

*21<sup>st</sup> Century  
Workplace  
Excellence*

# *Key Elements*

- **Prioritized Efficiency**
- **Energy-charged Effectiveness**
- **Rugged Resiliency**
- **Proactive Transformation**
- **Profitable Pay-off**

# *For your consideration:*

- Research substantiates healthier employees are more efficient and handle challenging events more effectively long-term.
- According to “The Performance Edge” by Robert K. Cooper, Ph.D. *an article from The Wall Street Journal* (as early as 1991), estimates lost revenue due to reduced alertness alone, costs US industry \$70 billion annually.
- **Equipping employees effectively in today’s complex workplace is essential and a smart move. Combining time-proven stress-reducing strategies with sound health-enhancing techniques presents a fresh proactive and profitable approach.**

We are excited to offer our **STRESSERCISE™ for Life** programs. Results have proven very effective in bringing about both immediate and lasting change. We have seen profound post-workshop turnarounds. Those "out-of-the-ordinary" co-worker changes cause employees to take note.

The process that follows is:

- Curiosity begins
- Uninformed employees ask questions. Informed employees answer.
- Follow-up checks motivate. Employees respond and team up.
- Management models and rewards. Momentum builds.
- Follow-up workshops reinforce and challenge. Enthusiasm recharges.
- "The unexpected" join in. Positive outcomes again achieved.
- Success stories sell. Lasting results follow.

**Credible information + consistent action and shared accountability = *SUSTAINED SUCCESS***

At the close of our workshops, our parting challenge to participants is to assess their individual performance and search for immediate ways to apply the **STRESSERCISE™ for Life** time-proven principles. When participants take that immediate action and those steps are reinforced ...the bottom-line is *notably impacted*.

**To this end, we ask you to review your current training program and examine our 2012 Training Challenge.** Equip your employees *now*. Arm them for "the unexpected" and reap the *shared rewards*.  
Small, steady steps succeed...

## ***Our 2012 Training Challenge:***

*“Examine yourself; discover where your true chance of greatness lies. Seize that chance and let no power or persuasion deter you from your task.”*

*Chariots of Fire*

That task is at hand and I challenge you to address it.

- In today’s environment of rapidly changing priorities, competing deadlines and decreasing budgets, we are continually asked to do more with less.
- Each year healthcare costs continue to significantly rise. Delays to address the costly effects of accumulative stress i.e. heightened absenteeism; depleted morale and productivity *kill* our bottom-line.
- Ask the hard smart questions and be ready...*to hear* the answers. Arm your employees with results-proven training that equips them *to overcome* the perceived impossibilities, make a defined difference and prosper your organization.
- Select and remaining employees need to step up and *be* more; more aware, more alert, more competent, more fit and ready to tackle whatever task appears. Change is a constant companion. Smarter choices make the difference.
- Be bold enough to take a different path; a path of shared accountability, shared appreciation, and equitable exchange.
- ***STRESSERCISE™ for Life*** equips people and businesses to attain their highest level of efficiency, resiliency and health by means of a fresh, cutting-edge, and lasting approach.

The attached letters and flyers portray a comprehensive picture of ***STRESSERCISE™ for Life’s*** demonstrated benefits and proven performance record. Since the company’s inception in 1985, we have challenged all to do and be their best. I am certain this program will stand the test in your ongoing challenge of selecting the most value-based training available for your organization.

Thank you for your thoughtful consideration. We are excited about the potential opportunity of partnering with your organization to achieve your highest level of workplace excellence.

Sincerely,

***Rachel Rolfes***

Founder

# *STRESSERCISE™* A PROVEN PROGRAM *for Life*



Rachel Rolfes  
(303) 234-9482  
[Rachel@StresserciseforLife.com](mailto:Rachel@StresserciseforLife.com)  
[www.stresserciseforlife.com](http://www.stresserciseforlife.com)

***Corporate Stress & Efficiency Consultant, Wellness & Lifestyle Coach  
Presenter/ Motivational Speaker***

With over twenty-five years of experience as a manager, consultant and speaker/trainer, Rachel offers an approach that's fresh, eye-opening and most important, time proven. In today's complex global workplace, it offers top skills for change, stress and time management, balance, wellness and communication. Her program was conceived and developed during her personal time in the corporate arena where she both observed and experienced the un-addressed disarming effects of stress. The challenge of that learning experience was followed by years of research and testing. Today, she's committed to easing the day-to-day pressures for busy professionals, by sharing a fortifying formula successfully utilized by thousands.

