

Communicating with **NANCY STERN**

COMMUNICATION PLUS

Staying UP in DOWN Times

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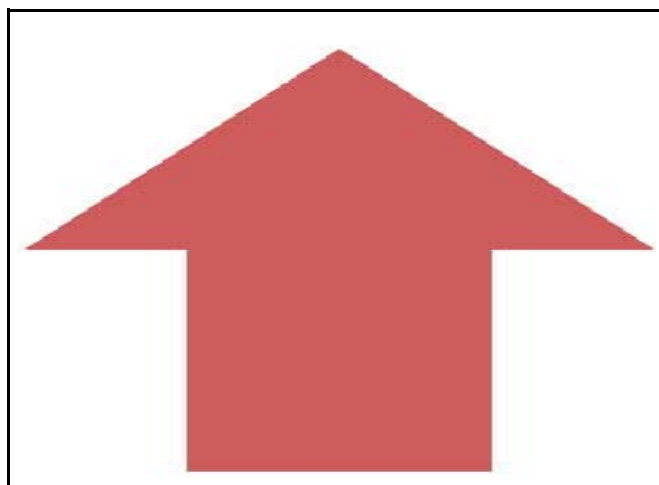
“Do not dwell in the past, do not dream of the future, concentrate the mind on the present moment.”

-Buddha

It's hard to find the good news these days and it seems everywhere we turn we just keep getting bombarded with more bad news. It's pretty hard to feel up in these down times.

So, after feeling down for a while I started to realize the only thing I had control of was how I was responding to all of the bad news. I made a conscious decision to live in the moment and do what I could to feel up instead of down. That's where you have to begin—by making a choice in how you look at whatever is going on in your life.

Wayne Dyer said, *“Change the way you see things and the things you see will change.”* There is truth to this. When I stopped seeing all the doom and gloom I started to see possibili-



ties. Granted, the stock market keeps sliding and my retirement age keeps getting father out of sight, but in the end, no one knows how long this is going to go on and what the results will be, so why waste energy worrying about something you can't control? The day after I let go of the angst, my phone rang “out of the blue” with a request for a proposal for some work I had not anticipated. It got me thinking about ways

to stay up in down times. For me, it's about staying in the present moment. When I start thinking about the future I start obsessing about things I can't possibly know anything about.

Another way to stay up in down times is to hang out with friends and family. Find laughter and joy in the small things. Take the dog for a walk. Read a book. Stare at the ocean, the mountains or a candle flame. Just BE.

"If you are going through hell, keep going."

-Winston Churchill

I've had my struggles with optimism throughout my life and there have been many times when pessimism has gotten the best of me. Each time I have let that happen I have wasted a lot of time living in an ugly place, and each time I have been able to move back into optimism, the ugly disappears and possibilities appear. I've come to learn it all happens in my mind, in the thoughts I think.

It's easy to fall into thinking the glass is half-empty rather than half-full. It takes conscious effort to know when those negative thoughts are creeping in. Just like you consciously think about what kind of music you want to listen to, you can tune into your self-talk and change your thinking. Basically, we're all just dancing to the sounds of our inner iPods. Why not change the playlist?

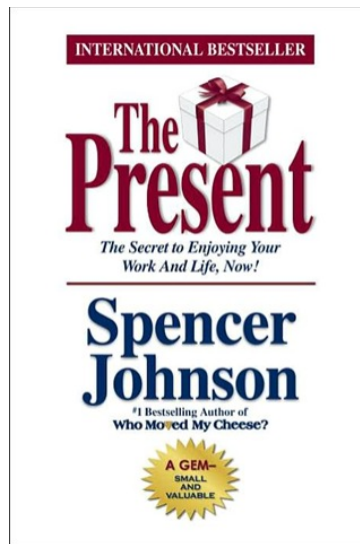
Here are some more tips to help you stay up in down times:

- Eat a little dark chocolate. It's good for you (unless your doctor says you can't have sugar).
- Watch Ellen DeGeneres and dance. Dancing is great exercise.
- Laugh. Laughter has been proven to be good medicine. Laughing makes you feel good.
- Take your vitamins and drink a lot of water.
- Visualize happiness. See yourself the way you want to be.
- Listen to music that soothes your soul or makes you want to dance.
- Find quiet time each day just for you. Meditate. Walk. Run. Read. Do Yoga.
- Watch the sun rise and set. Be grateful for the day beginning and ending.
- Love.

*Life can only
be found in
the present
moment.*

-Thich Nhat Hanh

Recommended Reading



From the book:

...It just happened! He realized that the Present was just that: THE PRESENT. Not the past; and not the future, but THE PRESENT... The present has nothing to do with wishing.... When you have the present you will be perfectly content to be where you are.... The richness of the present comes from its own source.... The present is not something that someone gives you.... It is something that you give to yourself.

The parable of *The Present* is written by Spencer Johnson, coauthor of the bestselling business classic *The One Minute Manager*. He has created a simple path for you to follow in your search for peace and clarity. While *The Present* may read like a children's book for adults, it requires your mind to quiet down so that it can really hear the meaning of Johnson's words. "*The Present Is Simply Who I Am Just The Way I Am... Right Now. And It Is Precious.*"

*Be
Here
Now.*

Staying up in down times takes a lot of effort with careful concentration. Allowing yourself to stay in the present moment will help you reduce stress. The worst thing you can do is start to tell yourself stories about the future. When this happens, simply ask yourself, "How do I know?"



Be happy for
this moment.
This moment
is your life.

Omar Khayyam



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Because how you say what you say, matters.™

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Whether you're experiencing change, managing people, connecting with customers and co-workers, or making presentations, getting your message across effectively is vital to your success.

Nancy Stern custom designs keynotes, breakouts and educational programs to enhance communication effectiveness; to help increase productivity, profitability and peace of mind; and to impact the bottom line where it matters most—with results.

Programs & Topics Include:

- How You Say What You Say Matters™
- Leadership Dynamics™
- Connecting with Customers™
- Turn Conflict into Cooperative Conversations™
- Zen & the Art of Powerful Presentations™
- Facilitate to Motivate and Manage Conflict™
- Maximize Meeting Results™
- Improv(e) Innovation at Work™
- You Can't Leave Home Without You™
- Communicate with Impact!™
- Gender Jive™ (the difference between how men and women communicate)
- Improv(e) Your Life™
- Facing the News Media
- Shift Happens: *Managing the Dynamics of Change*
- Team Building for Creativity, Productivity and Peace of Mind
- Inter-Generational Communication

Why Nancy Stern?

Nancy Stern, MA is the president/owner and senior consultant of Communication Plus, a consulting firm in San Diego specializing in leadership and employee development. Since 1972, she has taught thousands the art and science of effective communication. She is a former columnist with the *San Diego Daily Transcript* and has taught at the University of California San Diego and San Diego State University Management Development Center.

She inspires managers, employees and individuals of all ages through the

simple, yet powerful, lesson that *how you say what you say, matters™*. Personal experiences form the foundation of her programs, creating presentations that are personal, professional and practical. The result: Improvement of the "whole person" and therefore, the "whole organization."

She is an EMMY award-winner, who produced and appeared in the national PBS television series *Communicating With Nancy Stern* (1990-95) and she is the coauthor of *101 Stupid Things Trainers Do To Sabotage Success*.

Nancy holds a Master of Arts degree in Communication Education from Michigan State University and is a member of the American Society for Training and Development and the National Speakers Association.



Nancy Stern