



THE INNER GAME *of* STRESS

SUBJECT: Sports psychology guru Tim Gallwey turns his INNER GAME approach into the businessperson's best friend

Renowned guru of sports psychology Timothy Gallwey is the author of the internationally bestselling book, *The Inner Game of Tennis* which has helped athletes with on-the-court performance and executives with boardroom obstacles. The Inner Game approach has been used by everyone from head coach of USC football Pete Carroll and former NBA player and Coach Phil Jackson to President Jimmy Carter and violinist Itzhak Perlman. In conversations with his friends Dr. John Horton and Dr. Edd Hanzelik over the past 30 years, Gallwey came to realize that stress was a lot more serious than just being a barrier to performance...it was a doorway to disease. In fact, it's estimated that up to 75 percent of all visits to primary care physicians are for stress-related complaints or disorders. Gallwey saw an opportunity to make a difference with people that transcended performance, a chance to change not just tennis serves and egos, but health and quality of life. In his new book with Dr. Horton and Dr. Hanzelik, *The Inner Game of Stress: Outsmart Life's Challenges, Eliminate Tension, Achieve Your Potential*, Gallwey has created a revolutionary program for overcoming the self-doubt, nervousness and lapses of concentration that cause people from being effective and achieving their goals.

Business leaders know that exercise, good nutrition, moderate alcohol use, vacations and good relationships help reduce stress, but many still lack a simple understanding of why and how stress happens and easy to use everyday tools to help bypass it. The authors write about and can discuss:

- **The Four Rs:** The American cultural default is to be doers to the extreme, to push ourselves past the limit. Often patients of Dr. Horton and Dr. Hanzelik's who are business leaders have a hard time understanding Rest, Relaxation, Recreation, and Reflection are not just "nice to have" and aid work performance, but are absolutely essential to life and health.
- **Being the CEO of your life:** The first task is to make a clear and conscious decision about your mission, values, product, strategies, and partnerships. Your second task is to consider the matter of

your company's stock – you aren't required to sell shares of ownership to anyone but many of us have sold enough shares that we have become minority shareholders in our own lives. The more shares you have sold, the less control you have, and the more likely you are to experience stress. Being true to oneself – living with ideas, concepts, and ideologies that are aligned with your feelings and values – prevents frustration fear and pain which automatically evoke the stress system and its responses.

- **Burnout vs. Challenge.** Burnout occurs when you are not enjoying what you do yet are putting your all into it. You exhibit symptoms of stress, feel distant from people and it progresses to illness. A challenge is when you do something you really enjoy and you get home very tired but not frustrated, afraid or in pain. You rest and wake up eager for another long hard day full of challenges. One needs to be able to know the difference and learn how to view events as opportunities to challenge one's self and grow, not burn out.
- **Inner Game Tool #1 – STOP:** There are many instances when negative momentum takes over, such as when your first conference call on Monday goes poorly and suddenly you tell yourself the entire day, maybe week, is ruined. How do you halt this unconscious momentum? Make the shift to being conscious by Stepping back, Thinking about the truth of the situation, Organizing your thoughts, and then Proceeding. Many business managers and executives think that recommending the use of the STOP tool will give workers permission to slack off, or that they'll lose their edge. The opposite is true. When your environment is doing to you instead of you doing to your environment, mistakes get made and as business leaders know, mistakes eat up a lot of time. Taking a little time to be conscious saves much more time than it takes.
- **Inner Game Tool #4 – Trying on a New Attitude:** Many people think their attitude is part of who they are, but changing it is not difficult if you just become aware of it. Gallwey coached tennis players with high swings to become aware of their incorrect form by just having them state out loud where the ball hit their racquet. By just becoming aware of where the ball hit the racquet, they were able to access their correct-form swings to better face the oncoming ball. In the same way, by being aware of what attitude they have in a stressful situation, business people are able to assess how they came to have that attitude and try on fresh attitudes culled from their inner resources to better face their stressors be it co-workers, the recession, or salary cuts.
- **Inner Game Tool #8 – The PLE Triangle:** When the Inner Game is being played well, three things

happen: performance is excellent, learning is occurring naturally, and enjoyment is present. Stress starts with the imbalance of setting and achieving performance goals, but ditching learning and enjoyment. Making a commitment to all three is what leads one to be a human being, not just a human doing.

- **The Wisdom System:** As scientist Paul MacLean theorized, we have three brains. One is a primitive brain focused on individual survival, which is limited to attack, flee, or freeze in response to challenges; The second is a more refined brain that has the capability of learning, memory, and recognition; and the third, highest component is the human brain which is involved with most advanced mental activities. Most of the stress we experience cannot be handled well by the primitive or mammalian brains, with their limited capacities. Only by accessing our unique human brain can we step back, reflect, and take conscious action. In fact, a large part of neurobiological studies of meditation and mindfulness centers on this unique human ability to reflect. The inner game model and tools teach reflection without cultural or religious associations.

The concepts in **THE INNER GAME OF STRESS** are expressed through Gallwey's clear and memorable anecdotes, examples, and coaching tools, with the added material of Dr. Horton and Dr. Hanzelik's engaging stories from actual patients suffering from stress issues every day. There are several other Inner Game tools and accessible lessons in this title – if you are interested in speaking with the authors, please be in touch.

Thanks for your time,

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