Services include: keynote speaking, personal and corporate coaching, consulting, workshop presentation and retreats.

***Workshop Topics Include:***

CHANGE, STRESS AND NUTRITION  
WELLNESS IN THE WORKPLACE  
ACHIEVING PERSONAL AND PROFESSIONAL BALANCE FOR SUCCESS  
BUILDING RESILIENCY IN TODAY'S COMPLEX WORKPLACE  
ACTUALIZING SOLID TEAM-BUILDING SKILLS  
BREAKTHROUGHS FOR "CRYSTAL CLEAR" COMMUNICATION  
MELT THE MOTIVATION MYTH  
*"Recharge the Secret of Its Mastery"*  
BOOSTING EMPLOYEES' MORALE/MOTIVATION  
*"A Fresh Approach for Supervisors"*

***Partial Client List:***

The Great-West Life & Annuity Insurance Company  
Johnson & Johnson Health Management  
Federal Emergency Management Agency  
U.S. Department of Homeland Security  
U.S. Department of Agriculture, National Women's Training Program  
TRICARE Management Activity  
IBM  
Coors Brewing Company  
Martin Marietta  
U.S. Department of Defense  
City & County of Denver  
U.S. Department of the Interior  
U.S. Mint  
U.S. Department of Justice

## *Top Ten Benefits to you...*

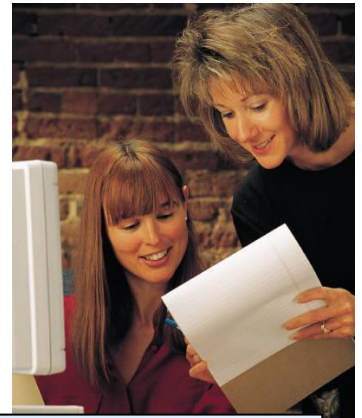
- Focused and energized employees
- Higher-functioning workers who accomplish more quicker
- Healthier employees who help lower healthcare costs and absenteeism
- Staff that teams up and challenges members to reach common project goals through achieving personal health goals
- Competent employees who spend less time focused on differences and more on finding smarter ways to get the job done
- Healthy competition as ongoing team member challenges motivate each other
- Enhanced progress from company rewards and incentives [where offered]
- More brain-chemistry balanced employees – less agitated and reactive
- More contented and grateful employees due to the training's lasting value and immediate application and benefits
- Longer-term employees with strong company loyalty and support

## *Guarantee:*

When your employees leave any of the 2-day **STRESSERCISE™ for Life** workshops, especially the signature **Change, Stress & Nutrition** presentation, you will see and be able to track positive, measurable results. Because the participant's awareness levels change significantly, they will not perform their jobs or live their lives the same.

Small steps *do* lead to solid habits and the daily practice of those habits positively change lives and workplaces. Over time, the continual hard-fought successes motivate and challenge all to reassess and step up to *their* best. Even the smallest change matters and yields much.

# Client Evaluations

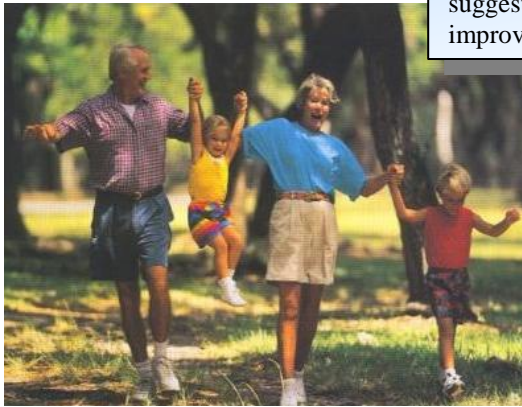


We have been fortunate to have Rachel teach *Taking Charge of Stress* for *six years*. We have definitely benefited by offering this course on an ongoing basis.

