

MARTIAL ARTS FOR THE MIND

Stress & Resiliency Skills for Law Professionals

Also titled: “Breaking the Cycle of Stress” or “Stress & Resiliency Skills for the Workplace”

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 enhance performance under pressure. 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 people 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
- Enhance personal productivity. Focus the mind to achieve results amidst 24/7 hyper-connectivity and distractions

“You’ve done more than a dozen highly successful training programs for us, and the feedback we have received is among the best for any programs we have ever brought in – for both the attorneys and staff.”

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



“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
Coordinator, Morrison & Foerster



“Your program is excellent. Several people commented that it was the best training they had ever experienced, anywhere. I have heard many individuals share that this session was potentially life changing for them.”

– Tracy Laurie, Staff Training & Development
Manager, Perkins Coie

—Clients include—

Wilson Sonsini Goodrich & Rosati
Perkins Coie • Stanford Legal
Morrison & Foerster
Association of Legal Administrators
GE • CBS • Nokia • Citrix • Cisco
U.S. Department of Energy
U.S. Department of Justice
Federal District Courts



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 35,000 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, Department of Justice, and General Electric. 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 staff. 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
(650) 917-1186 • *david@clarityseminars.com*

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.

Wilson Sonsini Goodrich & Rosati
PROFESSIONAL CORPORATION

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



Dear David and Karen:

On behalf of WSGR I want to thank you for bringing your stress management training to our employees. You've done more than a dozen highly successful training programs for us, and the feedback we have received is among the best for any programs we have ever brought in, both in terms of effectiveness and enjoyment for attendees.

Frankly, we have not had much success with previous stress management trainers. Reviews were below our usual high standards, and we did not have the sense that people really got what they needed or that they would implement what was taught. Your program has been markedly different. We are glad to have found you, as it has filled a long-standing gap in our training.

We are also pleased that your program seems equally effective for the wide array of our firm's positions. The reviews have been strong for both the attorneys and staff.

Working with you has been a pleasure. We are glad to recommend your services to other companies without reservation.

Sincerely,
WILSON SONSINI GOODRICH & ROSATI

A handwritten signature in black ink that reads "Jennifer Parker". The signature is written in a cursive, flowing style.

Jennifer Parker
Training Coordinator

PALO ALTO

KIRKLAND

AUSTIN

*Six consecutive years on Fortune Magazine's
"The 100 Best Places to Work For" List*



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FAX: 206.359.9000
www.perkinscoie.com

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

Dear David & Karen,

The response from our employees to your training has been extremely positive. 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.

Your program is excellent. Several people commented that it was the best training they had ever experienced, anywhere. I have heard many individuals share that this session was potentially life changing for them. People are using the ideas shared to communicate more carefully and thoughtfully with others, and to focus more effectively at work.

The reviews were strong enough that we decided to make this program available to our other offices. Our Menlo Park office administrator reported afterwards, "I heard rave reviews about this program from our Seattle office, and that caught my attention. But I've seen a lot of training over the years, and had my doubts. Seeing it for myself, I have to say, it greatly exceeded my expectations. You really connected with our staff."

Thank you for being a part of our training offerings. We look forward to bringing these programs to more of our staff.

Sincerely,

A handwritten signature in blue ink that reads "Tracy Laurie".

Tracy Laurie
Staff Training & Development Manager

99999-9819/ADMIN30471154.1

ANCHORAGE · BEIJING · BELLEVUE · BOISE · CHICAGO · DENVER · LOS ANGELES · MENLO PARK
OLYMPIA · PHOENIX · PORTLAND · SAN FRANCISCO · SEATTLE · SHANGHAI · WASHINGTON, D.C.

Perkins Coie LLP and Affiliates

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

Dear David and Karen:

Thank you for providing an excellent and highly-rated program for our managers. I heard many extremely positive comments afterwards, from a tough audience of people who are fairly discerning about how they spend their training time.

