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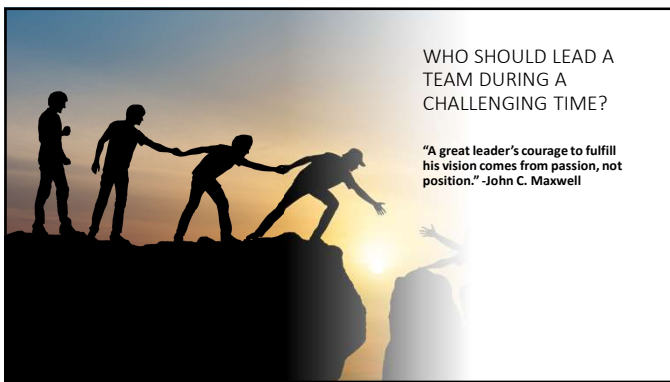
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### MINDFULNESS

**Mindfulness creates emotional intelligence in these four areas:**

- Focus
- Compassion
- Creativity
- Clarity

**The main areas of improvement**

- Resilience
- Collaboration
- Agility of Complex Thinking
- PLUS...The Gray Matter of the BRAIN GREW!

**Figure 1: Post-program impact**

Extent to which the program has developed your capacity to possess, a great or a very great extent

Area	Some extent	A great extent	A very great extent
Resilience	30%	52%	18%
Complexity	50%	35%	15%
Collaboration	61%	27%	12%

**"Mindfulness should no longer be considered a nice to have ... It's a MUST HAVE!"**

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MINDSET	<ul style="list-style-type: none"> <li>✓ <b>Create a Resilient Mindset</b></li> <li>✓ Connect with others that have resiliency</li> <li>✓ Self-reflection- 10-minute daily routine</li> <li>✓ S.T.O.P.</li> <li>✓ Journaling</li> <li>✓ Prayer</li> <li>✓ Walking every 2 hours</li> <li>✓ Celebrate successes</li> <li>✓ Accept what is out of our control</li> <li>✓ <b>Create a Resilient Mindset with Clients</b></li> <li>✓ By helping your clients see the options then implement a plan of action</li> <li>✓ By taking each step in the plan you are supporting them and keeping them out of the victim mindset</li> <li>✓ By celebrating when some step is completed you keeps them moving forward</li> </ul>  <p style="background-color: #800000; color: white; padding: 5px; text-align: center;">"Life doesn't get easier or more forgiving, we get stronger and more resilient." Steve Maraboli, <i>Life, the Truth, and Being Free</i></p>
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## RECOVERY RESILIENCE

"The most important mindset to have during a disaster is a resilient mindset. This will allow you to recover quickly, improve on your previous business and build back better."

Coni Meyers



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Turn an adversity into a resource by cultivating a resilient mindset

2

Create opportunity for growth and success

3

Build back, build better

4

Improve upon previous state

5

Enhance community resilience by taking it to a new level

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## S.T.O.P.



- Stop - let your mind go blank
- Take 3 deep breaths - In through the nose and out through the mouth
- Observe what you are feeling inside and what is going on around you
- Proceed with a plan

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## STEP INTO YOUR SURVIVAL LEADERSHIP

Be confident	Perceive & evaluate problems	Help others into mindfulness
Implement the plan	Take decisive action	Count your blessings
Celebrate your successes	Believe you will succeed	Do what is necessary
Surrender		



"It is not the strongest or the most intelligent who will survive but those who can best manage change."  
Leon C. Megginson

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## TEAMS PURPOSE AND VISION

- Create team purpose and vision**
  - Total team involvement
  - All three phases of a disaster
  - Ask why you chose people for the disaster team
  - Contribution from each member of the disaster team
  - How will disaster team serve clients and community
- The Team's Purpose**
  - Why did you/they want to serve on the team
  - What is your/their purpose on the team
  - How does your/their role serve others
  - Write the team's purpose
- The Team's Vision**
  - Must be crystal clear in identifying potential risks
  - What affect is it going to have
  - What resources do you need