Douglas A. Gore,  
Deputy Regional Director  
FEMA Region VIII

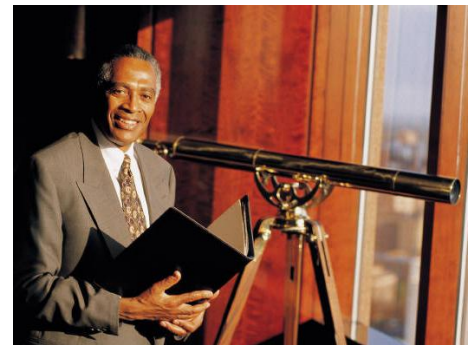
Janet Sallee, former  
Associate Manager  
Training and Development  
Great West Life & Annuity  
Insurance Company

Thank you so much for the four "Change, Stress and Nutrition" workshops and follow up sessions you conducted in Denver, Colorado. These workshops were very well received and are proving to be a positive influence now, even more over three years later. Your comprehensive mastery of the subject, your enthusiasm and the practical suggestions shared, are truly making a difference for us in significant weight loss, improved health and workplace efficiency.



From our 13-yr working relationship, I want to extend my personal thanks & professional endorsement for your highly effective SLF programs & on-site presentations to our TMA Aurora staff. The SFL programs have been so successful at the Aurora location, that other TMA locations have requested presentations to their staffs at MMSO in Great Lakes, IL, our headquarters in Fall Church, VA, & TRO-West in San Diego, CA. The expanded course offerings are in large part due to the number of personnel requests, the program's immediate & long-term results and tracked follow-up. Your SFL programs are comprehensive, time-proven programs that indeed change lives & workplaces!

Monica Zubia  
Personnel Management Specialist  
TRICARE MANAGEMENT ACTIVITY



Since our organization began working with you in June of 1999, we have hosted "*Change, Stress and Nutrition and 'How to Master Stress'*" *monthly and over 300 employees* have participated in at least one of these programs. The evaluations were excellent and *I personally have seen tremendous changes in the employees who have attended your courses*. You and the Smart Series strategies for living are a proven inspirational program! We are looking forward to continued success with the third program in the series, "*Achieving Personal and Professional Balance for Success.*"



Bernice Jones  
Training Analyst  
Minerals Management Service



*Biography for...*

## **RACHEL ROLFES**

*Rachel Rolfes, **STRESSERCISE™ for Life*** founder holds a B.A. in Education, Sociology/ Psychology. She is a stress management & efficiency specialist, body-alignment certified with over twenty-five years of expertise in corporate management, training and consulting.

Today, over two decades later, she maintains a 30 lb weight loss, after designing and following the **STRESSERCISE™ for Life** Weight Loss & Life Enhancement Program.

She credits her faith, the helpful insights and compliments of key people close to her for inspiring her to succeed & remain accountable.

Her one driving force remains...the memory of her time in the corporate arena in which she observed and experienced the un-addressed, silent and disarming effects of stress. Rachel's impassioned mission continues each day...to ease those challenging effects for others.

After years of research and testing, in 1985 she launched a program to permanently change how stress is addressed in the workplace.

Today, blessed with a gifted and talented team, she offers a fresh progressive approach for attaining top efficiency in a complex global workplace. She challenges all to step up and out of the familiar to see the powerful ongoing benefit of informed and united effort. Johnson & Johnson Health Management Company has approved the **STRESSERCISE™ for Life** program. Rachel's proven fortifying formula is now a permanent, vital part of thousands of people's daily lives and workplaces.

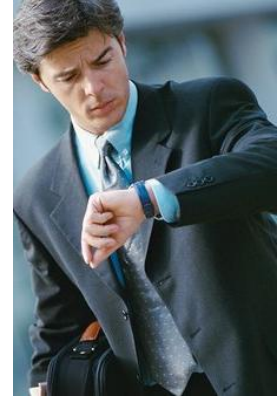




## WORKSHOPS



# *Change, Stress and Nutrition*



Change causes stress and stress depletes energy. Have you or someone you know started using sleeping-aids, antacids, pain or antidepressant medication more than just on occasion? Sadly, these activities are real and escalating at work and at home. Often these behaviors are a result of life changes and how we deal or *not* deal with them. This workshop motivates you to step up and take charge of your health and life during times of change. It equips you with a time-proven productivity and energy-enhancing formula to succeed in today's complex global workplace. Special techniques for clearer communication will also be offered, as well as, effective coping skills to significantly expedite the process.