The most frequently heard comments were “excellent, practical, informative, inspiring, thought-provoking.” The program was surprisingly fast-paced and totally engaging — the time simply flew by.

One of our managers said, “I frequently leave a seminar thinking, ‘Was that it?’ I came in to today’s training session stressed, but found the presentation so engaging, I could not focus on anything else. I am excited to try these exercises and techniques!”

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. We look forward to implementing these skills, and bringing your training to more of our employees.

Sincerely,



Pam Delnevo
Training and Development Coordinator

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". The signature is fluid and cursive, with the first letter of "Linda" being particularly large and stylized.

Director of Legal Services
Office of the General Counsel
Stanford University

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David and Karen Gamow
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Dear David & Karen,

I didn't want to let any more time slip by without thanking you for presenting your stress and resiliency session to my team. I've wanted to bring this kind of training to the staff for a long time now. Our team of Project Administrators, Production Supervisor and Facilities Coordinator all have been with the company over 5 years. They're consummate professionals, but are regularly under tremendous stress.

Our company's economists are hired by law firms to do comprehensive analysis for business litigation, so our work is unpredictable. We have many competing deadlines, and our team receives lots of last minute requests. They pull off the impossible regularly, so there are high expectations of them, but it takes a toll. People are a little frayed around the edges, and some are also going through significant personal life changes so this workshop was very timely. The group has been interested in addressing stress for quite some time, and it took a while to schedule this, but I'm very glad we did. I'm glad that we found Clarity Seminars to do this particular training. Needless to say, this was a gift to them, and over the past few weeks I've heard staff referring to and using the tools you provided us. Thank you!

We found you both to be excellent presenters. Your program was deeply engaging and very well-received by our team. It gave our people practical tools and techniques that they could implement easily in real time. I've recommended this program to other departments within our firm. The fact that you have also trained for the Stanford Institute for Economic Policy is a plus since we have an ongoing professional relationship with SIEPR. I hope you can bring these benefits to more of our staff next year.

All my best for a successful new year!

Warmly,



Catherine Byers
Administrative Services Manager
Cornerstone Research

Boston
Chicago
Los Angeles
Menlo Park
New York
San Francisco
Washington





*37th Annual Educational Conference and Exposition
Seattle, WA*

GM33 Break the Cycle of Stress: Skills for Health and Peak Performance

Speaker: David and Karen Gamow

Date: Wednesday, May 07, 2008

Time: 2:15 PM - 3:30 PM

Attendees: 160

Responses: 148

- 1. The presenter demonstrated mastery of the topic..... 6.91
- 2. The presentation was well organized..... 6.87
- 3. The content was interesting to me..... 6.84
- 4. My learning objectives for this course were addressed..... 6.77
- 5. I gained new insight relevant to my work..... 6.68
- 6. The difficulty level of this presentation was appropriate..... 6.80
- 7. The handouts appropriately supported the presentation..... 6.53
- 8. The visual aids appropriately supported the presentation..... 6.51
- 9. Presenter made good use of allotted time..... 6.84
- 10. The conference brochure described the course adequately..... 6.79

Total conference average was: 6.05 (Out of a possible 7) **Overall Rating: 6.75**

- 11. Presenter and topic were excellent..... 6.88

	<u>Yes</u>	<u>No</u>	<u>No Answer</u>
12. The length of the course was appropriate.....	97.3%	2.7%	1.4%
13. The facilities for this presentation were satisfactory.....	90.4%	9.6%	1.4%
14. Presentation was adequately detailed.....	99.3%	0.7%	1.4%
15. Presentation was relevant to my profession.....	99.3%	0.7%	0.7%
16. I would recommend this speaker(s) for future conferences	100.0%	0.0%	2.8%

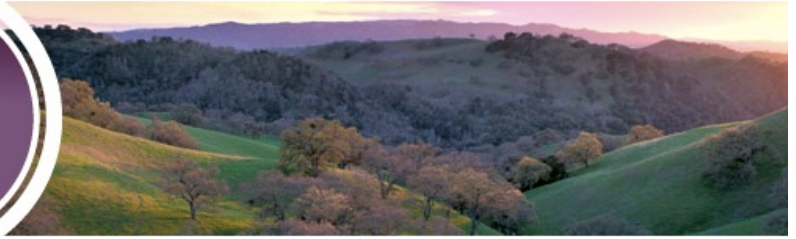
Dear David & Karen,

Your session was one of the most highly rated! Thank you to you and David for all of your work. As such a highly rated speaker, we will definitely keep you mind for future events. Thank you again.

