



aligning the body, igniting the spirit



**Your Competitive
Advantage:**



**Your Body's Role in Peak
Performance**



The Body and Mind are Linked





Becoming a Proactive Leader



Emotional Intelligence

Dealing with Conflict



Proactive Leadership: Responding to Challenges

Calm & Present vs. Stressed Out
Consistent vs. Erratic
Accepting vs. Resistant
Solution-oriented vs. Fire Fighter
Far Sighted vs. Short Sighted

Emotional Intelligence

Awareness of the Emotional States of:

Yourself

Others



Emotional Intelligence

Requires a
Body



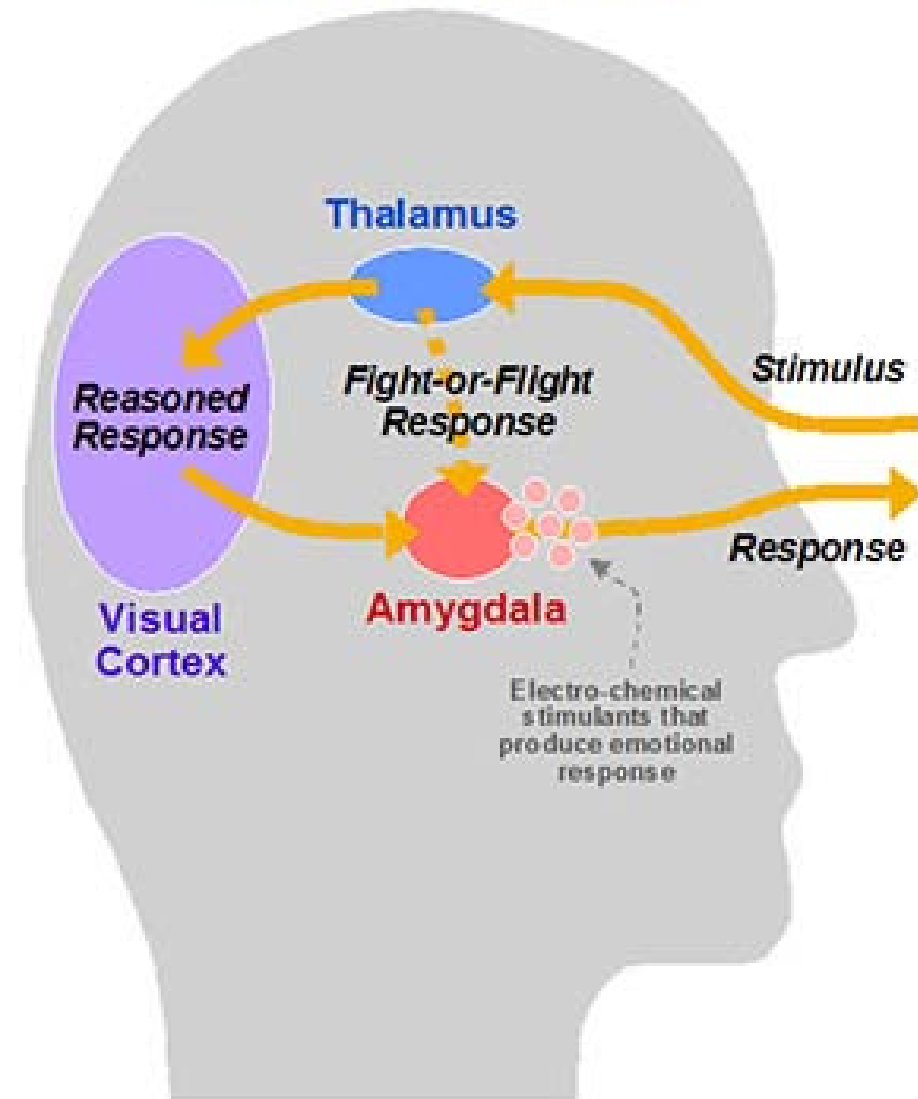


stress

Amygdala Hijack

Stress bypasses reasoned response of higher cortex

Mapping Amygdala Hijacking (Fight-or-Flight Response)





we are still
cavemen
(cavewomen)

FLIGHT of FIGHT
response marshals
all resources for
immediate response



Flight or Fight

- Increased heart rate and blood pressure
- Decreased digestive and reproductive function
- Immune System Compromised
- Decreased higher level brain function
- Decreased working memory
- Muscle tension increased



Attack Mode Thinking

- “Look for the enemy”
- Everything is a threat to safety
- Fear exaggerated
- Thinking distorted
- Focused on short-term survival as opposed to long-term consequences





our **bodies** communicate
the world to us





the power of awareness

- Breath
- Sensation
- Movement





the power of awareness

How am **I** doing?

