

# CAREER HEALTH

## The Winner's Circle

By Denis Waitley

Soon we will see those five, brilliant, interlocking Olympic rings on flags and in television and billboard advertising globally. It will be the Winter Olympic Games in Salt Lake City, where the best in the world go for the gold and the few stand, listening to their national anthem, in the coveted winner's circle. If the five Olympic rings were attitudes of champions in every profession, these five attitudes would be prominent in the mindset of the peak performer:

**1. Paying the Price** -- Everyone wants to win, but few are willing to invest the time and effort. Paying the price means focusing on developing the skills and training regimen of champions - observation, imitation, repetition and the internalization of knowledge into habits; also, learning why and how to go the extra mile and seeing success as a marathon, not a dash. Champions view failures as temporary inconveniences and learning experiences.

**2. The Olympian Within** -- Winners believe in their worth in advance of their performance. Most people base their worth on their current status or achievement level, which means that until they are judged successful by society's standards, they have little to be proud of. Champions believe in their dreams when they have only a dream to hang on to, even in the face of criticism and superior achievements by others.

**3. Non-situational Integrity** -- Authentic, lasting winners have an uncompromising attitude about self-

honesty. They function according to an "integrity triangle", consisting of three basic questions: (a) Are my beliefs based upon truth? (b) Do my words and actions correspond with truth and honesty? (c) Before I speak or act, do I honestly consider the impact of my decision on other people and the environment?

**4. The "Coachability" Factor**-- Champions are always open to alternatives to improve their performance. Consistent winners are not the arrogant egotists who dominate the media spotlight. The most successful individuals in the game of life are often the most approachable, most gracious, non-judgmental with others and most critical of their own performances, as well as most eager to learn and improve.

**5. Being a Team Player** -- a team in harmony is synergy in motion, where the whole is greater than the sum of the individual talents. When all assignments are understood, when each takes 100 percent responsibility for the outcome, a quantum leap in performance takes place. Winners learn how to become interdependent, without sacrificing individuality; how to stand out, while fitting in.

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## Relaxation Rescue

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intake oxygen and exhale carbon dioxide more effectively:

First take in three maximum breaths inhaling from the nose and exhaling from the nose. Next as you take in your next three maximum breaths, focus on contracting your stomach muscles and increase the size of breath with each inspiration. Focus on feeling the expansion of your diaphragm as you exhale and deflation as you exhale.

**Walking:** Walking is an exercise that can put you into a relaxation state almost immediately. I walk for fitness and have walked my way to weight loss (more on this later), but I believe the best quality of walking is that it creates a sense of balance and flow with the body. It has also been scientifically linked to cardiovascular endurance, as well as noted for its ability to counteract many of the damaging fight or flight responses we have mentioned above. For myself, I've invested in a walking pedometer and have made every effort to stay close to 10,000 steps each day. To de-stress, try to find 1/2 hour each day to walk. Your body will thank you for it.

**Relaxing Quickies:** When we become stressed and need a relaxation rescue, this is most often the time when the least opportunity for a full relaxation overhaul exists. Yet, if we spend time nurturing our relaxation response using the exercises above, we can draw from the relaxation experience.

Therefore, by practicing the three aforementioned exercises in your daily life, you can learn to draw from the relaxation response when you feel the threat of oncoming stress. For example, when you feel stress coming at you, take a deep relaxing breath, close your eyes and draw from the calming energy of your meditative space or take a quick walk to bring your body back into balance.

I think you will find, the more you practice these relaxation techniques each day, the more often your body will involuntarily shift from fight or flight mode directly into that of relaxation rescue!

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"I've learned that everyone wants to live on top of the mountain, but all the happiness and growth occurs while you're climbing it."

-Anonymous

# VALUES - BASED QUALITY OF LIFE™ Newsletter

Because Making Smart Choices About Your Money Impacts The Quality of Your Life

Over the years, we have found that there are elements of your life that are more important than money.

These elements - Physical Health, Relationship Health, Inner Health and Career Health - cannot be delegated.

We hope that you find these articles to be of value in improving the quality of your life.

## PHYSICAL HEALTH

### Relaxation Rescue

By Laura Turner

Let's face it, stress is everywhere. It lurks in every corner and around every bend, just waiting to "get" us. And study after study concludes that although some stress can be productive, prolonged stress can lead to chronic illness. Yet, stress can only "get us" if we let it. If we can agree that the mind and body are interconnected, than I believe you can actually decide to manage stress, take control of it and instantly over-come the negative influences brought to you by your environment.

