

ACHIEVING PEAK
PERFORMANCE IN A
CHALLENGING COVID WORLD

*Finding Balance in an
Unbalanced World*

Cassandra Carlopio – Psychologist, Mindfulness Expert

Martin M. Shenkman, Esq., Shenkman Law

Ben Utecht - Chief Performance Officer, SuperBowl

Champion, Speaker/Author



ChronicIllnessPlanning.org



Law Easy

GENERAL DISCLAIMER

The information and/or the materials provided as part of this program are intended and provided solely for informational and educational purposes. None of the information and/or materials provided as part of this power point or ancillary materials are intended to be, nor should they be construed to be the basis of any investment, legal, tax or other professional advice. Under no circumstances should the audio, power point or other materials be considered to be, or used as independent legal, tax, investment or other professional advice. The discussions are general in nature and not person specific. Laws vary by state and are subject to constant change. Economic developments could dramatically alter the illustrations or recommendations offered in the program or materials.

THANK YOU TO OUR SPONSORS

- InterActive Legal
 - Vanessa Kanaga
 - (321) 252-0100
 - sales@interactivelegal.com



Industry Era 10 BEST
TECHNOLOGY
SOLUTION PROVIDERS - 2018



InterActive Legal

THANK YOU TO OUR SPONSORS

- Peak Trust Company
 - Nichole King
 - Phone: 702.462.6677
 - Toll Free: 844.391.2789
 - NKing@peaktrust.com





Jane Ransom, Executive Director
jransom@americanbrainfoundation.org

AmericanBrainFoundation.org

OVERVIEW

- Current climate of COVID and stress
- Mindfulness:
 - Definition
 - Myths
 - Stress
- Attention training:
 - Overview
 - Exercises
- State training:
 - Overview
 - Exercises
- Sleep
 - Overview
 - Recommendations
- Conclusion
- Experiential exercise
- Q&A

CURRENT COVID CLIMATE

An increase in stress, anxiety and fear

Increased uncertainty

Increased financial instability

Changes to work and family structure



Photograph by [@lorenzo.meloni](#)—[@magnumphotos](#) for TIME
<https://www.instagram.com/p/B-xVspiBBII/>