## *Points of discussion include:*

- How change and stress affect efficiency.
- The components / payoffs for a strong, productive body and properly balanced diet.
- The truth about food intolerances/allergies, how they contribute to your lack of energy, food cravings, mood swings, overall aches, pains, and poor health.
- Key communication and coping tips for improved on-and-off the job performance.
- Short cuts and “Quick Fix” aids for busy people to get and stay healthy.
- How to weave balance into challenging and hectic schedules.
- How to identify the “missed” core reason our energy begins to fade and tools to reverse it.
- The proven supplements that strengthen the body against illness and boost energy/productivity.
- The supplements/herbs to aid with the following health maladies:

Allergies	Insomnia
Hypertension	PMS
Short-term memory loss	Carpal Tunnel Syndrome
Indigestion	Headaches
Hypoglycemia	Back, Neck, and Shoulder Pain

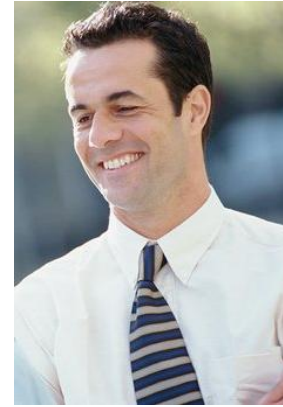
Participants will leave armed with a comprehensive workbook and a fresh confidence to take charge and begin again, continue on stronger, or perhaps start for the first time down the path of effectively managing their health, as well as their work performance, during times of change.

*Change, Stress and Nutrition Workshop*

**May 3<sup>rd</sup> & 4<sup>th</sup>, 9:00am – 4:00pm**



# *Wellness in the Workplace*



Doing more with less is a necessity in today's complex workplace. It is also a constant. This ongoing demand increases stress and decreases efficiency. As a result, employee health and on-the-job performance can be significantly impacted.

This workshop's highest priority is boosting employee productivity with the time-proven "Top Efficiency Formula" fortifying and equipping them from within mentally, physically and emotionally.

**WELLNESS IN THE WORKPLACE** is an eye-opening, power-packed workshop offering startling statistics, proven strategies and steps for immediate and long-term change.

### *Workshop participants will learn:*

- The value of and the necessity for wellness in the workplace.
- The **STRESSERCISE™ for Life** Top Efficiency Formula and Five-Sense Stress Test.
- The culprits that derail even the strongest productivity efforts.
- The 3 top food allergies that cause fatigue and contribute to weight gain, as well as short-term memory loss.
- The benefits of proper brain chemistry that deliver more balanced moods, quicker memory recall and long-term retention.
- Enhanced communication components and tested coping tips for better co-worker interaction and cooperation.
- Top nutritional supplements for overcoming the 7 common health maladies that sabotage work performance.
- The vital importance for ongoing self-talk monitoring and a powerful "on the spot" formula to reprogram it.
- The significance of the 80/20 principle for life.

Participants will leave with a proven incremental action plan that works.

***Wellness in the Workplace Workshop***  
**April 12<sup>th</sup> & 13<sup>th</sup>, 9:00am – 4:00pm**

# *Achieving Personal and Professional Balance for Success*



*“Successful people are not so much brilliant as balanced...”*

*-Alan Loy McGinnis*

Bottom line... most of us would like to have more energy.

We also would like to communicate better both at work and at home. Research shows that higher energy and better communication skills make us more successful. So why do we get stuck doing the things we don't want to do and not the things we do? We become consumed with deadlines, decisions, errands, and schedule conflicts. As a result, we repeatedly become focused on the urgent instead of the important things in our lives.

