

# THE EXCHANGE

This issue's featured subject is "Exercise for Mind & Body."

## MAINTAINING A HEALTHY MIND

In today's world of blackberrys attached to our bodies, cell phones that catch us at any given time and situation, and travel that renames the Atlantic Ocean as "The Pond", it is no wonder that life can be stressful. While some stress is a good thing, it is important to remain mentally healthy under any type of stress. What can you do to ensure that your mind is coping with the choices you have made in your lifestyle?

- **Exercise physically.** The left hemisphere of the brain shuts off when you exercise. This can be very stress relieving as well as good for your body. Low impact cardiovascular exercise such as walking is a great way to begin.
- **Break during the day.** Stop eating at your desk while you work. Spend some time relaxing, even if it is only for 20 minutes. This may be a good time to take that walk.
- **Monitor what you read and listen to.** Select your television and radio stations carefully. News can be depressing. On a stressful day, listening to calming music or your favorite CD may be a better choice. Likewise, read material that is uplifting.
- **Laugh.** There is something funny happening around you every day. If you are having difficulty finding it, that is a wake-up call that you may be taking life too seriously. The late Norm Cousins, famous columnist and author, claimed that laughter was "jogging of the human soul." If nothing is funny today, spend a moment thinking about something in the past that caused you to laugh out loud.
- **Find five things** to be grateful for each day. Make sure your list has some new items each day.
- **Smile** at someone you do not know.
- **Be nice purposefully.** Go out of your way to demonstrate kindness to someone.



You will get even more satisfaction out of it if you remain anonymous.

- **Develop a hobby.** Start out slow. Pick something that brings you joy. Remember that you don't have to be good at this because the purpose is to relax and enjoy.
- **Make a promise** to yourself and keep it. What have you been putting off to do "one of these days"? One of these days is today.
- **Help a child.** This does not have to be time consuming. Invest in the future and help a future leader get a head start.
- **Plan a vacation.** Get your priorities straight and plan a special time for you and your loved ones.
- **Get organized.** Set aside some time to de-clutter the space that you occupy; it will also organize your mind.
- **Reconnect with someone.** Maybe it is someone in your rolodex or a friend that you have lost contact with. Reach out and touch someone.
- **Look for the positive.** Consciously search for the up side of situations and people. Remind yourself that the glass is half full.
- **Give compliments.** Let the people in your life know when you appreciate something that they do.
- **Give without expecting anything in return.** The joy is in knowing that you helped.
- **Forgive yourself.** Be your best friend and let it go.

## What Our Clients Are Saying

"I thoroughly enjoyed our team building activities with TLC the two days at Chateau Elan. That whole experience really epitomized what team building is all about. I felt like a team of people, almost like a family, and not just people working under the same roof."

Mary Hutton, Atlanta GA



APRIL/MAY 2005

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### LOOKING AHEAD:

- ♦ **Strategic Sales - the focus of the June issue of the Exchange.**

### LOOKING BACK:

- ♦ **For previous editions of The Exchange, go to our [back issues](#).**
- ♦ **Re-read the [04/2003](#) edition: Fitness.**

**If I'd known I was going to live so long, I'd have taken better care of myself.**

**Leon Eldred**



### Helpful Hints:

- Take the stairs instead of the elevator.
- Park farther away to give yourself a brisk walk.

**A sad soul can kill you quicker than a germ.**

**John Steinbeck**

**Everywhere is walking distance if you have the time.**

**Steven Wright**



**To learn more about it, click here!**

## PLAY FOREVER

By Vincent Ivan Phipps, B.S.



It's spring! That means several people will start to exercise and diet in order to lose weight to look great in their summer swimwear. In an effort to remain in shape, I recently played tackle football with some old high school friends. I learned all too quickly and all too well the difference between being twenty-one years old and being thirty-one years old!

After twenty minutes, everyone over thirty needed a water break (what we really needed was a nap!). The younger guys were still ready to go, exclaiming, "Now that we're warmed up, let's go full speed!" I realized at that moment that not only was I in worse shape than I thought, but that I needed to come up with an exercise program to get me to where I wanted to be.

I gave myself a few days to come up with other things I could do. Actually I was so sore, I needed a few days to recuperate! I came up with some of the following exercises that can get/keep you in shape that anyone can do regardless of skill level or age, (of course, always check with your physician before starting a new exercise regime):

- Tennis: tones the legs, arms, and back, and improves coordination
- Martial-arts: improves flexibility, muscle tone, and confidence
- Swimming: helps with endurance and works every muscle in the body
- Walking: builds the legs and strengthens heart rate and lungs
- Dancing: this helps with everything and is just plain fun

Many of us have numerous distractions to keep us from exercising. The Internet, our families, our jobs, laziness, and reality TV shows are just a few. If time is the issue, instead of trying to squeeze your life into an exercise routine, incorporate exercise into your life. The Surgeon General states that 25% of Americans do not exercise, and 60% of those who do exercise do so only moderately.