MINDFULNESS

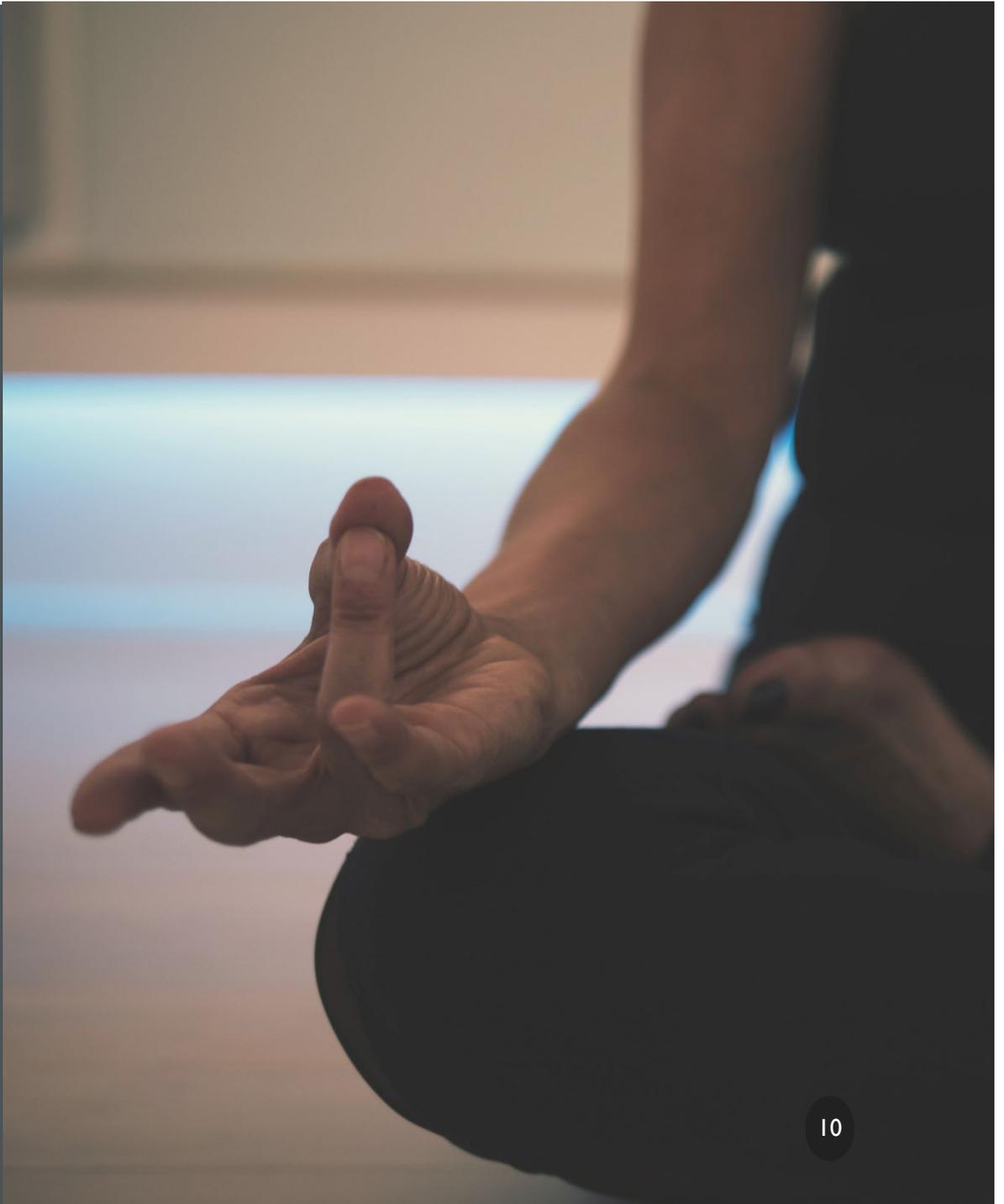
Myths & Meditations

DEFINING MINDFULNESS

- *Awareness that arises through paying attention, on purpose, in the present moment, non-judgementally. Jon Kabat-Zinn*
- *Mindfulness is the basic human ability to be fully present, aware of where we are and what we're doing, and not overly reactive or overwhelmed by what's going on around us. Mindful.org*
- Most of the time our attention is indiscriminately focusing on thoughts, emotions, memories, worries, and 'time-travelling' between the past and the future. This leaves minimal focus for the situation at hand.
- Mindfulness vs. meditation

MINDFULNESS MYTHS

- Mindfulness or meditation means to be without thoughts or “clear the mind”
- Needs to be done in a certain position
- Is a religious or spiritual practice



STRESS STATS

- According to the World Health Organization, stress costs American businesses as much as \$300 billion a year and is considered a “hazard of the workplace”.
 - $\frac{3}{4}$ of Americans experience physical or psychological symptoms related to stress in a given month
 - $\frac{1}{3}$ of Americans feel they are living with extreme stress
 - $\frac{1}{2}$ of Americans report lying awake at night because of stress
- According to the U.S. Department of Health and Human Services “70% of all illness, both physical and mental, is linked to stress”.
- Forty-three percent of all adults suffer adverse health effects from stress.

Slide 11

MOU1 Microsoft Office User, 4/17/2020

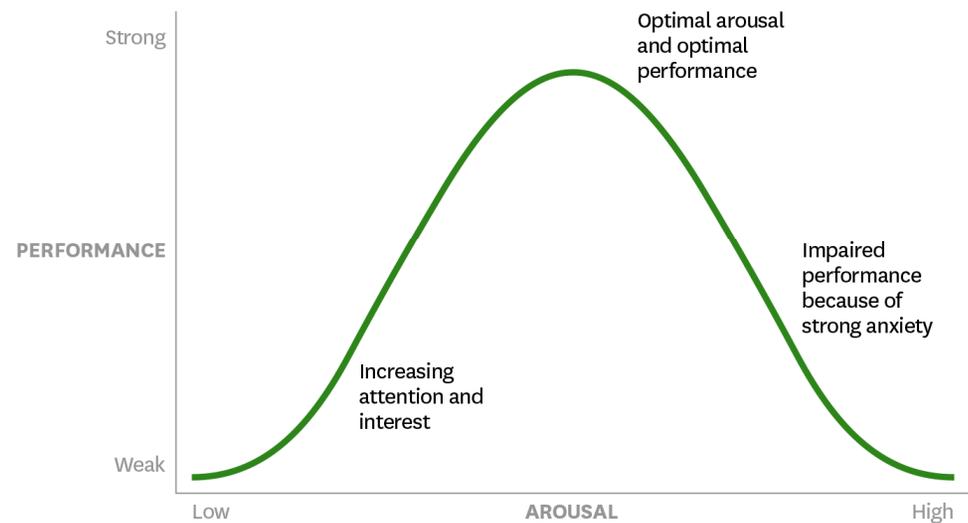
MOU2 Microsoft Office User, 4/17/2020

STRESS IMPACT

- Poor executive functioning
- Poor sleep
- Behavioral changes
- Anxiety & depression
- High blood pressure
- Weakened immune system
- Obesity
- Heart disease

The Yerkes-Dodson Law

How anxiety affects performance.



