

Energy, Positive Thinking and Focus

Presenter: Patricia Conlin – President, Global Consulting Group Inc.

Patricia Conlin is the founder and President of Global Consulting Group Inc. located in Ontario Canada. For over 20 years, she has led recruitment teams in the areas of Technology & ERP, Real Estate, Health Care, Mobile, and GIS sectors. Patricia is a recruitment trainer, black belt martial artist, Certified Holistic Nutritionist and is an energetic and engaging public speaker on Boosting your Health and Productivity with the Power of Nutrition. She is the author of “ABCs of Food-Boost Your Energy, Confidence and Success with the Power of Nutrition.”

In this presentation, Patricia will teach you how to supercharge your energy to be more productive, get more movement and motivation in your day to increase your confidence, lower your stress and get focused for maximum success!

Meeting: “Energy, Positive Thinking and Focus” by Patricia Conlin

If you are reviewing this episode with a team, follow the prompts to pause the video and complete the following exercises. Enjoy the excerpt from Patricia’s book as well!

Facilitator: Let’s start with Patricia’s first exercise, which is to think of all of the energy “leaks” in your work. These would be areas that deplete your energy instead of recharging you. Think about it like air in a car tire; if a tire has no holes, it can stay inflated for years. But when even a tiny hole appears, the tire will deflate in time and your efforts to pump it up will be useless unless you fix the leak! Before deciding how to increase your energy levels, first look at your energy zappers. They could be things like dealing with difficult clients, research, long hours, too much work, poor eating habits, rejection etc.

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Next Step: Recharging! Patricia provides some examples of ways she would recommend to boost your energy and production – what can you add that would make a difference for you personally?

- Structured and set times for exercise
- Pre-set brainstorming times with peers/mentors
- Adjust diet to include more protein-rich foods, fruits and vegetables
- 6-8 glasses of water per day
- Outsource activities that you are willing to pay to outsource
- Take energy recharging breaks every 90 minutes
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Facilitator: Time for a stress test! Be aware of what frustrates you, and be proactive about finding a solution that you can implement. If you get frustrated with the lack of new clients your team is landing, be proactive in coming up with new ideas to market to untouched accounts. If you get annoyed because training meetings get cancelled at the last minute, volunteer to conduct the meetings yourself if something comes up. If you hate it when the guy who sits next to you constantly interrupts you, proactively set “platinum hours” for your zone planning times and educate your surroundings on when you are “open” to your colleagues and when you are “closed” due to outbound revenue generating activity. The bottom line is with anything that frustrates you, be proactive to change the situation and seek improvement. At the end of the day, if it’s not able to be fixed or improved? You can move on knowing that you took initiative and didn’t sit back waiting for someone else to hand you a solution. What frustrates you?

- Contingency non-exclusive searches!
- Too much or too little work
- Poor quality job orders
- When a great candidate rejects an offer and you have to start all over
- Back door hires or when the internal recruiter claims they have your candidate on a “list”
- Presenting a great candidate only to learn your competitor sent them in yesterday
- The candidate leaves or is fired before the guarantee expires
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What to do about it:

- Make an effort to lessen chronic sleep deprivation
- Limit your caffeine intake
- Take a moment every few hours to take three long, slow breaths
- Exercise at least a few minutes several times a day
- Watch something or talk with someone guaranteed to make you laugh
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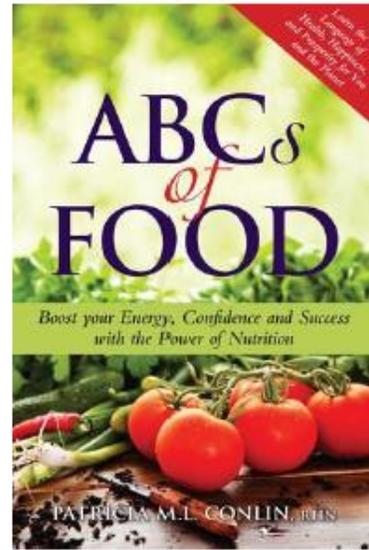
ABC's of FOOD

*Boost your Energy, Confidence and Success
with the Power of Nutrition*

A great guide for using nutrition as a tool to help you:

- Maximize what you produce each day.
- Maintain energy and clarity all day.

Organized into 26 chapters - one per letter of the alphabet.



