

Mindfulness: Realizing our Potential

Optimize, Refresh and Recharge

“A human being is a part of the whole, called by us ‘universe’, a part limited in time and space. He experiences himself, his thoughts and feelings as something separated from the rest—a kind of optical delusion of his consciousness. This delusion is a kind of prison for us, restricting us to our personal desires and to affection for a few persons nearest to us. Our task must be to free ourselves from this prison by widening our circle of compassion to embrace all living creatures and the whole nature in its beauty....the striving for such attainment is in itself a part of the liberation, and a foundation for inner security.”

Albert Einstein, New York Times, March 29, 1972

“Meditation has been integral in my career; it is the single best thing that happened to me in terms of my leadership.... Meditation enables one to focus on what is really important; and I haven't had high blood pressure since the 1970s.”

Bill George, who also sits on the supervisory boards of Exxon Mobil Corp. and Novartis AG and is a professor of management practices at Harvard Business School.

Source: Bloomberg

“Meditation, more than any other factor, has been the reason for what success I've had.”

Ray Dalio, Founder, Bridgewater Associates (Hedge Fund)

Source: Business Insider

EXECUTIVE SUMMARY

All of us are experiencing increasing demands on our attention, high levels of stress, and as a result, challenges to our physical and mental health and well-being. This is resulting in increased stress, anxiety, worry and dissatisfaction, which detracts from performance at work and at home. According to the World Health Organization, the cost of stress to American businesses, in the form of illnesses, lost work days and lack of engagement, is as high as \$300 Billion. Although mindfulness has been around for thousands of years, it is now becoming accepted as an effective and proven method for helping people live and perform better.

SCIENTIFIC VALIDATION

Mindfulness meditation is a time-tested, scientifically-validated, means of increasing focus, calm, and mental clarity. Systematically practicing mindfulness can increase the speed of cognitive functioning, increase memory and creativity, increase powers of attention, and help in managing and ultimately reducing our stress responses. It helps develop mental resilience to stress and other negative emotions. Studies have shown that mindfulness meditation strengthens the areas of the brain that are associated with well-being and decreases activity in the portions of the brain associated with fear and anxiety.

There is solid evidence documenting that developing mindfulness increases happiness, reduces stress, and helps people think more clearly and, therefore, perform better. Not only are there mental and stress reduction benefits, but mindfulness has been clinically documented to reduce blood pressure and aid in managing chronic pain, and inflammatory disorders such as psoriasis and colitis.

Prestigious Research

Hundreds of studies have been conducted including by Stanford University, University of Pennsylvania, Duke Medical Center, University of Wisconsin and numerous others.

WHAT WE DO

We create custom mindfulness training programs as well as blended learning solutions combining, corporate values, sales and service modules, leadership programs and peak performance training modules for individuals and corporations.

ABOUT ANDREW SCHEFFER



Andrew has unique and extensive experience in two apparently different worlds: the world of finance, private banking and “Wall Street”, on the one hand, and the world of meditation centers and monasteries in Asia and throughout the world on the other.

As a meditation teacher, Andrew is able to share his experiences and guide others in a way that is understandable and accessible to very diverse audiences. His teachings are influenced not only by years (more than 10,000 hours) of intensive and extensive meditation practice under the guidance of world-class masters, but also by a tradition of authentic teachings that has been rigorously tested by experts and passed down for generations.

Professionally, Andrew has worked at Goldman Sachs, Morgan Stanley, and UBS in New York and at UBS AG, ANZ and Bank of Singapore, in Singapore. He has extensive experience in Private Banking, Financial Services and sales and combines his passion for meditation with his livelihood and all aspects of his life.

Andrew graduated with a BA from Johns Hopkins University and an MBA from the University of Pennsylvania’s Wharton School, where he founded the Wharton Yogis student meditation group, which introduced students to mindfulness meditation and emphasized how to bring mindfulness into their daily lives. In addition to serving as a teaching assistant to Michael Useem in the Leadership Foundation Course, Andrew designed and led the meditation component of the First Year Leadership Retreat. He also initiated and led the Wharton Leadership Ventures on Self Awareness based on the teachings of mindfulness. Additionally, Andrew has led workshops at major corporations and venues throughout the world, including, Time Warner, glh., UBS, ANZ, Veritas Spa, and Sunningdale Country Club.

Andrew has been a practitioner of meditation since a very young age. For more than 23 years, he has formally trained and studied with the world renowned Sayadaw U Pandita, including for eight years full time after graduating with a BA from The Johns Hopkins University.

“While this subject matter may conjure up thoughts of hippies throwing flower and smelling like petrulli oil, I can assure you that Andrew is very far off that mark. He is a guy I know from my Wharton MBA days who recently gave up his lucrative banking career to build a business helping others learn a technique that served him well for the 20+ years he has been practicing it.

This is not about religion. This is not spirituality. This is about a technique to help enhance creativity, innovation and to help people achieve their personal best.”