How are **they** doing?





Tell me something you
sense in your body right
now?

Becoming a Proactive Leader



Dealing with Conflict



Our Moods are Contagious

The predominant emotional climate is **powerful and persuasive**



limbic brain resonance

Regulating and
being regulated

Physiology and emotions
are constantly dancing in
relation to others.





Conflict is
very
contagious





Dealing with Conflict

Grounded
and
Centered



Concentration and Focus



Multi-tasking
Stress & Anxiety
Renewal

MULTI-TASKING &

TASK - SWITCHING

- switch tasks every 3 mins.
- interrupted every 2 mins.
- max. focus of 12 mins



MULTI-TASKING & TASK - SWITCHING

- shorter attention span
- poor judgment
- impaired memory
- decreased creativity





MULTI-
TASKING
=
STRESS



Effects of Stress on Memory

- Weakens Blood Brain Barrier
- Prevents neurogenesis
- Increases cortisol
- Erodes hippocampus...
responsible for memory
formation



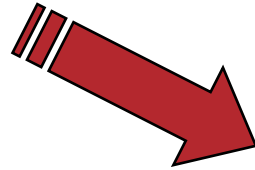


what's my body
got to do with it?



stress
response:
sympathetic
nervous
system

Stressful thought or situation



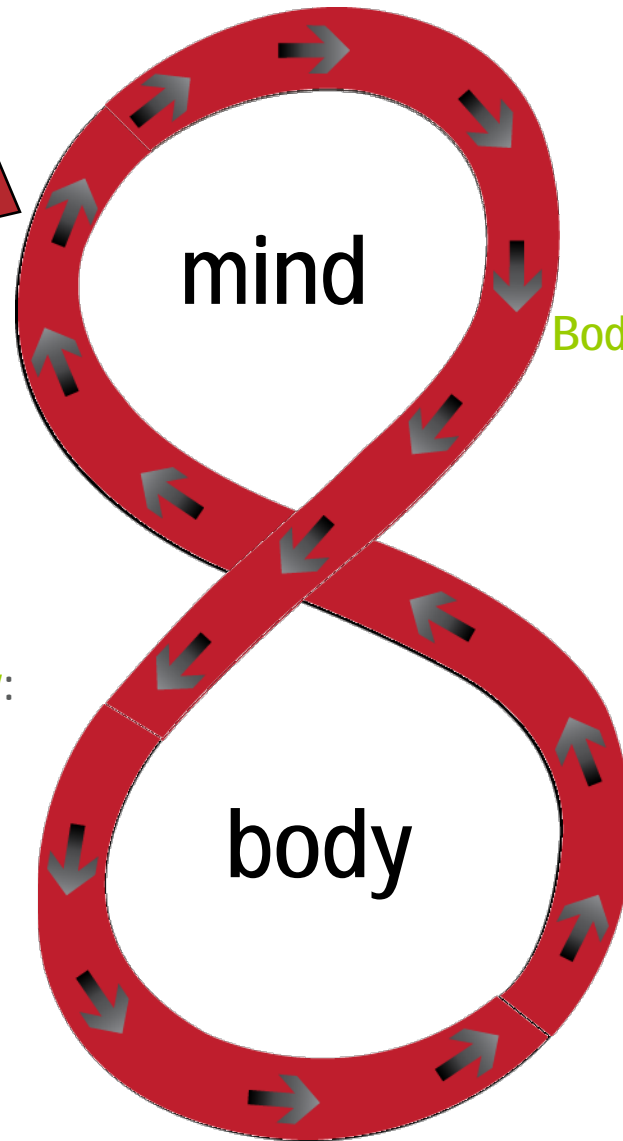
Mind:

Remains hypervigilant searching for danger. Higher level reasoning is hijacked.

Posture of anxiety:

Muscles ratcheted for explosive action

Sends signal that there must be danger



Body responds:

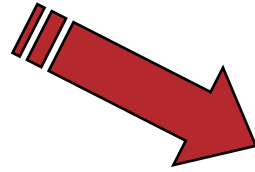
Flight or Fight Response

Increased heart rate, blood pressure

Inhibited digestion, reproduction, immune system

stress
response:
sympathetic
nervous
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Stressful thought or
situation