This upbeat workshop creates a lighthearted environment, which enables and empowers you to rebalance that focus. You will be asked to take a quick awareness snapshot of both your personal and professional life. With that information you will begin to see and use your insights to make any needed adjustments.

***FOCUSED ATTENTION*** is powerful!

Expect in the weeks that follow to make real changes that last!

## ***Points of discussion include:***

- An efficient way to identify "blind-spots" in your current time & stress management program.
- A powerful style of communication to ease and build both personal and working relationships.
- An effective method of mediation to disarm workplace differences.
- Healthy “on-the-go” eating tips to save time and build stamina.
- The top 10 supplements to increase energy and on-the-job productivity.
- Fresh tips to bring in humor to lighten up and balance both home and work.
- Specific solutions for the 7 most common reasons for getting out-of-balance.
- How the art of weaving the principles of this workshop in your personal life daily yields powerful payoffs on the job.

Participants will leave equipped with a comprehensive workbook to reinforce the ideas and techniques learned as well as built-in accountability checks to keep their personalized changes in place!

***Achieving Personal and Professional Balance for Success Workshop***

**August 2<sup>nd</sup> & 3<sup>rd</sup>, 9:00am – 4:00pm**

# Building Resiliency in Today's Complex Workplace

Staying physically, mentally, and emotionally resilient is key in today's fast-moving highly- charged workplace. Determining the vital coping and re-energizing systems for each, with a workable plan to put them in place, makes the necessary difference.

This highly interactive workshop equips each participant with a menu of modalities to determine and deliver peak performance. Optimally, collective mutual respect for the needed time to “detach and recharge,” builds a workplace environment of rock-solid resiliency that persists!

Discussion points are:

- The Complex Challenging Workplace vs. The Dynamic Purpose-Driven Workplace
- The Time Management Challenge
- Sobering Statistics
- 3 Eye-Opening Assessment Questions
- Reasons for Stress-related Exhaustion
- Re-energizing Top Efficiency Formula
- Balancing Body and Brain Chemistry
- Investigating Emotions and their Impact
- Exploring the key “detach and recharge” Element
- Quick-Fix Food Allergy Aids
- Health Malady and Stress-Relieving Formulas
- Pain Management Tools
- Mastery of a Motivated Mindset

Each participant will be “boosted back to their best,” leaving with a refreshed mindset, a comprehensive workbook and a solid action plan to put the proven principles in place and tackle the ongoing challenges that arise.





Letters of Recommendation



OFFICE OF THE ASSISTANT SECRETARY OF DEFENSE  
HEALTH AFFAIRS

16401 EAST CENTRETECH PARKWAY  
AURORA, COLORADO 80011-9066

TRICARE  
MANAGEMENT ACTIVITY

HR Support

January 22, 2010

Rachel Rolfes  
*STRESSERCISE™ for Life*  
701 Harlan Street, Suite E-47  
Lakewood, CO 80214

Dear Rachel:

I want to extend my personal thanks for bringing your highly effective *STRESSERCISE™ for Life* (*SLF*) programs on-site to our TMA Aurora staff. Like you, they share a very similar commitment to health, but in a slightly different realm. Our employees are committed to improving military healthcare medicine for TRICARE beneficiaries. We provide servicing and delivery of those services to our men and women in uniform, their families and retired service members.

My association with you and the SLF programs has spanned over a 13 year working relationship which I embrace and offer both my personal and professional endorsement of your courses. Simply said, they work. Your programs inspire individuals who realize taking time and fortifying themselves yields in a "take-charge attitude". It has motivated an environment of change bringing positive, life-changing results. This is not just another stress management or dietary program. It is rather a program that presents a platform to challenge each participant to explore their body's bio-individual differences, aging changes that occur and life-altering results that can follow. SLF positive outcomes confirm, decisions to make simple steps of change, bring powerful pay-offs, in both personal health and workplace performance.

Workshop attendees became hooked after sitting in your presentation for just a 1-2 hour period. They found themselves clearing their schedules for the entire 2-day training event which normally requires they step out to attend a meeting or complete a tasking. The positive feedback received after a SFL program presentation, results in other personnel asking, "When is another program going to be presented?" Their interest is peaked, from other participants who have shared exciting news about personal changes and results, or from other colleagues' recommendations to attend. This type of positive word of mouth advertising is what any trainer/supplier could only hope for when offering any type of product or service. It is always the best form of advertisement!