Now, stay with me for the "clinical" stuff. Scientific evidence supports that the stress of the body comes from the nervous system's "fight or flight response." If you haven't heard this term before, it's when the body suspects trauma and instantly shifts into "survival mode" based on the stimulus of an oncoming stress factor. This "survival mode" response, does terrible things to the body including increasing heart rate, blood pressure, breathing, muscle tension. These are the bad boys that can lead to harmful changes over time.

Now for the good news: you can teach your body not to make the shift into survival mode. Do this by retraining your body to create its own relaxation response. How? Begin by incorporating these three proven relaxation rescue techniques into your own life:

**Meditation:** Meditation provides an escape from stress as it refocuses the mind on something else - most often the breath. The benefits of meditation counteract the negative stress-responses by creating a mode of deep inner peace and physical health. It does this by slowing the heart rate and lowering the blood pressure. It also includes many

other benefits including those of anti-aging.

As I've so often told readers: there really is no one right way to meditate. For our purposes however, I will give you a meditative grounding exercise that can help you on your way.

**Grounding Exercise:** Sit with your legs crossed in a comfortable Indian style position with your hands relaxed on your lap. If you like you can also sit in a chair with your feet on the floor and posture tall. Close your eyes and imagine a beam of light dropping from the base of your spine through the earth, connecting you to its center. Allow this beam of light to expand in width until it is wider than your own body and envelopes it. This is your personal space.

This exercise places you totally in you body and reminds you that you are anchored to the earth. Remember, the more grounded you are the more aware you are. During your 10-20 minute meditation session, aim to sense the presence of your higher self.

**Mindful Breathing:** Practicing to breathe through your nose and breathing from the diaphragm can also help your body relax and de-stress. In the same way that meditation calms the body, mindful deep breathing from the diaphragm can elicit a relaxation response that can calm the body and help you refocus in times of perceived stress. It will also work to counteract the negative effects of the dangerous fight or flight response.

Here's an exercise in deep breathing you can work on daily to help train your body for relaxation. This exercise will help you better utilize the diaphragm and help you retrain your body to

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# RELATIONSHIP HEALTH

## Building Successful Work Relationships - Playing in the Same Sandbox

By Althea DeBrule

Creativity and Innovation - There's a tremendous amount of pressure as we grow older to learn to act our age (whatever that means). In fact, most people consider age a number not an indication of vitality, health or maturity. Nevertheless, too many of us leave the things of childhood behind us. This is both good and bad. It is good to leave childish behavior behind, but bad when we discard many childlike behaviors that can make us successful adults. One such childlike behavior is learning how to develop reliable relationships with others through experiences in the same sandbox that teach us how to cooperate, exchange ideas, and communicate. This article gives a seven-step process for building successful work relationships.

Remember playing in your childhood sandbox?

If you enjoyed being outside for most of the day, you could play in the sandbox for hours on end—shaping and pouring the sand or mixing it with a little water to form a castle or hill.

Children enjoy playing with sand or dirt and learn at an early age how to make the most of this play time activity.

Playing in a sandbox usually starts out as a solitary exercise; however, smart parents know that in order to develop their child's ability to relate to others, another child or two must be introduced into that same sandbox.

This is when the fun truly begins.

### When children play together in the same sandbox:

- They learn to trust each other.
- Their ability to be gentle, kind and considerate is developed.
- Friendships are initiated and nurtured.
- Positive interaction increases and selfishness decreases.

· They find creative ways to work together, satisfying their curiosity and increasing their enjoyment and fun.

### You're Never Too Old for the Sandbox

There's a tremendous amount of pressure as we grow older to learn to act our age (whatever that means). In fact, most people consider age a number not an indication of vitality, health or maturity.

Nevertheless, too many of us leave the things of childhood behind us. This is both good and bad. It is good to leave childish behavior be-

***“Though force can protect in emergency, only justice, fairness, consideration and cooperation can finally lead men to the dawn of eternal peace.”***

**-Dwight D. Eisenhower**

hind, but bad when we discard many childlike behaviors that can make us successful adults.

One such childlike behavior is learning how to develop reliable relationships with others through experiences in the same sandbox that teach us how to cooperate, exchange ideas, and communicate.