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## MINDFULNESS PRACTICES

Team Routine

- 10-Minute Routine**
  - Display the vision where the team can see it daily
  - Review and assess the team's vision with everyone
  - Celebrate the team's successes and adjust the vision accordingly
  - Before calls or meetings, take 1-2 minutes to breathe and envision the outcome
  - Every 1-2 hours, take 1-2 minutes to breathe, walk, meditate, or do an act of kindness
  - When faced with a course correction, be sure to stop, breathe, listen to inner voice, reframe and anchor

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**MINDFULNESS PRACTICES - Awareness**

When you become aware of emotions that you need to change:

- STOP!
- Take deep breaths for 1-2 minutes
- Notice and acknowledge what you are thinking and feeling
- Notice what your body is doing
- Identify your desired emotional outcome
- Create a vision for that and reframe your mindset
- Voice your statement out loud and with conviction
- Anchor and reframe with something physical
- Repeat the process, if necessary

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**MINDFULNESS PRACTICES – Awareness**

Team Management & Meetings

- Take 1-2 minutes to breathe before any meeting
- Ask something personal that brings the team to the present
- If appropriate, meditate and breathe for 1-2 minutes
- Arrange for outside activities and drills
- Find the gifts and opportunities in being self-aware

**AWARENESS = CONFIDENCE**

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**MINDFULNESS PRACTICES - Confidence**

Confidence affects

- Buy-in by team members
- Decision making
- Communication
- Engagement
- Self-awareness
- Stress levels



*"A clear vision backed by definite plans give you a tremendous feeling of self-confidence and personal power."*  
Brian Tracy

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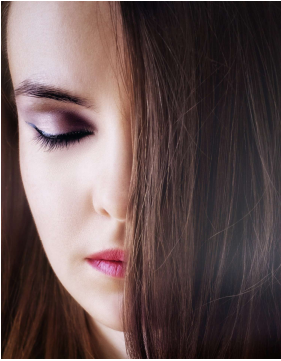
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## MINDFULNESS PRACTICES - Confidence

Loss of confidence during the day?

- STOP
- Take three deep breaths
- Identify what you are feeling...Stress? Anxiety? Fear?
- Breathe and visualize your feelings flowing away from you and sinking into the ground
- Envision the outcome you want
- Reframe your thoughts and anchor them
- Write an affirmation statement and record it to your smartphone
- Feeling a lack of confidence? Play it back to yourself



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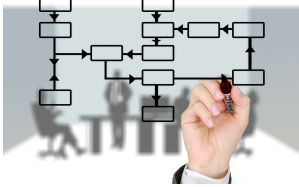
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## MINDFULNESS PRACTICES - Organizational Management

- Create an environment of success through clear visions and plans
- Review your leadership and your team visions regularly
- There should be a virtual vision board that is accessible to all team members
- Evaluate any additional resources that may be needed
- Identify any additional training or resources that will assist team members
- Celebrate successes often so that team members stay motivated and inspired



**"There's no harm in hoping for the best as long as you're prepared for the worst."  
Stephen King, Different Seasons**

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## MINDFULNESS PRACTICES - Engagement

To engage others, you must first engage yourself

- Start your day with your 10-minute routine
- Record your vision statement and listen to it
- Have a way for the team to visually see and hear the team vision
- Encourage others to stay off social media at the beginning of the day
- Find ways for others to engage with one another and make it fun
- Have the team's vision reviewed regularly
- Remind others to take a walk or some small exercise every 1-2 hours
- Show gratitude and throw in an act of kindness for good measure



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### MINDFULNESS PRACTICES - Accountability

Accountability starts and ends with you. Set the example.

- Start your day with your 10-minute routine
- Visit your leadership and team visions; keep everyone focused and accountable
- Admit mistakes and apologize
- Celebrate successes no matter how small
- Continue to work on your leadership skills, while others continue to improve theirs.
- Get to know your team on a personal basis
- Create challenges that are fun and engaging for your team that also foster accountability
- Evaluate the team's skillset to ensure that they are in the right position
- Have regular assessments that provide honest feedback
- Create a positive and encouraging environment



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### MINDFULNESS PRACTICES - Problem Solving