The SFL programs have been so successful at the Aurora location, that other TMA locations have requested presentations to their staffs at MMSO in Great Lakes, IL, our headquarters in Fall Church, VA, and TRO-West in San Diego, CA. The expanded course offerings are due in large part by the numbers of personnel request to bring the program on-site and workshop feedback which have had immediate and long-term results and results tracked through on-going communication and follow-up.

The personal and genuine concern you have for every participant, makes them feel like you are their personal coach. Your time-tested teaching techniques and tips have culminated into an effective interactive presentation style and common-sense approach.

It has resulted in the following specific results:

- weight losses of 10 lbs. and more after following some common-sense approaches
- increased job performance from step-by-step sleep solutions, effective stress-reduction strategies, tools and at-the-desk stressercises
- better food choices and snacks
- SFL protein shakes for lunch, resulting in less fatigue in afternoon work hours
- increase physical activity and exercise workouts to improve alertness
- support and ongoing use of post-workshop aids - CSN workshop syllabi, handbook and resource books
- increased on-the-job cohesiveness due to individual health gains
- share results contributing to other family members and friends jumping on the band wagon to make changes in their lifestyle
- eating right for your blood type, that offers explanations to why certain food anomalies affect the way they feel

Your SFL programs are comprehensive, time-proven programs that indeed change lives and workplaces! I am personally grateful to know you and want to thank you for your dedication to this vitally important work. I want to wish you continued success in your business in 2010, especially your workshops throughout TMA.

Sincerely,

A handwritten signature in cursive script that reads "Monica Zubia". The signature is written in black ink and is positioned above the printed name.

Monica Zubia  
Human Resources Specialist





U.S. Department  
of Transportation

**Federal Highway  
Administration**

12300 W. Dakota Ave., Ste. 180  
Lakewood, CO 80228

Colorado Federal Aid Division

Ms. Rachel Rolfes  
***STRESSERCISE for Life***  
701 Harlan, Suite E-47  
Lakewood, CO 80214

Dear Rachel:

We thoroughly enjoyed our day with you and the presentation of ***Change, Stress and Nutrition*** here at the Federal Highway Administration. I was pleased the employees were engaged and involved throughout the day. I believe each employee took away useful information and thought-provoking ideas to further review, study and consider for implementation in their own lives. I fully expect many to make changes in their lifestyle or diet that should result in happier, healthier, more productive personnel.

Your professionalism, organization and energy were outstanding. We only regret that our budget limited us to a one-day presentation for the material you normally and preferably cover in two days. I believe the additional topics and more detailed information would have been most worthwhile.

It was a pleasure working with you.

Sincerely yours,

Douglas Bennett  
Assistant Division Administrator





*America's Career University*

Rachel Rolfes  
Founder  
Stressercise for Life  
701 Harlan Street Suite E-47  
Lakewood, CO 80214

Dear Rachel:

I wanted to take the time to put our words of thanks in writing for you. It's not everyday that we have someone work with our Leadership Academy students that leaves the students so inspired and hungry for more.

The "Leadership and Life Balance" Team Turn Around Talk you did with our highly select, Leadership Academy students was amazing! This group of students has the opportunity to meet many top leaders, in the Denver community and learn about leadership from them. In their encounters with these leaders, they have never given more positive feedback than with you! Every student was moved personally in the time they spent with you and continually ask for more.

I have always been a firm believer that health and wellness is a key ingredient to becoming a well- balanced leader who can lead in every aspect of life. Since we started the Leadership Academy program three years ago, we have struggled with finding the best fit person to show students this key ingredient. Your knowledge of the subject, ability to connect health and wellness to personal leadership success and personal enthusiasm make you the top choice!

In the Community Leadership Institute, we get many calls from business consultants asking us to utilize their services for student and staff programming and I honestly turn the majority down. In asking a few, simple questions it is easy to tell where a person's heart lies and in our work, a passion for the people you are working with and offering them a true development opportunity is of the utmost importance I could tell from the minute we met that you have a strong sense of purpose and passion for the work you do and it shows even more in your presentation.