A SAMPLE OF CHAPTER – “H”

Primary Focus

Boost your Happiness ...boost your Heart Health ...*Boost your Success!*

What You Get

- How to use nutrition as a tool to support and generate more success.
- A guide to foods that improve Happiness and Heart Health.
- Leads to sustained energy, clarity and confidence all day.
- What to eat, and when.
- What to avoid.

Why is this Important?

- Do you manage people or relationships? Motivate staff or influence decision makers? We all do to some degree. And we're most successful when we're energetic, happy and confident. So learn how to use nutrition to boost your game, all day long.
- Do you work alone, or mostly on the phone? Your energy influences your motivation, production and communication. Foods can improve your clarity, mental agility and very importantly, avoid those points of low energy.
- Do you want to enjoy your body as long as possible? Take good care of your heart, and it will be there for you, tomorrow and many years into the future.

Contents of Chapter H: (sample)

H

- The Hamburger Challenge
- Happiness
- What's to be Done about the Rise in Heart Disease?
- Healing Herbs
- Recipes

Foods for Thought ~ *Happy Foods*

Did you ever notice that after you eat certain foods you may feel happy for a while, then experience a sort of low or depression? Foods you eat can powerfully influence the way you feel.

Can eating the right foods help you generate bliss?

Eating sugary foods may make you happy for the moment, but after a while you feel fatigued and depressed. These foods quickly spike your blood sugar, giving you a short-lived energy rush. Then their quick digestion drastically lowers your blood sugar, resulting in lethargy. Some people call it "the sugar blues." For foods to make you happy, they must stimulate the neurotransmitters in your brain that control your mood.

Serotonin is a neurotransmitter (brain chemical) that is involved in many vital body functions, but is very important in the regulation of mood (and sleep), resulting in a calm, happy, and relaxed feeling. Research has shown that low levels of this neurotransmitter can lead to increased symptoms of anxiety and depression. Tryptophan is an essential amino acid that is present, in different amounts, in all protein foods and is the building block for serotonin. Complex carbohydrates, such as oatmeal, whole-wheat pasta, and sweet potatoes, are digested slowly, which is better for your blood sugar, and they also stimulate serotonin in your brain. Without carbohydrates, your body cannot produce your happy hormone, serotonin. New research from the University of Otago in New Zealand suggests that eating more fruits and vegetables (rich in carbohydrates) may make young people calmer, happier, and more energetic in their daily life! Now we know why!

Dopamine is another one of the brain's feel-good chemicals. In addition to simply making you feel good, dopamine helps control weight, energy levels, and supports brain and heart health. Since dopamine is synthesized from the amino acid tyrosine, you can simply consume foods rich in tyrosine to boost dopamine production or eat foods that help support dopamine production, including, fish, eggs, spirulina, red beets, bananas, strawberries and blueberries and herbs like oregano, ginkgo biloba, nettles, dandelion, and ginseng. Exercise also boosts both serotonin and dopamine levels because it causes the cells in your brain and the rest of your body to become energized or more active.¹

In addition to serotonin and dopamine to help us feel happy, our bodies need magnesium, essential fatty acids, B-complex Vitamins, Vitamin D, and foods that regulate blood sugar.

Magnesium is critical to over 300 biochemical reactions in the body from creating energy, contracting muscles, protein synthesis, regulating blood pressure to detoxification.

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Now that we know the basics of boosting joy, let's go through a list of some foods that we can eat more regularly to boost our bliss levels.

1. **Flaxseed/Flaxseed Oil:** Flaxseeds raise serotonin levels because they contain both tryptophan and high levels of omega-3 fatty acids. Sixty percent of the brain is made of structural fats, and omega-3 fatty acids make up a large proportion of brain nerve cells. Flax also contains alpha-linolenic acid (ALA) which supports happiness and reduces inflammation.
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7. **Dark Chocolate:** Cocoa is well known to increase serotonin levels in the brain – the trick is not to eat so much that you crash a few hours later. If you eat chocolate that contains 70% and higher cocoa content, you can have the benefits of chocolate without the downsides. Small amounts of cocoa in the diet have been shown to improve insulin sensitivity and it contains phenyl ethylamine, a substance that lifts your mood. When consuming cocoa, your body produces more endorphins and you experience a high, happy feeling. Women suffering from premenstrual syndrome often crave chocolate and can benefit from consuming it, because it works as a mild antidepressant and mood lifter. Dark chocolate improves the blood flow to the brain, and provides an instant boost in concentration and mood.² Caffeine, naturally found in chocolate, works to increase dopamine and serotonin transmissions within 30 minutes.