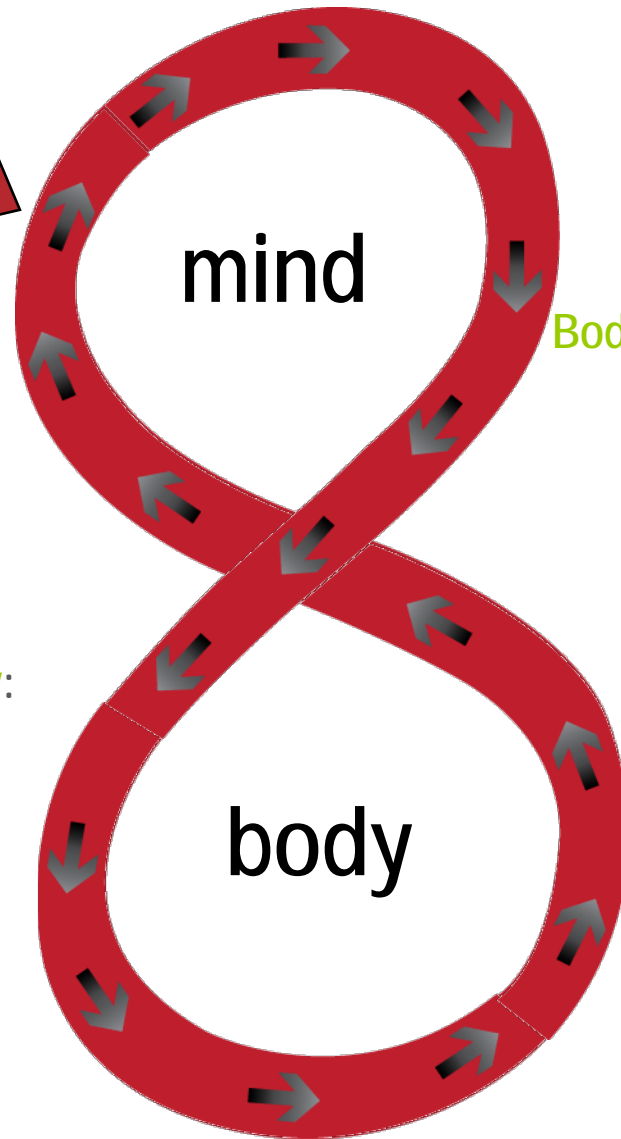
Mind:

*Remains
hypervigilant
searching for
danger. Higher
level reasoning is
hijacked.*

Posture of anxiety:

*Muscles ratcheted
for explosive action

Sends signal that
there must be
danger*



Body responds:

*Flight or Fight
Response*

*Increased heart
rate, blood
pressure*

*Inhibited
digestion,
reproduction,
immune system*



the posture of anxiety/stress

Shallow
breathing





the posture of anxiety/stress

Raised or hunched shoulders



the posture of anxiety/stress

Clenched jaw



the posture of anxiety/stress

Tight abdomen





relaxation response

engage the
parasympathetic system

Hard-wired
counterbalancing
mechanism to the
Stress Response

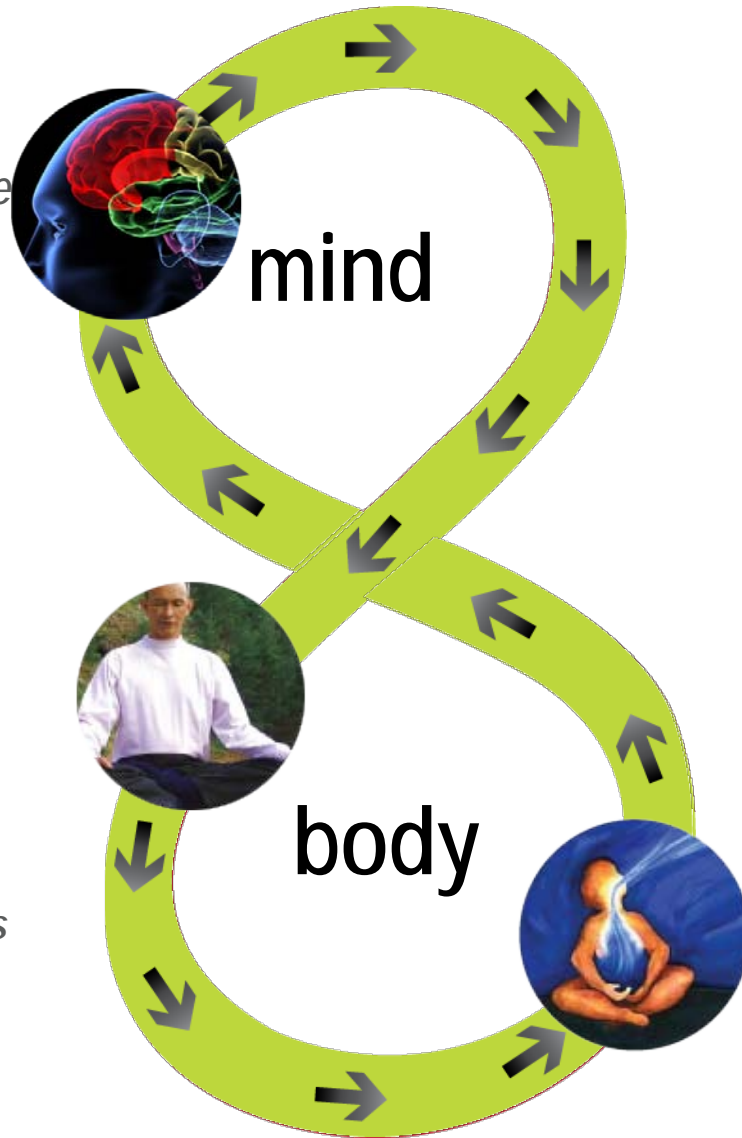


engaging
the
relaxation
response:

para-
sympathetic

Change in
thought:

*Recalling the
positive*



Change in
Posture:

*Relaxed
Muscles tell
the mind
"aaahhh...it's
safe to let
go."*

Change in
breathing:

*Immune system,
digestion,
reproduction
restored*

*Heart rate &
blood pressure
decreases*



inducing the
relaxation
response



the winning edge depends on renewal





Power of the Pause

QuickTime™ and a
decompressor
are needed to see this picture.



The Energy Project - Wachovia Bank

Engaging in Renewal practices improved performance and capacity to get things done

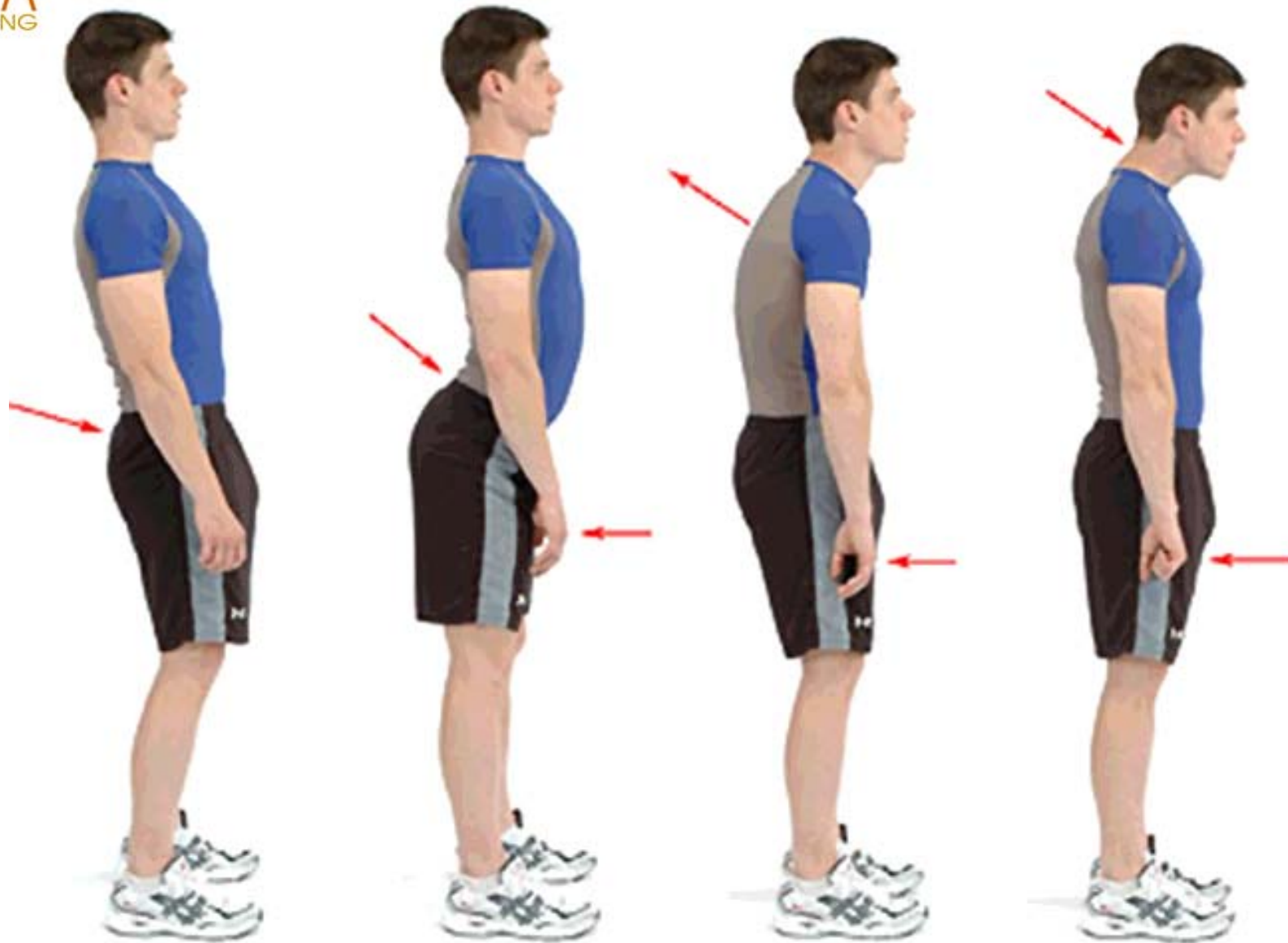
- 13% -20% increase in revenues;
- 68% positive impact on relationships w/ customers and clients;
- 71% substantial impact on Productivity and Performance;

