



**THE STILL STATE**  
MEDITATION & MINDFULNESS INSTRUCTION

**HAPPY EMPLOYEES. DELIGHTED CLIENTS. HEALTHY BOTTOM LINE**



# **3 WAYS MINDFULNESS CAN TRANSFORM YOUR WORKPLACE TODAY**

## Imagine a steady flow of happy clients who can't wait to tell their friends about your company...

The power to be a leader in your field depends on how well you manage **your greatest asset** - your employees. Each employee has the power to turn any client into a raving fan.

Their well-being defines your workplace culture...and is a direct *contribution to your bottom line*. That's why investing in employee wellness will always net a **positive ROI**.

How do you cultivate **happier, healthier, and more engaged employees** - especially in times like these? With mindfulness!



## WHAT IS MINDFULNESS?

**Mindfulness** is the practice of bringing attention to the present moment *without judgment*. This creates opportunity for behavioral changes as negative mental patterns and habits are recognized and replaced with positive ones.

Practicing mindfulness quiets the chatter in our minds...including the thoughts that cause *stress and mental angst*. This brings us to a **still state** from which we can access a greater sense of peace and creativity. As a result:

- We become more **focused and efficient** in work projects and daily tasks.
- We **gain emotional intelligence** and become better decision-makers.
- We show up more fully so we can **serve customers with excellence**..which boosts performance for the whole company.



# MINDFULNESS FOR THE BUSY PROFESSIONAL

Here are 3 ways that implementing *science-backed mindfulness practices* and techniques in your organization helps you gain an extra edge:

## #1 REDUCE STRESS



When your team is stressed and overwhelmed, things fall through the cracks, teamwork suffers, and the quality of service drops.

**Mindfulness reduces stress** by helping your employees replace unhelpful mental patterns and habits with positive ones.

The costs of stressed employees can be felt physically, emotionally, and financially across organizations:

**40%**

JOB TURNOVER DUE  
TO STRESS

**8 DAYS A  
MONTH**

LOST IN PRODUCTIVITY  
DUE TO INABILITY TO  
CONCENTRATE

**\$300  
BILLION**

ANNUAL COST OF  
STRESS FOR US  
COMPANIES



## #2 BOOST PRODUCTIVITY



Stressed employees often lose focus on the task at hand. Efficiency drops and productivity suffers. **Mindfulness helps your employees discern between what they can and can't control** so they can get back to focusing on *tasks that actually drive results* for clients...and the company.

After implementing mindfulness training for over 13,000 employees, health insurer Aetna reported an increase in productivity of

**62 MINUTES PER WEEK**

**...WORTH \$3,000 PER EMPLOYEE PER YEAR.**

## #3 IMPROVE TEAM & CLIENT INTERACTIONS

Communications with colleagues and clients take a toll when your employees aren't feeling their best. **Mindfulness can help bring enthusiasm, joy, and compassion** back into important interactions. Teamwork is enhanced and *clients get the excellent service they deserve.*



# BRING ENGAGEMENT, VITALITY & HARMONY INTO YOUR WORKPLACE...

Join many of the world's largest corporations that implement mindfulness as part of employee wellness programs, including:







- Aetna
- General Mills
- Goldman Sachs
- JPMorgan
- LinkedIn
- SAP
- Mass Mutual
- Apple
- Google
- Salesforce

## & SURPASS YOUR GOALS

Case studies from some of America's largest companies support the evidence behind the effectiveness of mindfulness in the workplace:

### aetna





More than quarter of Aetna's workforce of 50,000 has participated in at least one meditation class, and those who have report, on average:

-  **28%** reduction in stress levels
-  **20%** improvement in sleep quality
-  **19%** reduction in pain
-  Increased productivity by an average of **62 minutes per week** (worth \$3,000 per employee per year)

Demand for these programs continues to rise, and every class is overbooked.



The company has offered voluntary mindfulness programs to its employees in their Minneapolis headquarters since 2006 and as of late 2013, has trained 500 employees and 90 senior leaders.

-  **83%** were taking time each day to improve their personal productivity (up from 23% before the course)
-  **82%** now make time to eliminate tasks with limited productivity (up from 32% before the course)
-  **80%** had experienced a positive change in ability to make better decisions
-  **89%** of senior leaders said they were better listeners

# PERSONAL & PROFESSIONAL GROWTH THAT DRIVES MEANINGFUL RETURNS

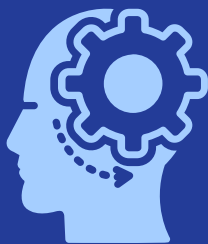
**MMI Mindful Training** is a custom program designed to cultivate a wide range of mindfulness skills to enhance:

- attention
- concentration
- productivity
- communication
- emotional intelligence
- self-care



*“We are always looking for new ways to empower our employees and the training program from The Still State did wonders for our employees. Not only did the sessions help **reduce stress and anxiety**, but it also helped our team **become more productive**. We will continue using the program and highly recommend it to others.” – Jesse Riveria, New Vista Solutions*

REDUCE STRESS &  
INCREASE FOCUS



IMPROVE WORKPLACE  
CULTURE



BOOST PRODUCTIVITY &  
GROW REVENUE





# ASK US ABOUT EMPOWERING YOUR EMPLOYEES TODAY

Delivered online via live Zoom classes  
OR on-site if you are in Texas.

## MINDFULNESS BASICS

Learn basic mindfulness practices to **reduce stress, cultivate mental well-being, and develop personal and professional resiliency.**

## MINDFULNESS BASICS+

Learn basic mindfulness practices and apply them with exercises to **boost productivity, enhance creativity and drive innovation.**

## MINDFULNESS ADVANCED

Gain all the benefits of Mindfulness Basics+ while also **increasing emotional intelligence and compassion on your team.**

Contact us today for a custom quote and get a **FREE Mindfulness Benefits Analysis.**



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# YOUR MINDFULNESS TRAINER



Founder of **The Still State Meditation & Mindfulness Instruction**, Marcy Westcott spent 20 years in sales and management with American Honda Motor Company. There she experienced firsthand how *stress and anxiety affect employee well-being* and profitability.

Marcy helps organizations improve workplace culture and drive performance through **mindfulness practices designed for the business environment**. She has trained businesses small and large, including one of the largest utility companies in Texas.

She is a Certified Meditation & Mindfulness Instructor (CMMI) through the **McLean Meditation Institute** and has advanced certification in **MMI Mindful Training** to bring mindfulness into the workplace.

Her mission is to help organizations like yours transform their culture to reduce workplace stress and increase employee well-being. Get in touch today to make mindfulness work for you!



*"Every executive, business owner or entrepreneur that I have coached in business has reported difficulty with : Focus, Stress and Crisis Management. Marcy's training for my coaching clients was **one of the most valuable trainings** we have provided for them. Not only did Marcy over-deliver on tools, tips and techniques, she helped all of us understand why we struggle and better equipped us to use our own minds to increase mindfulness. My private clients are already reporting how they are utilizing her tips on a daily basis to **stay focused, less stressed and handle crisis** more efficiently." - Amy House, Growin' Out Loud Darlin'*