### When we play together in the same sandbox at work:

- It is important to know and understand the rules and limitations of play; but when we take the time to do so, we find that it is fun to mix with others, develop positive peer relationships naturally, and to encourage a spirit of light-hearted camaraderie.
- We learn to practice balanced self-control—the right combination of expressing our opinions and feelings when facing difficult or unexpected events. Our sensitivity to and concern for others is demonstrated as we attempt to understand their perspectives.

· We willingly let down our guards and shift our mindsets to try new and fresh ways of doing old tasks. We bask in the energy boost that results from experimentation, creativity, innovation, and learning new skills.

· Our communication skills are stimulated and enhanced. Bridges are built between people who were once estranged. Conflict surfaces and is resolved.

### How to Have More FUN in Your Workplace Sandbox

1. Think of yourself playing with your co-workers in the same sandbox (Don't turn into a skeptic on me now).

2. Share your creative ideas for improving your team's effectiveness with the entire team; then together select one on which to experiment.

3. Make sure to include every member of your team in some part of the experiment. Develop receptiveness and tolerance of others.

4. Solicit their feedback on a regular basis and bring any challenges or obstacles to the entire team for resolution. Don't be afraid to proactively exchange differences in opinion. These are healthy if allowed to surface early. They can be destructive if allowed to fester.

5. Celebrate every accomplishment—no matter how small. Little wins recognized as they occur communicate a sense of satisfaction and accomplishment, build confidence and turn an average team into a highly motivated one.

6. Play dynamically and interact enthusiastically with each other. It has been said that a burden shared is a burden halved. So, have some fun in your work together.

7. Select another experiment and begin the process all over again.

If you're not having fun at work while playing in the same sandbox with co-workers, you're not doing it right. Give it another try. I think you'll be pleased that you did.

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# INNER HEALTH

## Daily Deposits in Yourself

ByDirk Zeller

What is the most important asset you own? Is it that wonderful home you own? Is it the beautiful car that you drive to and from those listing appointments? Is it your investment account of stocks that in the last twelve months has taken a beating?

We spend so much time investing in the tangible things or money that we are trying to acquire in life we fail to recognize the most important asset we own. Your most important asset is not your money... it is you.

How much time and money are you investing in you? Do you have a set time every day to invest in you? Are you making deposit daily in you?

There are a couple of key areas to make deposits daily in your life. Each of these areas is essential for you to build a better you.

1) Physical: We need to move physically daily to be at peak performance. There have been quite a few studies showing that our American society is more over weight than ever in our history as a society. We ultimately eat too much and move too little.

How do you rate yourself physically? Are you on track or off track? What do you need to do to get back where you need to be? What do you need to cut out? What do you need to add to your diet and exercise routine? Make a decision and a commitment right now to begin. Write down right now when and what you are going to do to change your physical attributes.

2) Relational: This asset of being able to interact with other people is truly a blessing. We often fail to invest the necessary time, energy and love to create growth and abundance. Even the plants in our yard need attention to bring forth the explosive blooms we enjoy. We can pay more attention to our plants than we do to our children, spouse or significant relationships in our lives.

My question is, are you on the mark with your relationships? Is there someone who needs more water and fertilizer

***“Don't get too comfortable with who you are at any given time - you may miss the opportunity to become who you want to be.”***

**- John Bon Jovi**

in your life? What are you going to do about it? When?

3.) Spiritual: I truly believe we are spiritual beings. Our spirituality can be the first part of our life to become neglected. The reason is we do not have someone saying pay attention to me. Your body will often tell you when your clothes do not fit. Your spouse or children often speak up when they are neglected. Many times spiritual beliefs will just let us stray. They do not cry out, “Pay attention to me!” When we wake up later dramatically off the track in our spiritual life, we will say, “How did I get here?”

4.) Mental: The asset of our mind is incredible. We have been blessed with incredible capacity. Most of us are just using a small percentage of our capacity. I truly believe the goal for each of us is to play the game of life to the level of potential that we possess. We have all been gifted with vast untapped resources. What are you doing to mine those resources regularly?

The barrier for all of us to achieve the abundance in all accounts of our life is lack of commitment. That lack of commitment is what stops each of us from achieving our goals and the life we desire. We have to be prepared to pay the price to achieve what we want in each of these categories: physical, relational, spiritual and mental. We must be prepared to make that absolute stand and commitment that nothing is going to stop us from achieving our goals and dreams in life. Are you ready to start today?

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