12 months later participants still consistently and substantially outperformed non-participants.

EXECUTIVE PRESENCE



Credibility
Body as Antenna
Mirror Neurons



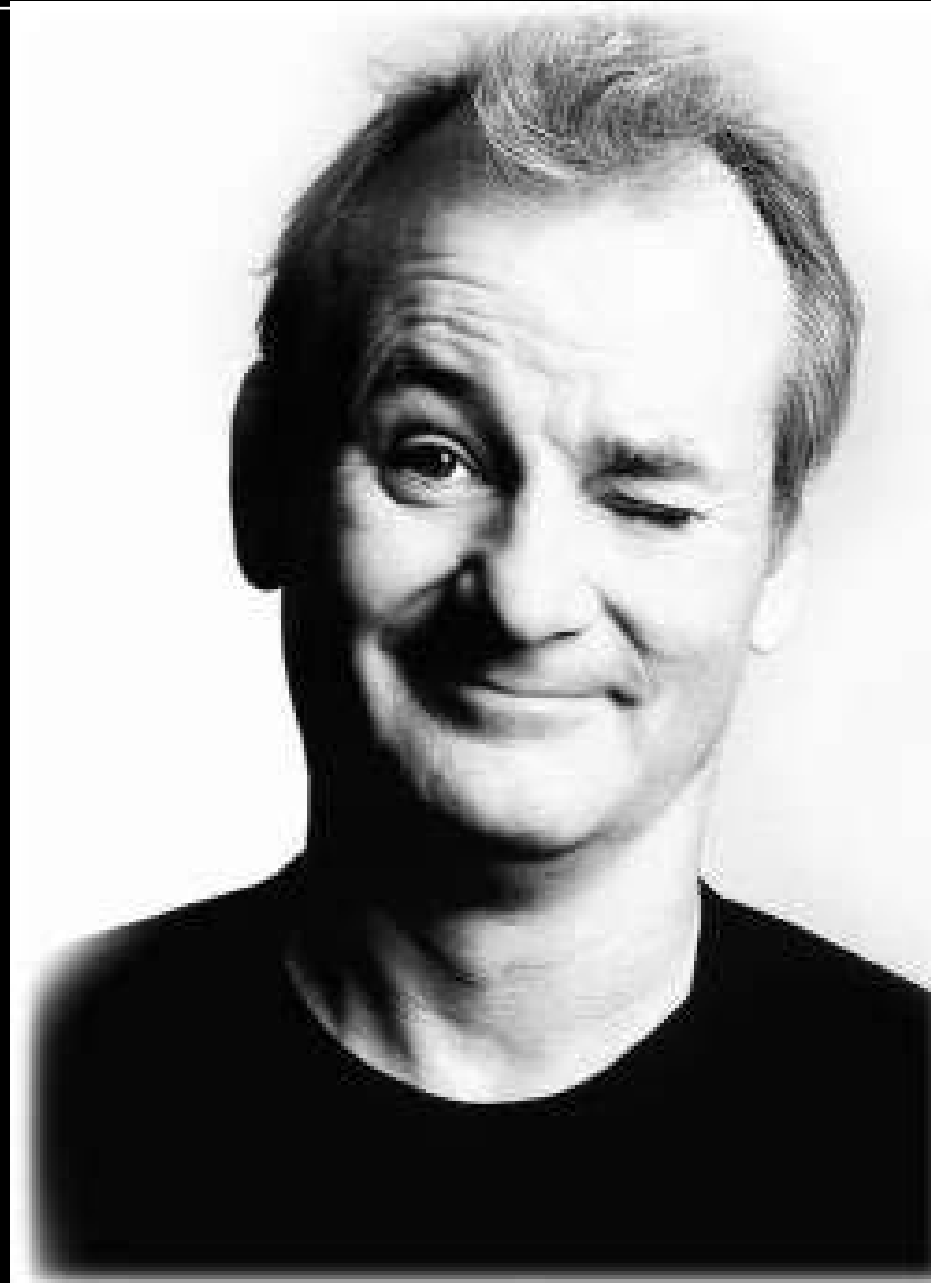


Credibility and Trust

10% Content

25% Voice

65% Body/Posture/
Non-Verbal





Every thought
and emotion is
expressed
through your
body





Every thought
and emotion is
expressed
through your
body





your body is an antenna

Constantly sending
and receiving
information...





your body is an antenna

From own body and
brain...





your body is an antenna

To others bodies
and brains...