SOURCE ROBERT M. YERKES AND JOHN D. DODSON

© HBR.ORG

MINDFULNESS & STRESS

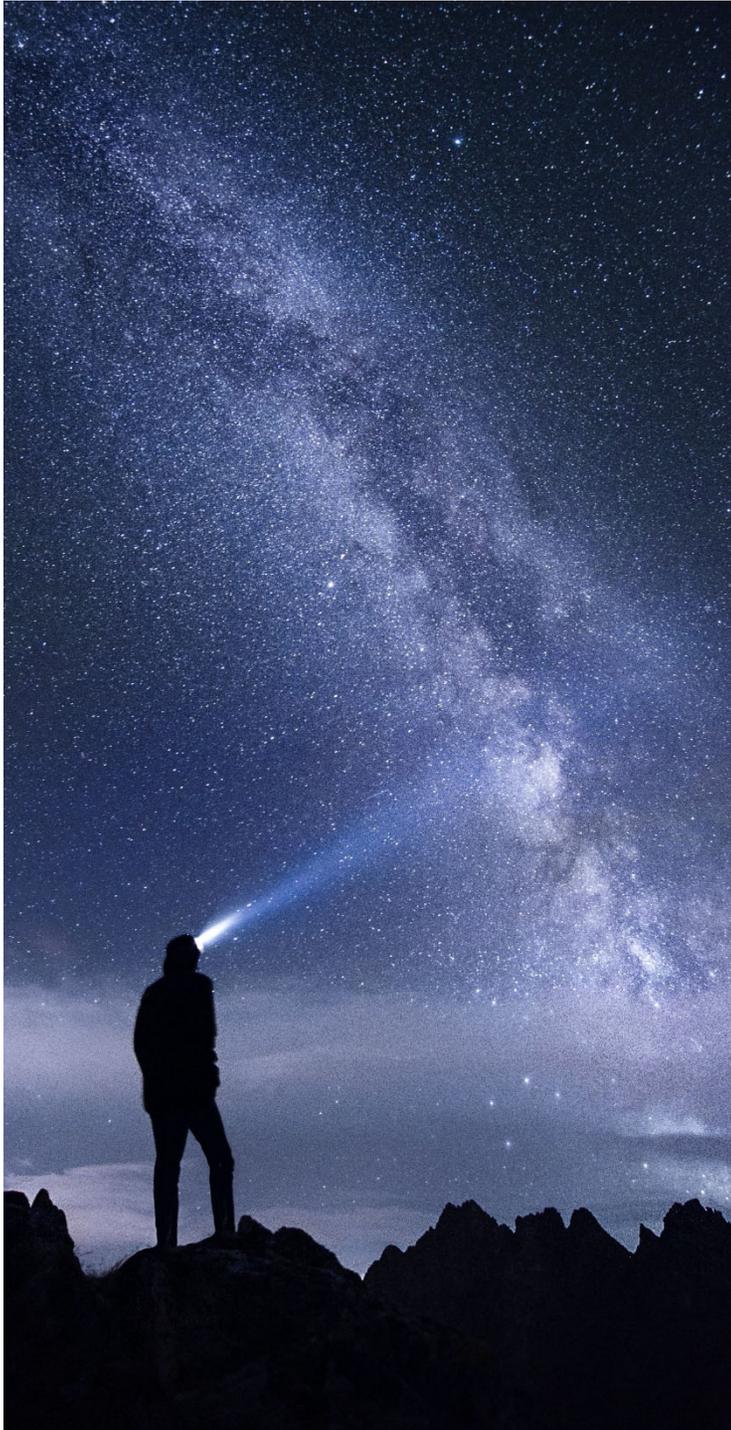
- Research has demonstrated that mindfulness activates and can even grow areas of the brain associated with:
 - focus and concentration
 - personal and contextual awareness
 - cognitive performance
 - emotional intelligence
 - insight and creativity
 - happiness and contentment
 - the ability to break old habits and form new ones
 - Decrease in stress and anxiety

“Building mind-fitness with mindfulness training may help anyone who must maintain peak performance in the face of extremely stressful circumstances, from first responders, relief workers and trauma surgeons, to professional and Olympic athletes.”