Reduce problems by frequently reviewing visions

- Close your eyes and take 3 deep breaths
- Acknowledge your emotions and release them with each breath
- Listen to your vision or that of others to identify the opportunities that a problem may present
- Allow your thoughts to come forward as you look at solutions and what your inner voice is saying
- Use the Problem-Solving Analysis to guide you to the right solution
- Celebrate the success of finding the right solution
- Determine if your vision needs to be adjusted because of the solution
- If the problem is not able to be solved, accept that it is out of your control



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### MINDFULNESS PRACTICES - Decision Making

When looking at a decision that needs to be made:

- STOP and identify what you are feeling
- Take three deep breaths
- What is your inner voice telling you?
- Is there any fear or anxiety about the decision?
- If so, breathe and imagine those feelings leaving body and sinking into the ground
- Allow the opportunities this decision will bring to enter that space
- Is this a decision you need to make on your own or do you need to bring others into the process?
- What due diligence do you need to do?
- What are the pros and cons for each choice and what resources will be needed?
- When the best choice becomes apparent, create a vision statement for it and then anchor it



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### MINDFULNESS PRACTICES - Time Management

Living life by design requires the Greek concept of Kairos (or Aspect of Time)

- Start by becoming a good listener
- Start your day with your 10-minute routine
- Avoid looking at social media or e-mails
- Be present and breath as you think of your vision for the day
- Filter your e-mails so you only receive those that are important to you and your business
- Look at your calendar and schedule time every 1-2 hours to breathe, go for a walk and/or do an act of kindness
- Prior to appointments, schedule 1-2 minutes to breathe and be present
- Be disciplined at time blocking
- End your day with your 10-minute routine



Staying Present is the BEST Time Management Tool

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### RECOVERY LEADERSHIP

As a mindful leader you will:

- Maintain your mindset and that of others in order to stay productive
- Lead with confidence
- Practice effective engagement
- Practice mindful problem solving
- Practice mindful decision making
- Practice efficient time management
- Be accountable to yourself and have others be accountable



"Nothing is impossible, the word itself says I'm possible." Audrey Hepburn

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### WHAT CAN YOU DO TO HELP YOUR CLIENTS AND CUSTOMERS

- |   |   |   |  |
|---|---|---|--|
| Get to know the REALTOR Relief Fund         | Genuinely care about their well-being           | Take the Do Well by Doing Good Training | Go to the Emergency Planning Office                    |
| Help with insurance and FEMA claims         | Get involved with the Kids4Kids or other causes | Help find new housing                   | Help avoid scams                                       |
| Help review real estate and other contracts | Help find reputable contractors                 | Review state laws                       | Let homeowners know they need to talk to their lenders |



"As an entrepreneur, you've got to really lean in and look into your market and understand what are the actual problems and challenges that people are facing." Liz Bohannon

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**"DO WELL BY DOING GOOD"**

**WAYS TO BE A LEADER IN YOUR COMMUNITY**

- Engage in philanthropic organizations & fundraising
- Join professional associations
- Sponsor local events
- Become a mentor or coach
- Volunteer with fire department and other civic organization
- Participate in educational institutions
- Neighborhood organizations
- Community nonprofits & churches
- Join sports clubs

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**BE A COMMUNITY LEADER WITH US-Kits4Kids®**

**JOIN US AND HELP PROTECT OUR KIDS & REDUCE THEIR FEAR**

**76% OF PARENTS ARE WORRIED ABOUT THEIR KID'S ANXIETY AND DEPRESSION\***  
**Suicide & PTSD HAVE INCREASED DRAMATICALLY**

**SOME OF THE REASONS WHY:**

- Desocialization due to COVID
- Social media
- Bullying and abuse
- Shootings and kidnapping
- Disasters and other crises
- General school and parental pressure

**Kid Spokesperson Campaign**  
**"Kits4Kids Ambassadors: Little Voices! Big Impact!"**

**SOME ITEMS INCLUDED:**

- Reference manual
- Emergency numbers
- Tracker
- Light
- Whistle
- Stop the bleed bandages
- Mask
- Prayer/meditation parents can record

\*Pew Research Center 1-24-2023 \*Youth Risk Behavior Today

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**THANK YOU!**

*The BePreparedBeReady initiative*

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