Body
communicates
thoughts and
beliefs to others





mirror neurons: **you** resonate with **others**

Corresponding
neurons fire when
observing someone
do an action





mirror neurons: Empathy

Emotions, reflected through actions of body, are emulated by those around you

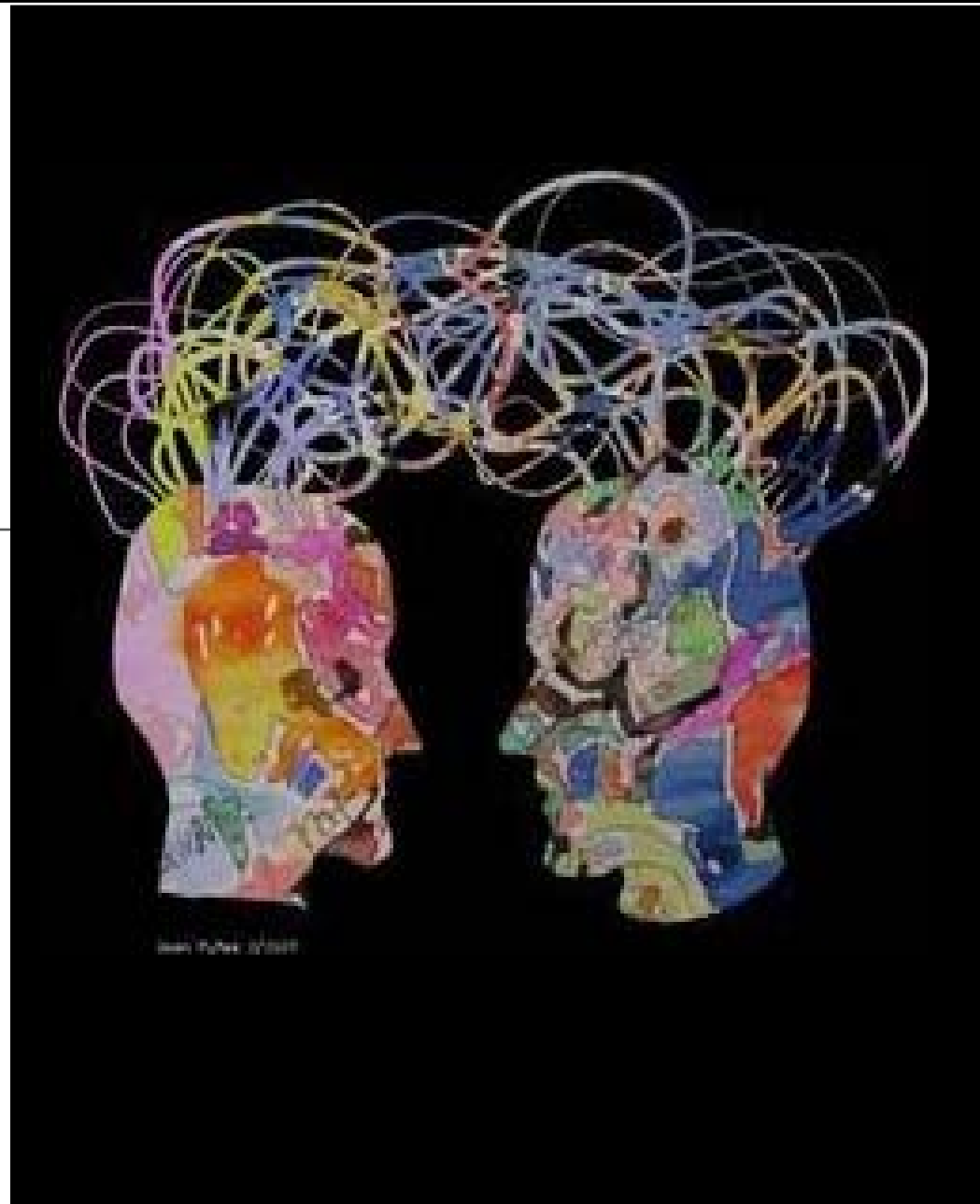




limbic brain resonance

Regulating and
being regulated

Physiology and emotions
are constantly dancing in
relation to others.