Associate Professor Amishi Jha,
University of Miami

ATTENTION TRAINING

**Do you walk the dog, or
does the dog walk you?**



FOCUSED ATTENTION

- Attention training involves learning how to optimally focus and direct attention at any moment, so that one is using their mind as effectively as possible.
 1. Identify where attention is focused
 2. Make a choice, keep focusing attention or redirect attention based on what's beneficial in the moment

Presence. Mindfulness. Choice.

5, 4, 3, 2, 1
Senses
Exercise

Breath
Sensing

Hands
Sensing

Temperature
Sensing

FOCUSED ATTENTION EXERCISES

STATE TRAINING

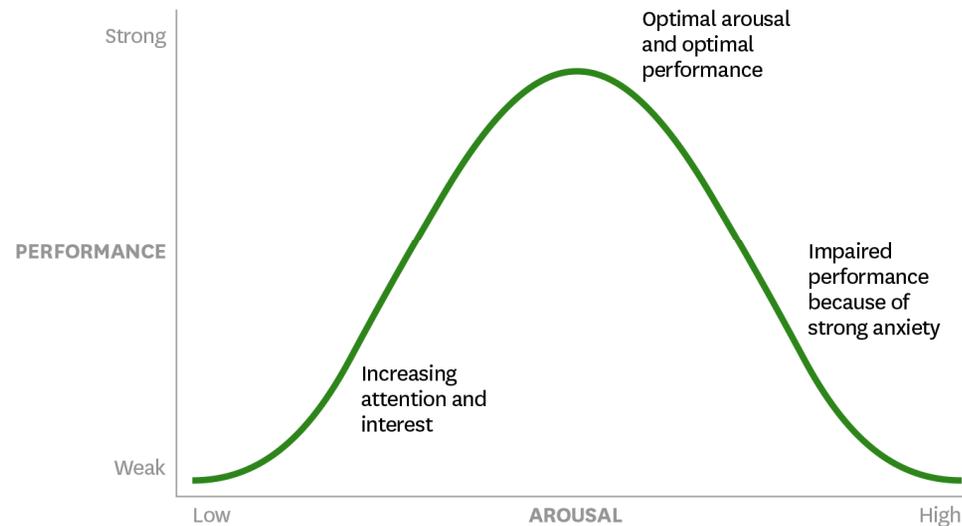
**Getting in the optimal
“zone” for the current
environment**

STAYING IN THE “HEALTHY STRESS” ZONE

State Training involves learning the mechanisms of action to put the body (nervous system) and mind into the optimal state for any situation.

The Yerkes-Dodson Law

How anxiety affects performance.