Gregg Spiridellis, CEO JibJab Bros. Studios

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RECENT PRESS AND RESEARCH (Hyperlink)

This Professor Says Learning To Be Happy Is 'No Different Than Learning The Violin'

http://www.huffingtonpost.com/2015/01/23/richard-davidson-davos_n_6529652.html

MINDFULNESS AND LEADERSHIP

Mindfulness Helps You Become a Better Leader

<http://zite.to/151GF8X>

Aetna CEO Mark Bertolini on Meditation :

<http://www.youtube.com/watch?v=4A87XJ7iPMI&sns=em>

SAP's Sold on Self-Awareness | 2015-01-02 | CLOmedia –

<http://www.clomedia.com/articles/6013-saps-sold-on-self-awareness>

How A Skeptic Learned To Love Meditation

<http://www.npr.org/2015/01/04/374910817/how-a-skeptic-learned-to-love-meditation>

MINDFULNESS @WORK

Mindful Meditation and Creativity

http://www.huffingtonpost.com/bianca-rothschild/the-science-of-how-medita_b_5579901.html

Wall Street Bosses, Tiger Woods Meditate to Focus, Stay Calm

An increasing number of those hitting the cushion are players in corporate America, looking to more unconventional practices to calm frayed nerves

By Nadja Brandt - October 22, 2008 00:01 EDT Bloomberg.com

Making a Big (or Small) Decision? How Meditation Can Help

According to new research co-authored by Wharton management professor Sigal Barsade, if followed, it [mindfulness] could save time and money for everyone — from a consumer searching for a new car all the way to the head of a billion-dollar corporation.

May 27, 2014 knoweldge@wharton.management

Mindfulness, Meditation, Wellness and Their Connection to Corporate America's Bottom Line

Updated 6/30/2014 Arianna Huffington - Huffington Post

Why Must Financiers Meditate in Secret?

There is no reason for the industry to be coy about embracing 'mindfulness'

By Andrew Hill April 28, 2014 2:49 pm FT.com ft.com/management

Just Fifteen Minutes of Mindfulness Meditation Can Improve Your Decision Making

Hafenbrack AC, Kinias Z, & Barsade SG (2013). Debiasing the Mind Through Meditation: Mindfulness and the Sunk-Cost Bias. Psychological science PMID: 24317419

Research Digest Thursday, 16 January 2014

Meditate to Sharpen Your Assertive Edge

THE FIT EXECUTIVE July 28, 2014 12:58 pm Charles Wallace ft.com

The Mind Business

Yoga, meditation, 'mindfulness' – why some of the west's biggest companies are embracing eastern spirituality.

August 24, 2012 5:15 pm FT.com By David Gelles

"Mindfulness - meditation practices found to have an impact on anxiety, by focusing on the present moment - is newly in vogue, with an all-party parliamentary group last month recommending all new NHS medical and teaching staff be given training in it."

<http://www.bbc.com/news/business-29742908>

Meditation may prevent absenteeism by stressed public servants, MPs claim

<http://zite.to/1zdNO2z>

'Mindfulness' Gives Stressed-Out Bankers Something to Think About

A quiet revolution is gripping the City of London. Fast-paced financiers are turning to "mindfulness", an ancient Buddhist concept that embraces meditation.

FT.com May 4, 2014 6:40 pm By Harriet Agnew

MINDFULNESS, HEALTH AND WELLNESS

Just 25 Minutes of Mindfulness Meditation Lowers Stress

In just half an hour, by focusing on your breathing, you can start to relax and melt away your cares. Researchers at Carnegie Mellon University investigated how effective mindfulness meditation can be in countering the body's stress response.

time.com

Research Article: Case Study of Ecstatic Meditation: fMRI and EEG Evidence of Self-Stimulating a Reward System

<http://www.hindawi.com/journals/np/2013/653572/>

How Mindfulness Is Revolutionizing Mental Health Care

http://www.huffingtonpost.com/2015/01/23/neuroscience-mindfulness_n_6531544.html

Mindfulness can literally change your brain – HBR

<https://hbr.org/2015/01/mindfulness-can-literally-change-your-brain>

It's Not Just For Your Brain: Meditating Can Actually Change Your DNA

<http://www.fastcompany.com/3040039/its-not-just-for-your-brain-meditating-can-actually-change-your-dna>

20 Scientific Reasons to Start Meditating Today: New research shows meditation boosts your health, happiness, and success! - Emma Seppälä, Ph.D

<http://www.emmaseppala.com/20-scientific-reasons-to-start-meditating-today/#.UrDMyfRDuSo>

Meditation becoming more popular among teens

<http://zite.to/1HEJkCX>

MINDFULNESS AND SPORTS

The Seattle Seahawks practice mindfulness.

http://espn.go.com/nfl/story/_id/9581925/seattle-seahawks-use-unusual-techniques-practice-espn-magazine

The Championship Chicago Bulls and LA Lakers also have trained in mindfulness.

<http://www.mindful.org/in-your-life/sports-and-recreation/the-lakers-meditate>

The NY Knicks have hired a mindfulness trainer...

http://www.nj.com/knicks/index.ssf/2014/10/knicks_phil_jackson_hired_someone_to_give_the_team_mindfulness_training.html