limbic revision

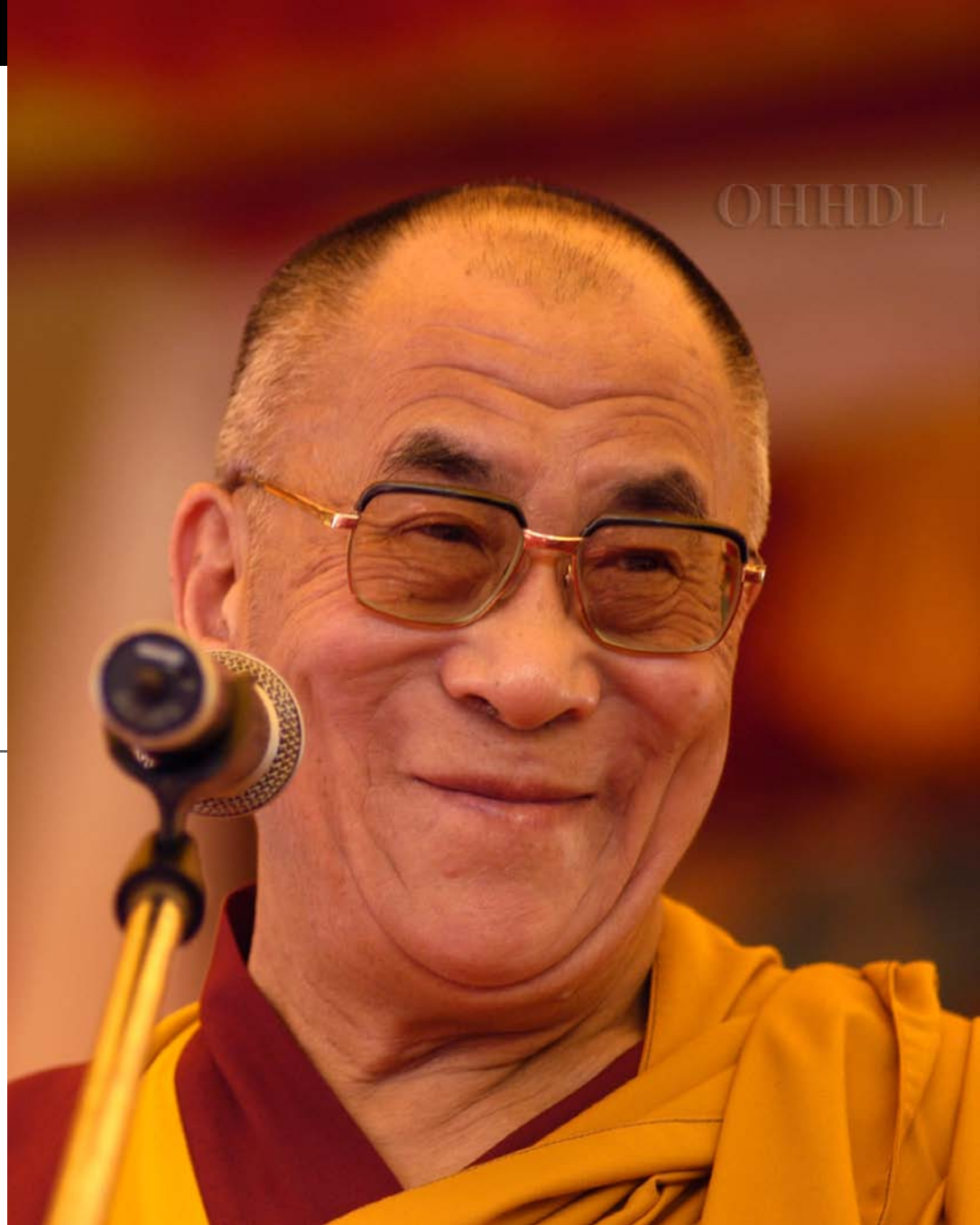
Being emotionally healthy **brings greater health** to others

brain literally rewires
to those around you



how do leaders influence and inspire?

Presence





how do leaders influence and inspire?

Presence is
contagious



Decision Making & Intuition



Limitations of Logic
Trusting your Body



Limitations of the PFC

PFC can only remember 5-7 items

More than 7 variables and it is overwhelmed





The Problem of Over-thinking

The Body's Intelligence





The Problem of Too Much Information

Not able to focus on relevant information





The Problem of Over-thinking

Over-analyzing Preferences....