SOURCE ROBERT M. YERKES AND JOHN D. DODSON

© HBR.ORG



Breath Sensing –
extending exhale;
diaphragmatic breathing



Breath Counting



Progressive Muscle
Relaxation



Meditation techniques

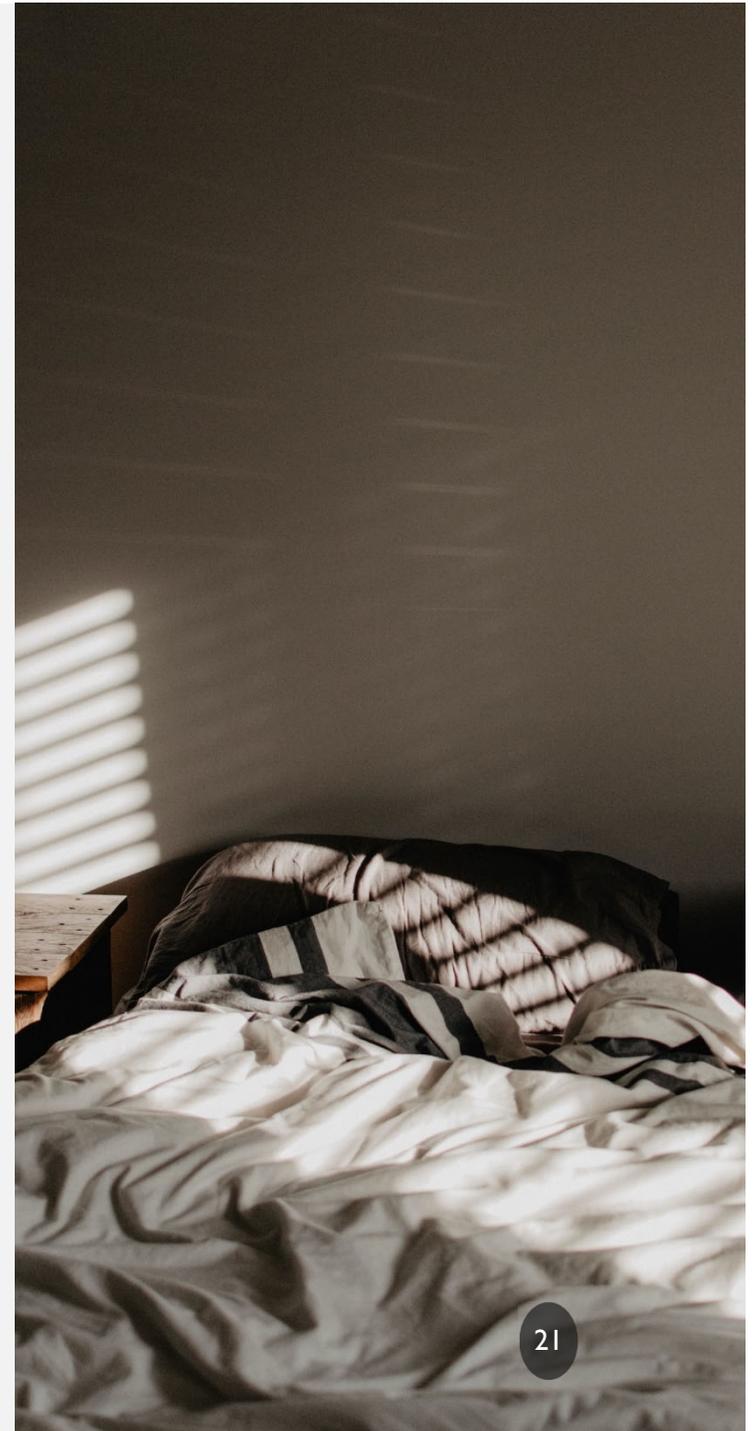
STATE TRAINING EXERCISES

SLEEP

**Sleep, mindfulness &
performance**

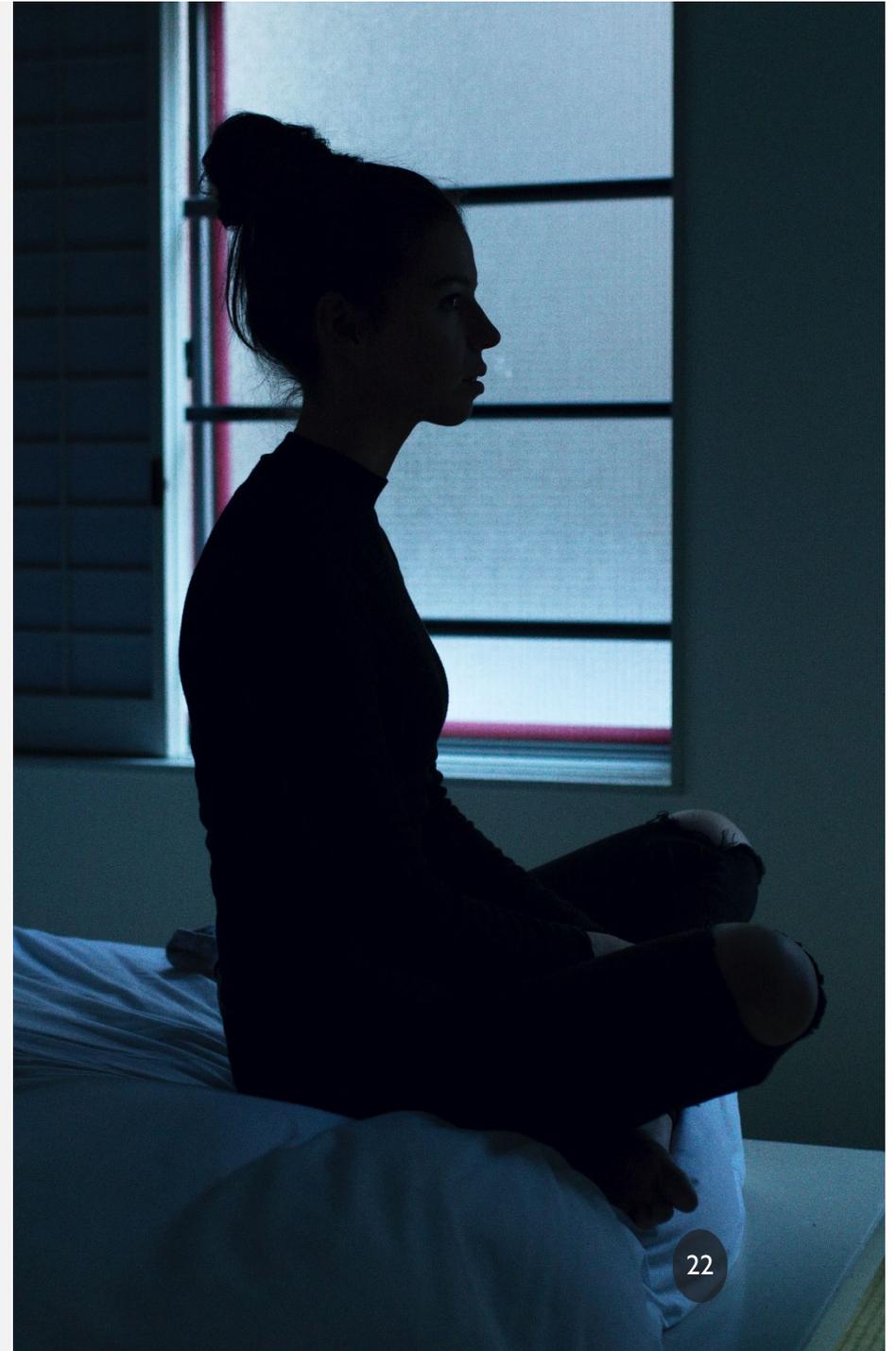
CURRENT STATE OF SLEEPLESSNESS

- World Health Organization declared a sleep loss epidemic throughout industrialized nations.
- According to the American Sleep Association:
 - 50-70 million US adults have a sleep disorder
