

Six Steps To Positively Influence Success Through Mindfulness



By Jaime N. Clark

Balancing my career as a marketing manager, parent of two teenage children, and volunteer with both SMPS Hawaii and SMPS Colorado can be overwhelming. Recently, I've embraced the practice of mindfulness and Usui Reiki concepts to guide my success.

Through the years, I've made priority lists, returned to school for a master's degree, committed to a triathlon club, and volunteered at my children's schools, but something was missing. When encouraged by my therapist to try yoga, the thought seemed silly considering the amount of biking, swimming, and running I was doing. I was exhausted, physically and mentally—was incense and stretching going to be the key to happiness?

Skeptically heeding the advice, I sweated it out in heated Vinyasa, and yes, there was incense. While the mindfulness of a set intention prior to practice wasn't personally intuitive, I cooperated and continued to breathe as instructed. The results of my focus and self-exploration were profound. I felt rested, calm, mindful, and confident that I could find peace in any situation at any time. And I did.

The Wim Hof method is another demonstration of influence over self that I found helpful in managing my day-to-day stress at home and work. Through guided breathing techniques, mental focus, and short stress response exposures, the method has proven a path to resilience and increased control that has been validated by several scientific studies. Hof (aka: The Iceman) has perfected his technique to the point of setting Guinness World Records for swimming under ice and enduring dangerously cold ice water. He ran a half marathon in the snow, on bare feet.

The results have not only affected my personal life, but my work life has benefitted too. I began to feel ... well, content.

How Can Mindfulness Help in the Workplace?

Both Vinyasa and Wim Hof practices include commonalities and benefits of training the human mind to succeed. A workplace demonstration of this concept is "The Circle of Influence and Control" by Stephen Covey. The tool improves team confidence, productivity, proactive behavior, and happiness. Participants identify three key elements—concern, control, and influence—visually drawn out in separate circles. By compartmentalizing the elements, anxieties transform into awareness. Participants identify areas of influence and items that they can control. While concerns may remain, the attitude toward them is generally more accepting due to this acknowledgment.

How can mindfulness help you at work? To get started, think about examples of concern, control, and influence at your firm. To impede negativity, we can train the subconscious to seek a baseline of contentment. From here, we can select a positive intention and forge a healthy path to that goal.

An activity in mindfulness can be incorporated as a simple daily ritual. The following six-step meditation increases awareness, focus, and self-control.

1. Pause in the moment. Let this be flexible and self-guided. Interruptions are OK, a lack of focus is OK. Simply bring the mind back to a focal point if it wanders off course.

At work: Step outside or politely escape to the restroom. Once you feel comfortable with this practice, simply close your eyes sitting at your desk.

2. Set your intentions. Take a moment to listen. What do you need in this day, hour, minute? How can you better serve your innermost needs to achieve greater goals?

At work: Realize your professional intention for that day, just that one day.

3. Visualize success. As you discover what you need, paint a mental picture of it. Let it be exactly as you wish, there are no limits here.

At work: Separate your personal success from your team success. These are not always perfectly aligned, and that's fine. As you meditate further, you will find paths for both.

4. Identify blockers. As you visualize your goals, take a look around. What do you see in your way? How do you feel when you identify these blockers?

At work: Avoid negative associations with blockers. Accept them for just that, neutral blockers, nothing more.

5. Explore resolutions. Here, you can see intentions and obstacles in your path. Which blockers can be resolved? Which cannot? Some barriers may require a detour—they simply become sightseeing points along the way—but your path remains. As your awareness increases, so does growth and acceptance.

At work: Ponder diplomatic responses and peaceful remedies. Simple acceptance can produce contentment.

6. Breathe. As you complete this meditation, let your mind rest and your body breathe. Inhale deeply, pausing at the top. Exhale, releasing any negative feelings.

At work: Remain cognizant of your physical response to situations. Identify stress signals and immediately use your breath to calm your nervous system.

With practice, this meditation can take on new, powerful forms of self-influence. Meditation is like a muscle—the more it's used, the stronger it grows.

As a philosophy, Vinyasa yoga emphasizes the temporary nature of things. One posture is held for a short time and released to flow seamlessly to the next. Each movement serves the others.

With similar technique, we move through our career and personal life, one experience after another, each working toward a greater purpose. Let these six steps be your guide—small gestures that, together, create a masterpiece.

Therapy, coaching, and mentorship have greatly influenced my ability to be a successful A/E/C marketer. I appreciate all experiences, negative and positive, for the growth that each provides. ■



Santa Clara Family Health Plan,
Santa Clara, CA. Studio G Architects.
©Emily Hagopian Photography,
emilyhagopian.com.



JAIME N. CLARK is marketing manager for GH Phipps Construction Companies in Greenwood Village, CO. Clark serves on the SMPS Hawaii board of directors as president-elect / membership director and volunteers with SMPS Colorado's Communications and Marketing Excellence Awards (MEAs) committees. Her work has been recognized by SMPS and the American Marketing Association. She received her Usui Reiki Level 2 Practitioner certification summer of 2020. Contact her at 303.389.3718, x1220, or jaime.clark@ghphipps.com.