the Mind

SES'ers attended this session from:

Department of Homeland Security
Internal Revenue Service
Secret Service
Bureau of Alcohol, Tobacco, & Firearms
US Geological Survey
U.S. Department of the Treasury
U.S. Department of Health & Human Services

Evaluation summary

Overall reaction to presenter:

Excellent: 21 (5 on a scale of 1-5)
Very good: 4 (4 on a scale of 1-5)

Overall reaction to program:

Excellent: 20 (5 on a scale of 1-5)
Very good: 5 (4 on a scale of 1-5)



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David & Karen Gamow
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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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David & Karen Gamow
(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.