 - 37.9% report unintentionally falling asleep during the day at least once in the preceding month
- More than a third of American adults are not getting enough sleep on a regular basis (CDC).
- RAND Corporation found that inadequate sleep costs America \$138 billion, Japan \$138 billion, and the UK £40 billion.

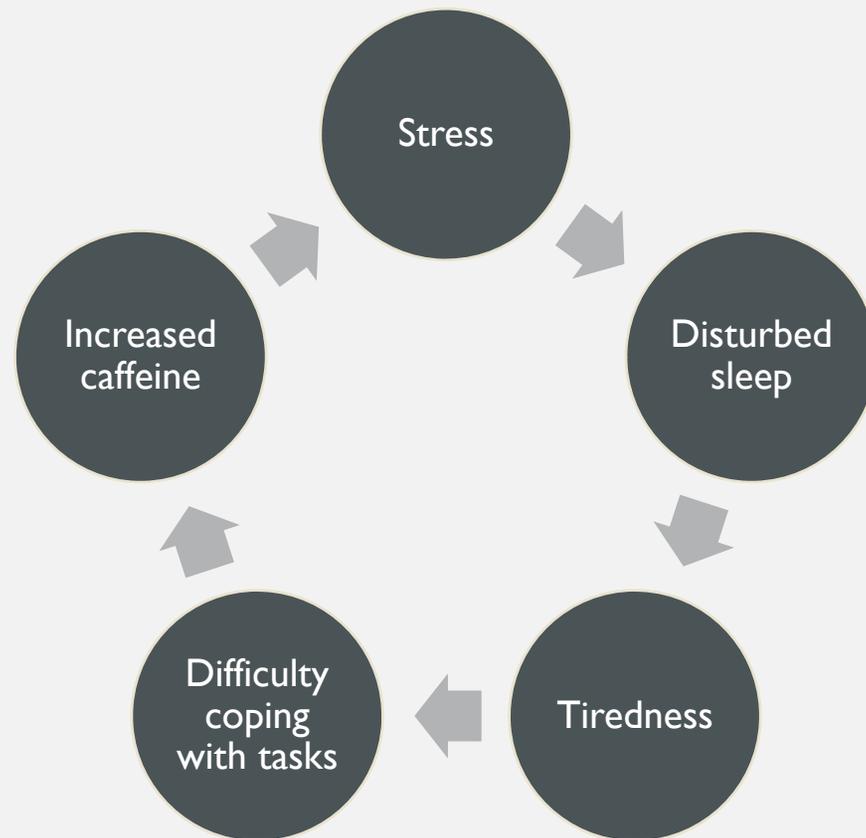


INSUFFICIENT SLEEP

- Effects every system of the body and brain
- Effects capacity for:
 - Creativity
 - Intelligence
 - Motivation
 - Effort
 - Efficiency
 - Emotional stability
 - Honesty
- Therefore sleep quality is directly related to quality of attention and performance during the day.