Focus on Irrelevant Factors





The Problem of Over-thinking

Emotional choice
=
Greater satisfaction



The Body Knows before the Mind

-
- Demasio Experiment
 - Poker Players





body feels
the right
decision

Gut Feelings

=

Intuition





emotionally & somatically dead

Not able to feel what
decision feels right





emotionally & somatically dead

Ability to prioritize
amongst several rational
options





the power of awareness

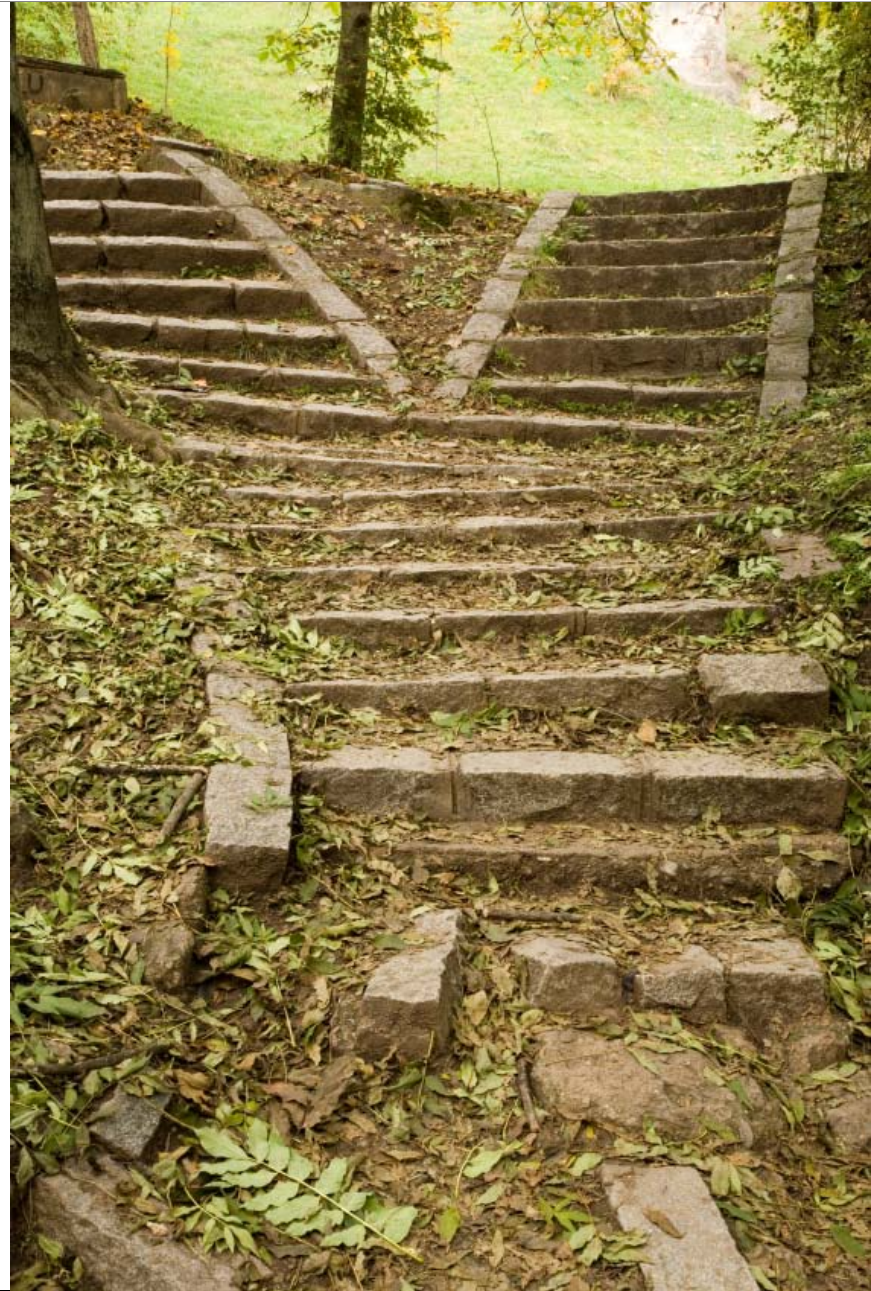
Settled Down=

Clarity + Intuition



the power of awareness

- Head/Ration
- Heart/Emotions
- Gut/Instinctual



summary

- Taking the body out of **contraction/anxiety** cultivates **proactive leadership, executive presence, ability to think clearly and intuition.**
- **Proactive leaders are aware of their bodies** because it allows them to monitor their moods/emotions and retain higher cognitive functioning.
- **Being Centered** effects your ability to deal with conflict.
- **The state of your body and mind is felt by others**
- **Good decision making** relies on **emotional** and **somatic** awareness.

Your Body Provides Critical Information

A woman with dark hair, wearing a green patterned dress, stands in a lush green field. She has her arms outstretched to the sides and her head tilted back, looking up towards the sky. The background is a soft-focus green landscape with trees and grass.

**Don't use it just to haul your
brain around!**



aligning the body, igniting the spirit