Of course, we find happiness in family, friends, work, and many other areas in our lives. Many articles talk about the importance of nurturing a feeling of gratitude, finding internal validation and purpose, practicing being more mindful and keeping our thoughts as positive as possible. But, hey, if eating right can help boost joy too, then why not give it a try!

Food and You or Your Environment

What's to be Done about the Rise in Heart Disease?

Did you know:³

- Over 600,000 people die of heart disease in the United States every year or about 1 in every 4 deaths.
- Coronary artery disease (CAD or atherosclerosis) is the most common type of heart disease, killing nearly 380,000 people annually.
- Every year about 720,000 Americans have a heart attack.
- Coronary heart disease costs the United States \$108.9 billion each year.

Risk factors for heart disease include high blood pressure, high LDL cholesterol, obesity, diabetes, poor diet, lack of physical activity, stress, smoking, and excessive use of alcohol. But how can we avoid getting heart disease in the first place? We need to remember the three important things for a healthy heart: cholesterol levels, circulation, and blood pressure.

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Below are some great foods to include in your diet to make sure your heart is happy and healthy for many decades.

- **Avocados and Olives** are an excellent source of monounsaturated fat and can lower LDL levels while raising the amount of HDL in your body.
- **Cayenne Pepper and other Hot Peppers** contain capsaicin, a compound that appear to expand blood vessels and keep them relaxed, which improves blood pressure. In addition, cayenne pepper has been associated with increased metabolic rate and strengthening of arteries and blood vessels and has been shown to lower cholesterol and triglyceride levels. It also contains powerful phytonutrients that have anti-inflammatory effects on the blood vessels and blood cells, and anti-clotting properties.
- **Ginger** is known for increasing circulation.
- **Grapes** are packed with resveratrol, a powerful antioxidant, and flavonoids, another antioxidant that helps prevent coronary disease. Eating grapes reduces cardiovascular risk by lowering blood pressure, improving heart function, reducing inflammation throughout the body, and reducing signs of heart muscle damage. Raisins are also good for your heart as they are packed with potassium, which helps lower hypertension and increases immune-boosting antioxidants.

Of course exercise is a great way to keep our arteries clear of plaque too. Even walking at a brisk pace for 3 or more hours a week, lowers the risk of stroke by over 65%. So get moving and get eating well and hopefully your heart will stay healthy and happy!!

Foods by the Letter (a few samples from chapter H)

Haddock [Fish] Haddock is a good source of protein and omega-3 fatty acids. It contains good amounts of B-complex Vitamins (B3 (niacin), B12 (cobalamin), and B6 (pyridoxine)), and minerals selenium and phosphorus. (For information on sustainable fish see "Fish" or visit www.msc.org/cook-eat-enjoy/fish-to-eat.)

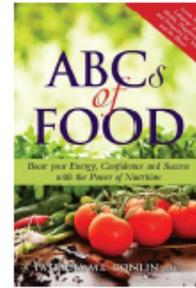
Hazelnut [Nut] Hazelnuts are high in protein, fiber, and fat. They are a rich source of Vitamins E, K, C and all B-complex Vitamins, and contain good amounts of minerals manganese, copper, iron, magnesium, phosphorus, zinc, and calcium. (See "Nuts" for general information.)

Hemp [Vegetable] Hemp is loaded with nutrients and provides a complete protein, and a balanced ratio of omega-3 and omega-6 essential fatty acids, which makes it an ideal choice for vegetarians or those who want to cut down on meat consumption. It also contains fiber and carbohydrates and many B-complex Vitamins, Vitamins A, D, and E, and minerals calcium, sodium, and iron. Hemp is a variety of the Cannabis sativa plant but is not the same as marijuana! You can also obtain many health benefits from it by adding the seeds to your diet or adding hemp powder to smoothies.

Herbs [Classification] Herb refers to any green or leafy part of a plant used for seasoning and flavoring in a recipe, but is not used as the main ingredient. Herbs, like spices, are packed with nutrients and can easily be incorporated into cooking and meals. Many culinary herbs are perennials, like thyme or lavender, while others are biennials, such as parsley, or annuals like basil. Some perennial herbs are shrubs (such as rosemary) or trees (such as bay laurel). Some plants yield both herbs and spices, such as dill weed and dill seed or coriander leaves and seeds. (See Natural Remedies under Food Fact, under "N.")