STRESS & SLEEP



SLEEP RECOMMENDATIONS

ENVIRONMENT

- Temperature cool
- Limit light exposure
- Limit noise

HABITS

- Regular sleep-wake schedule
- Nap smart*
- Morning sun, limit screens at night
- Avoid caffeine after 12pm
- Exercise
- Address stress

MINDSET

- Shift from 'trying to sleep' to 'resting'
- Wind down time
- Limit time in bed awake
- Creative visualization
- Guided meditations for sleep

EXTRA HELP

- Flux software
- Blue-light blocking glasses

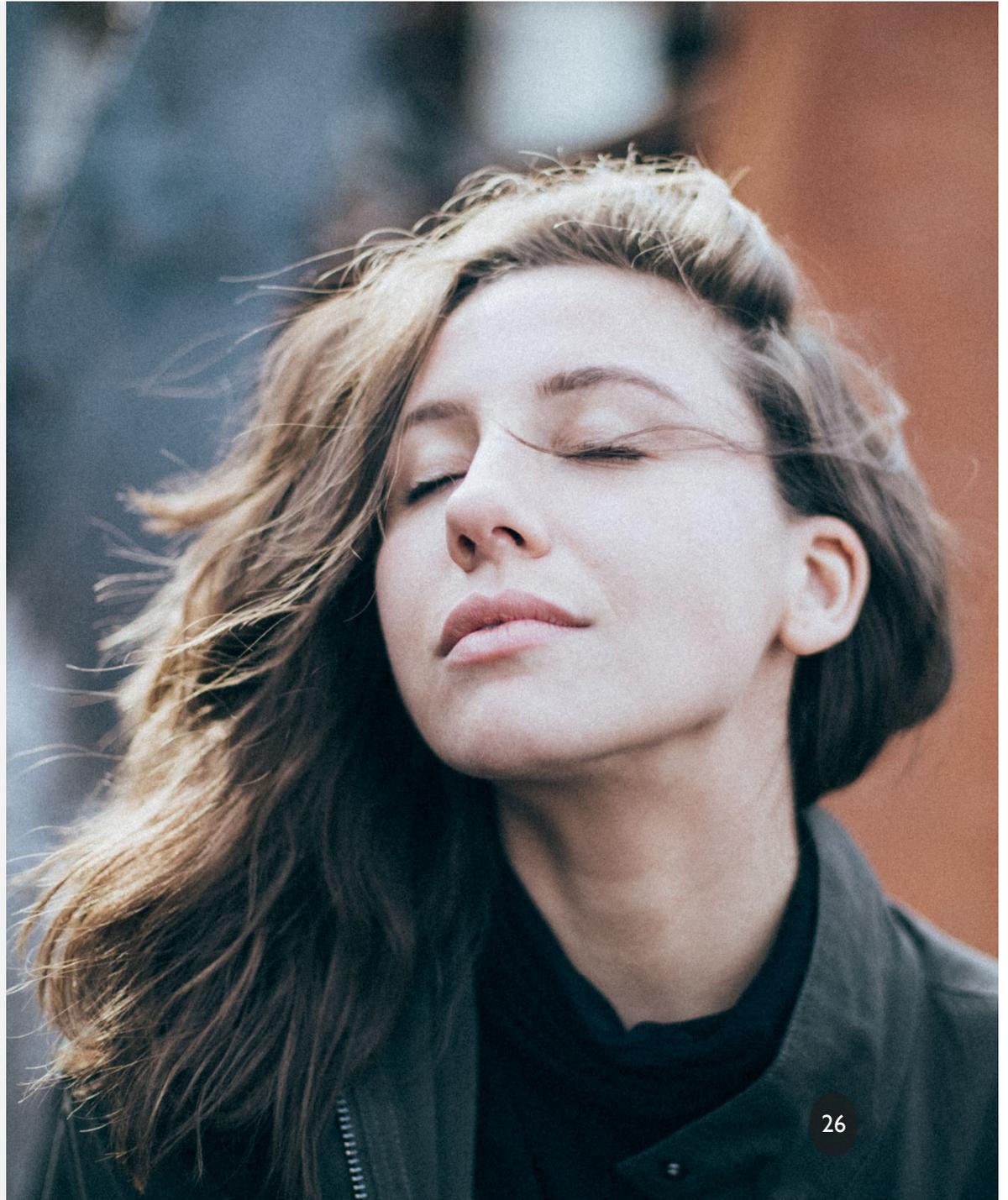
CONCLUSION

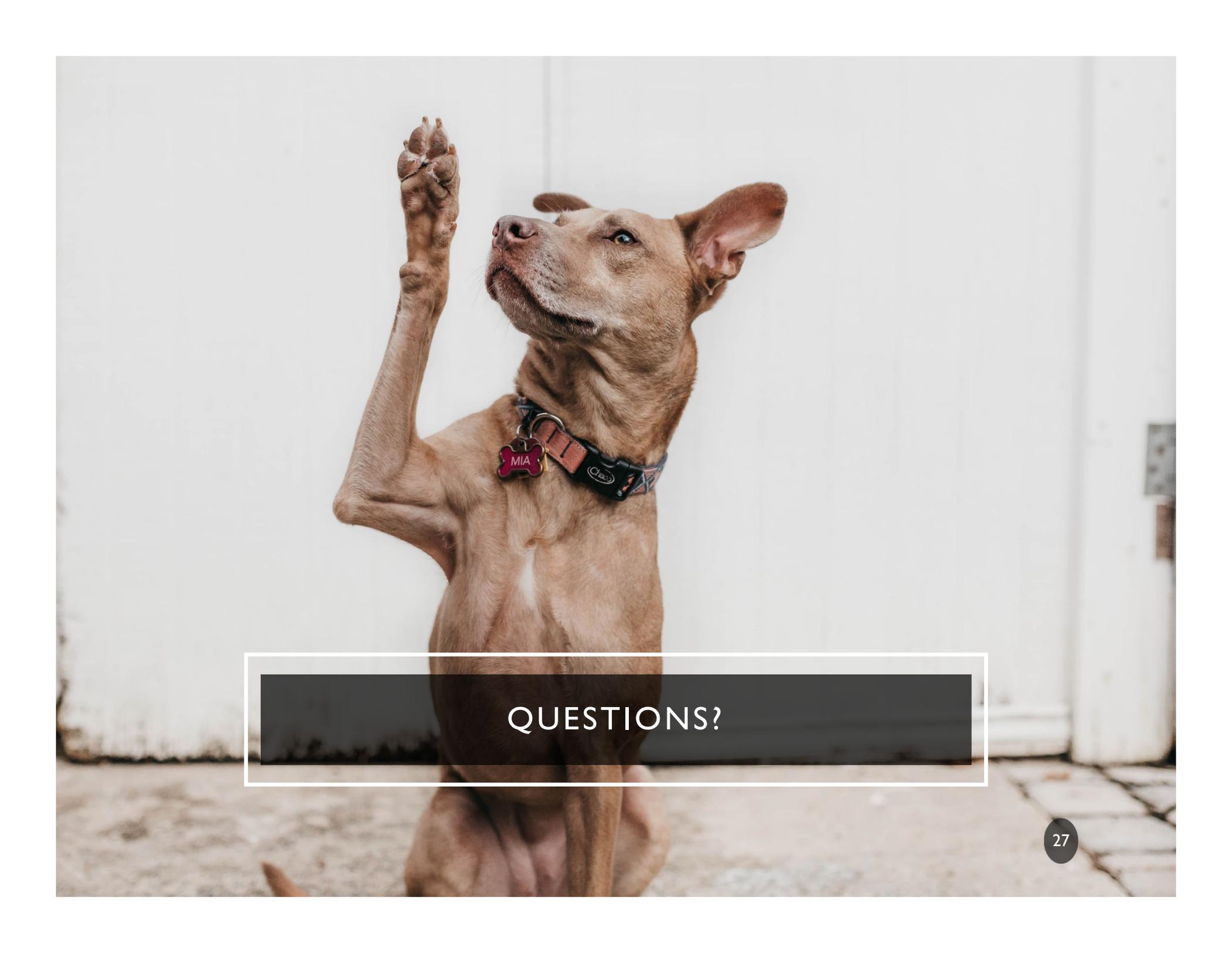
- We are living in times with an elevated sense of stress, anxiety and uncertainty.
- Mindfulness, including attention training and state training, can help improve focus, productivity, mood and performance at home and at work.
- Identifying and optimizing where one is on the stress curve, is key to performance and wellbeing.
- Stress is implicated in poor sleep, and poor sleep increases stress
- Mindfulness can help lower stress and improve sleep, thereby increasing the quality of attention and focus during the day.

EXPERIENTIAL PRACTICE

Practice calming down and shifting into a calm and relaxed state.

- Focused attention
- Breath sensing
- Body sensing



A photograph of a brown dog, possibly a Chihuahua, sitting upright on a paved surface. The dog is looking upwards and to the left, with its right front paw raised. It is wearing a black collar with a red tag that has the name 'MIA' on it. The background is a plain, light-colored wall.

QUESTIONS?

MINDFULNESS & MEDITATION RESOURCES

- www.goinmeditations.com
- [Spotify](#)
- [YouTube](#)

RECOMMENDED READING

- Why We Sleep – Dr Matthew Walker
- The Sleep Revolution – Ariana Huffington

ADDITIONAL INFORMATION

Contact Cassandra Carlopio via email at cassandra@mgmtessentials.com

www.managementessentials.com | www.cassandracarlopio.com