Pam Stong, Director of Professional Development
Association of Legal Administrators



East Bay
Chapter



1/29/13

Dear David and Karen,

Thank you for presenting at our chapter's annual educational conference this year. It was a *terrific* program. The evaluations were all excellent, and people were buzzing about the ideas you shared for a long time afterward. Attendees were really engaged, start to finish. You have a wonderful way of connecting meaningfully with your audience.

Several of us went to lunch after the program, and we shared how much the program spoke to us. It was also very timely for me, personally.

The stress and resiliency ideas and techniques you shared with us were practical and powerful. Anyone working in the law firm environment (or any other high stress workplace) would benefit greatly from your program.

Thanks again to you and David for bringing your program to our East Bay ALA members.

received by email

Karin Wiborn, Executive Director

Archer Norris

on behalf of EBALA (East Bay Association of Legal Administrators)



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



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 that reads "Jeff Faselow". The signature is fluid and cursive.

Jeff Faselow, Manager
Learning & Development
CBS Interactive

Additional Testimonials

For more, see www.clarityseminars.com

“I enjoyed your program immensely. It 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. I intend to implement all of the tools in my professional and personal life.”

—*A judge (anonymous as required by law)*

“I wanted to tell you that 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 (this is what happens when you have teenage daughters) but I feel more empowered than I did before. So thanks so much to you and David!!”

—*P. D., Manager, major law firm*

“I honestly have to say I am very impressed with your 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.”

—*J. A., Wilson Sonsini Goodrich and Rosati*

“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, Marketing and Employee Training Coordinator, The Focal Point, LLC*

“When I woke up the next morning after your class, for the first time in weeks, my stomach was not in knots! I noticed it right away. I actually felt rested! I was so amazed and excited!”

—*K. J., Wilson Sonsini Goodrich & Rosati*

“I have been meaning to write to you all week. I wanted to thank you and David for a wonderful presentation last Saturday at our attorney retreat. It was especially helpful for me. I also want to thank you for listening to me, and for offering some advice. Given the stresses I have recently been feeling, I am very appreciative indeed.”

—*Anonymous, Carr McClellan*

“The Gamows’ training is excellent. The skills they teach are critical for working effectively with the public, handling the constant stress of security work, and making sure our employees can leave those stresses at work when they go home to their families.”

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

“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*

“Thank you so much for this powerful program. I wish I'd had it two years ago. The pressure we've been under since 9/11 has been incredible. This is just what we need to be able to cope with the challenges we face.

—*Security Chief, Denver International Airport*

“Your program is ideal for taking responsibility for our behaviors and reactions, gaining mastery over mind, emotions, and body, increasing our awareness of the realities of others, and making good decisions under pressure. The officers gave this training high ratings. That’s no easy achievement with a police audience. The skills you teach are critical for success in work and in life.”

—*Mark Puthuff, Chief of Police, Fort Bragg, CA*

“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 M. Sharata, Training Coordinator
Stanford Linear Accelerator, Department of Energy*



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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	San Francisco Bay Area
Price is significantly less if we are already in your area training. Please call for details.	\$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 notes:

Recommended maximum is 35 participants.

More people can be included if needed.

Shorter program lengths are possible; pricing is the same.

Virtual trainings:

\$2,100 for up to 50 participants \$2,400: 50-100

Larger groups: \$3,000 for 150 | \$3,500 for 200 | \$4,000 for 300