Other Topics Covered in the ABC'S OF FOOD

- Can Certain Foods Boost my Prosperity Prospects?
- Can Certain Foods Make Us More Intelligent?
- Can Nature Lift Our Mood?
- Controversial Ingredients or Additives
- Desk Jobs = the new Smoking ?!?
- Do We Need Vitamin Supplements?
- Doritos, Doughnuts: Why Do We Crave Them?
- How to Avoid Stress with Power of Food?
- Jobs and Food?
- Keep Your Brain Young!
- Know the What, How, When and How Much of Food?
- Natural Remedies
- Nutty for Nuts
- Quinoa: Super Food
- To Sleep, Perchance to Dream
- Water – The Source of Life
- What Foods Fight or Help Prevent Cancer?
- Who Doesn't Love Junk Food?



Recipes for Chapter H

“Knowledge is knowing that a tomato is a fruit; wisdom is not putting it in a fruit salad.” Miles Kington (1941-2008, British journalist, musician, and broadcaster)

Healthy and Tasty Hamburger Patties – *For Meat Lovers*

1 pound lean ground beef (grass fed, free range, or organic)
 1/2 cup spelt breadcrumbs
 1 egg
 2 tablespoons lemon juice
 2 tablespoons fresh basil, chopped
 1 tablespoon fresh thyme, chopped
 1 tablespoon fresh rosemary, chopped
 1 tablespoon chives, chopped
 1/2 teaspoon salt
 1/4 teaspoon black pepper

- Preheat grill to medium-high heat.
- In a large mixing bowl, combine all ingredients until well mixed. Split mixture into eight equal portions. Shape into rectangular patties about 5-6 inches long.
- Place patties on lightly oiled grill and cook for 8-10 minutes on each side. Remove from heat and serve on buns or between Portobello mushroom caps.

Other Recipes in Chapter H:

- Hummus with Crudité's – Vegetarian Delight
- Hemp Berry Smoothie – Sweet Tooth

Biography for the Author: Patricia Conlin HBA, RHN



Patricia Conlin attended the University of Western Ontario and graduated with an Honour's degree. She founded Global Consulting Group Inc. (GCG) in 1991 with a vision of creating a company that can provide superior service in Recruitment Solutions. With a list of loyal clients ranging from large corporations to small innovators, she consistently delivers quality results for each client.

Patricia brings strategic focus and professionalism to each project. The number of testimonials and long-term GCG clients confirm Patricia's success as an outstanding leader, mentor, and enduring business professional. She also heads up Global Consulting Group's Workplace Wellness Solutions division.

Passionate about improving health to achieve maximum success, Patricia is an energetic and engaging public speaker on various recruiting topics, as well as Boosting your Health and Productivity with the Power of Nutrition. She spent the past few years completing a program to become a Registered Holistic Nutritionist to help others achieve their highest health potential.

She has recently written a book on healthy living, *ABCs of Food: Boost Your Energy, Confidence and Success with the Power of Nutrition*. Eating right is something Patricia truly believes in for her family's health and also for a healthier community and planet. "Every food choice we make effects our body's energy and emotions and the statistics out there are not very positive about illness and diet-related disease." Patricia's goal is to give her readers great information on better food choices to give them more energy and make them feel healthier and happier along with easy ways to support a healthier food system. It will be published early in 2015, but is available for advance purchase now at www.abcsoffood.com

Patricia speaks French, German and some Spanish. She was the first women in Canada to earn a Black Belt ranking in the Martial Art of Shoot Wrestling, awarded after 10 years of dedicated training and competition. She was selected in 1992 to be a part of the Canadian Olympic Team going to Barcelona as an administrator and to represent Canada as part of an international contingent assisting youth development through UNESCO in Russia.

Patricia also plays competitive soccer, and is an active member of her community. She has two boys and is a dedicated mother.

To book Patricia for an inspirational public speaking engagement, please contact her at patricia@globalconsultinggroup.ca or 905.472.9677 (ext 241)

Endnotes

2 - Kimberley Cairns, "Foods that Make you Feel Happy" April 17, 2014 on E-how.

3 - Centre for Disease Control and Prevention, www.cdc.gov/HeartDisease/facts.html.