Here are some real "at home" exercises you can do:

- 20 minutes of running
- 30 minutes of brisk walking
- 30 minutes of mowing the lawn
- 30 minutes of leaf raking
- If you move swiftly enough, just washing your vehicle or vacuuming the house can be good exercise.

If the body is a temple, then our minds are the architects. The bottom line on exercise, whether you are getting in shape, staying in shape, or just changing your shape, it does not matter what you do. The only thing that matters is, that you do something! Make it fun and PLAY FOREVER!

## ASK THE EXPERTS



### Dear TLC,

My company has just implemented a plan for office workers to be more health conscious (promoting walking during breaks, stocking vending machines with healthy snacks, etc.). I am overweight and feel self-conscious about listening to or being involved in matters of health. My department wants me to support this but I'm skeptical and don't want to be a party pooper. I am even considering leaving the department over this. Any recommendations?  
Chew the Fat

### Dear Chew,

Many organizations are incorporating healthier lifestyle resources. For example, creating more "no smoking" areas and filling vending machines with dried fruits rather than candy bars and chips. Even if you leave that department or the company, wherever you go they might have that same concept. Instead of running to ignore the issue, address the true concern.

According to the latest fitness studies, approximately 60% of people in the United States are overweight. Almost 15% are obese. You are not the only one who feels uncomfortable with health matters. Acknowledge the true reasons you are skeptical. Is it because you don't believe it will work, you feel this is just a trend that will fade, you don't want to look silly, or other similar reasons?

Based on the real reasons for your skepticism, look for what it would take for you to overcome those obstacles. Listen without a defensive barrier to what others are saying. Ask for feedback from those you trust. How you look on the outside does have an impact on how you feel on the inside. We worry about how we look. Another approach is to care about how we feel.

Deion Sanders, or "Prime Time" or "Neon Deon", one of the National Football League's best players was noted for constantly exercising, and the wearing of designer clothes even during interviews. He stated, "When you look good, you feel good. When you feel good, you play good. When you play good, you get paid good."

## FIT AS A FIDDLE



Remember the last time you heard someone say, "I'm as fit as a fiddle"? This phrase means to be in good health or to appear in good physical condition. What does a fiddle have to do with being in good shape?

The earliest record of this saying dates back to the early 1600's. Much like today, instruments must be properly sculpted and shaped to play harmoniously. The fiddle is shaped with leanness in the middle.

If the design of a fiddle resembled a person, the person would be broad in the upper body with a thin waistline. The alliteration of "fit" and "fiddle" also sound well together. The term "fit as a fiddle" became associated with looking and being in good shape.

Much like a fiddle, our bodies are instruments, that, when kept well tuned can perform at maximum efficiency. If life is a symphony, and the world is your stage, make sure you live in harmony by keeping your body and mind "fit as a fiddle."

## FEATURED SERVICE: Season Tickets with TLC

April's seminar, **Understand What People Are Trying to Say!**, was rated the highest so far by the participants, who stated they especially liked the information given about body language, as well as the participation and interaction by the group. Comments were summed up by one of the regular attendees when he said, "Another great seminar!"

On May 20<sup>th</sup>, we will present our next seminar, **Reduce Defensiveness**. Learn how to keep communication efficiency high by keeping defensiveness low. People communicate poorly when they are defensive. Great suggestions fall on deaf ears because the defensive barricade does not let the message penetrate. The more equipped we are to deal with different types and levels of emotion, the more we benefit.

You will learn to:

- Avoid words that can cause defensiveness.
- Increase your credibility by speaking with more information and less opinion.
- Discover how to handle different types of rejection.
- Understand the importance of how words impact the message.

- Control gestures and facial expressions to demonstrate empathy.
- Respond to the listener by adapting to his/her level of emotion or need.

Each seminar is held at the Chattanooga the third Friday of each month and consists of 6 hours of training, a continental breakfast, a superb buffet lunch, and customized materials to enhance learning.

Future topics include:

- June 17<sup>th</sup> – **Intuitive Interviewing**
- July 15<sup>th</sup> – **Presentations that Get Ovations**
- August 19<sup>th</sup> – **L.E.A.R.N. as a Team**
- September 16<sup>th</sup> – **Understand Your Leadership Capabilities**
- October 21<sup>st</sup> – **Find a Better Way to Say It**

To receive our "Season Tickets" brochure, call Don Wheeler at (423) 622-8255, or toll-free at 1-888-BECAUSE.

## GET HEALTHIER BY WHAT YOU SAY

If we are what we say, then it is imperative to choose what comes out of our mouths. Below is a list of statements and how they can be expressed more positively. We, at TLC, hope that these examples will help you to get healthier in your communication:

- I have to work on this now./I get to work on this now.
- This won't work./ How do you see this working?
- I am not tired./ I am energetic.
- They don't like me./ How can I get them to know me better?
- I have too much to do./ I am capable of doing so much.
- I can't do this./ How can I do this? –or- What is best for me to do here?
- I can't let this happen. / I can create successful change.
- They never listen./ How can I get them to listen now?

