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### **Routines help to harness stress**

- When we wake up, we are normally in a theta state (relaxed, anti-cortisol). The brain is plastic at this stage - changeable
- Whatever you consume in the first few minutes of the day physically changes the neocortex of the brain
- Social media, work emails or news feeds (include murder, war or other stress causing events) can affect your brain
- Looking at your phone in the first eight minutes of the day can be stress inducing
- The amygdala is activated which creates a fight flight reaction, and you are fed cortisol which induces stress
- The adrenal glands come to the stress party and pump adrenalin into the body
- The brain now hardwires you for fear, worry, paranoia and stress
- The answer is no phone checking for 8 minutes
- Studies have shown that if you open the blinds and say, "today's going to be a good day", serotonin and oxytocin will get released

### **Ideas for morning rituals**

- Gratitude: think of 3 things you are grateful for
- Brush your teeth and tongue with the opposite hand – anti-aging effects
- Drink 500ml clean, filtered water
- Take probiotics – gut health is linked to mental health. Our stomach is our 2<sup>nd</sup> brain
- Move for 25-30 minutes
- Take a cold shower: 3 mins in summer, 1 minute in winter
- Make your bed: self-efficacy
- Morning meditation – reduces stress
- Coffee and breakfast (no more)

### **Flow**

- Dr Mihaly Csikszentmihalyi, the father of flow/being in the zone. He recognized and named the concept of flow and believes that flow enhances productivity and reduces stress
- Ultradian rhythms
- 90-minute flow and trough focus points
- Take a brain break every 90 minutes (do not take the break on technology)

### **Reframing**

- Are you feeling stuck?
- Concerned you will get sick?
- Worried you will lose your job?
- Concerned your parents will get sick
- Ruminating that you are not hitting KPI's/targets?
- Dr Lucy Hone – PHD Researcher's 3 secrets of resilient people

- They know that suffering is part of life and every human's existence
- They are really good at where they focus their attention – they know what they can change and accept what they can't and recognize the good
- They ask themselves whether what they are doing is helping or harming themselves
- Talk it through, recognize what arrives through the feedback loop
- Ask yourself, "is what I am doing helping or harming me?"
- Think about whether you can do something about it?
- Fact-check with a credible source
- Think about what active steps you can take

### **Ideas to stand out with clients**

- Be their support on LinkedIn: follow, comment, encourage, create content for them to use
- Send video messages – even 30 seconds will be remembered
- Think of what type of online events you can run
- Networking: provide an idea forum, valuable content, education
- Find out about your clients: birthdays, kids, interests, charity, sport
- Create virtual social events: send a bottle of wine, small boutique coffee pack, Uber eat
- Send handwritten thank you cards
- Send plants that exchange out formaldehyde:
  - mother-in-law tongue/snake
  - Peace Lily
  - Aloe vera plant

### **Sleep tips (immunity boosting)**

- 7-9 hours per night (1.5 hours deep REM) according to Dr Matthew Walker
- Screens off 30 minutes before bed
- Pre-sleep routine
  - ½ hour cues
  - Avoid sugar in the evening
  - 2 drink rule (rather have 1 glass with a water chaser, >2.5 affects REM)
  - Movement in the day
  - Keep it dark
  - Keep it cool
  - Sleep meditation