Strive to eliminate negative words and replace them with more proactive ones. Ask yourself positive questions because your brain will answer any question that you ask it. Re-shape your words to lead a more positive and healthy life.



### Remember to...

- **Substitute fruit or nuts for dessert.**
- **Give yourself room to enjoy sweets and junk food without over-indulgence.**

### DIET HUMOR:

**Red meat is not bad for you. Now blue-green meat, that's bad for you!**

**Tomy Smothers**

**A balanced diet is a cookie in each hand.**

**You know it's time to diet when you push away from the table and the table moves.**

**Quoted in The Cackle Bur**

**I'm in shape. Round is a shape... isn't it?**

**My doctor told me to stop having intimate dinners for four. Unless there are three other people.**

**Orson Welles**

**A waist is a terrible thing to mind.**



**Few cases of eyesight  
have been developed by  
looking on the bright side  
of things.**

**The best six doctors  
anywhere  
And no one can deny it  
Are sunshine, water,  
rest, and air  
Exercise and diet.  
These six will gladly you  
attend  
If only you are willing  
Your mind they'll ease  
Your will they'll mend  
And charge you not a  
shilling.**

**Nursery rhyme quoted  
by Wayne Fields, What  
the River Knows, 1990**

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## CEO CORNER: "Finding Good"

By Beverly Inman-Ebel, MA CCC-SLP

I am a professional people watcher. It is my vocation and hobby. Little misses my observations. Lately, my laboratory has been airports and airplanes.

On a recent flight that had no empty seats, a young man, wearing his college T-shirt, held up the line of passengers waiting to board the aircraft by rearranging luggage in the overhead bins. He stood there perplexed for several minutes, with a small suitcase in his hands, looking for a place to put it. The woman behind him, anxious to get to her seat, suggested that he place it under his seat. The student replied, "It's not mine." Then he loudly asked, "Who owns this bag?" The misplaced luggage belonged to a man with a British accent who was annoyed that his bag was moved. He asked in an irritated tone, "Why did you move my bag? Leave my bag alone! Move your own bag!"

The other passengers came to the rescue. Instead of showing their irritation to the young man, who obviously did not understand the protocol of "first come; first place," people started jumping up to find a bin for the misplaced luggage. At the end of the flight, a passenger three rows back remembered the scene and passed up the Brit's bag to him so that he could exit promptly. What a pleasant surprise to see tired travelers positively handle a negative situation. Their kindness even had a relaxing effect on the man who owned the moved bag.

On another flight, the pilot was experiencing wind shear that caused him to make numerous circles around the intended airport. The ride was a bit bumpy, causing numerous passengers to lose their lunch. The flight attendant kept running towards the back with water, paper towels, and bags. Each of her three runs towards the back, she had a serious look on her face, yet she smiled on each trip back. On the last trip, with a laugh she said, "I'm not getting paid enough today." The humor eased the tension and we finally landed.

Maintaining a positive attitude during



a negative situation helps you and the people around you. How do some people manage to do this so easily while others explode at the slightest provocation? It is not dependant upon the situation, rather the state of mind. Maintaining a healthy mind or attitude can require some diligence.

When something bad happens, quickly ask yourself if this is purposeful or accidental. If you think it was purposeful (such as the young man moving your bag so that his will fit), ask yourself what is the damage done. If you can live with the consequences, let it go. If you are not willing to accept the results, ask yourself what you can do. If you can do something, ask yourself what is the best action. This simple three-step action can keep you calm in a hot situation.

It is also helpful to look for positive results each and every day. Don't pass a flower bloom without noticing it. Begin your day purposefully looking for positive outcomes. By keeping yourself focused on the positive rather than the negative, you will be more likely to find it. So expect good. Find it. Live your dreams.

## IN THE NEWS



TLC participated in the TapRoot Summit held in San Antonio, Texas, March 2<sup>nd</sup> through 4<sup>th</sup>, 2005. Vincent Phipps, our Senior Communication Coach, presented three sessions to professional accident investigators from all over the U.S. and representatives from ten countries.

Feedback included: "Great information. I can use this at work right-a-way!", "Very good presenter, very knowledgeable", and "Great tools to help with interviewing".

Beverly Inman-Ebel has presented from Delaware to Arizona and from Chicago to San Antonio in April. She is currently in Morocco addressing business owners from around the globe.

To get Vincent or Beverly to present at your next event, contact Don Wheeler at (423) 622-8255, or toll-free at 1-888-BECAUSE.

TLC establishes long-term relationships with our clients. If we have helped you or if you believe our approach to change would work for someone you know, please communicate with us by email [[tlc@talklisten.com](mailto:tlc@talklisten.com)] or phone [1-888-232-2873]. We work with individuals and groups on the following subject areas: attitude, listening, body language, voice, leadership, compliments and corrections, behavioral style, teamwork, effective meetings, public speaking, accent reduction and much more!

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