I believe highly in the power of a personal reference and am thoughtful in who I personally choose to recommend to others, as in the end, it's my personal integrity that is associated with that person. To that end, I have no reservation in recommending your presentation to others. I am sure you will always deliver a meaningful, results oriented presentation.

Sincerely,

Matt Smith  
Director  
Community Leadership Institute

JOHNSON & WALES UNIVERSITY

Community Leadership Institute

7150 Montview Blvd., Denver, CO 80220 (877) JWU-DENVER Fax (303) 256-9333 www.jwu.edu  
Providence, RI Charleston, SC Norfolk, VA North Miami, FL Denver, CO



## Department of Energy

Western Area Power Administration  
P.O. Box 281213  
Lakewood, CO 80228-8213

Ms. Rachel Rolfes  
*STRESSERCISE for Life*  
701 Harlan Street, Suite E-47  
Lakewood, CO 80214

Dear Rachel:

On behalf of all our participants who attended your Change, Stress and Nutrition workshop and follow-up session, please accept our thanks and appreciation for your outstanding presentation! Employees are still talking about the fantastic job you did as a presenter and how well versed you are on this subject.

Over the years, we have had several presenters who conducted individual training sessions on change, stress, and nutrition. However, your presentation has made the most significant impact in getting employees educated and motivated to make a positive and healthy life-style change.

From the onset of the workshop, you held everyone's interest. Your engaging presentation, interaction style, and humor made a great impression on participants and made them feel comfortable to ask questions. Workshop evaluations were all outstanding. Also, everyone took the time to provide written comments on how the workshop benefited them. Most participants just circle a number on the Likert scale -- rarely do they provide written comments.

Thanks again for a very positive and productive experience. You far exceeded our expectations. We look forward to working with you again.

Sincerely,

A handwritten signature in cursive script that reads "Marie Tucker".

Marie Tucker  
Training Coordinator

City and County of Denver



## Personnel

*Career Service  
Authority*

110 Sixteenth Street  
Denver, CO 80202-5206  
Phone (303) 640-2151  
Fax Applications (303) 640-1048  
Fax Records (303) 640-1616  
Fax Administration (303) 640-2359

Darrell L. Artis  
Director, Employee Development & Training  
110 16<sup>th</sup> Street, Suite 500  
Denver, CO 80202

To Whom It Concerns:

Rachel Rolfes' performance in the conduct of her Stressercise seminar is outstanding. She is a gifted individual who possesses a superior presentation style. Rachel gives an audience the knowledge and substance to develop coping strategies for the stress that we all face on a personal and professional basis.

Rachel's seminar graded out in the top one percent of the courses we offered to over 6300 people in 1995. I highly recommend that you afford your organization the opportunity to benefit from Rachel's vast knowledge and experience.

A handwritten signature in cursive script, reading "Darrell L. Artis".

Darrell L. Artis



# Chronology

The data below, while not intended as a comprehensive list, reflects dates of work performed for numerous clients who offered letters of recommendation. Upon request, any of the letters can be provided for review.

## **TRICARE Management Activity (under U.S. Department of Defense)**

Year					
1997	7/24	10/9			
1998	1/8				
2000	8/11	8/30			
2003	7/10	7/31			
2009	6/3	6/4	10/27	10/28	

## **Military Medical Support Office (MMSO) Great Lakes, IL - Division of TRICARE Management Activity**

Year				
2009	8/25	8/26	8/27	8/28

## **Manhattan Network Inc / REOConnection.com KEYNOTE - "Leadership & Wellness Summit"**

Year	
2009	9/17

## **DOT – Federal Highway Administration - Denver Office**

Year			
2002	9/16	10/18	10/21
2003	10/16		
2006	8/16		

## **U.S. Office of Personnel Management / Western Management Development Center**

Year	
2005	10/13

## **JOHNSON & WALES UNIVERSITY**

Year		
2004	11/5	
2005	6/28	11/11

## **U.S. Fish & Wildlife Service**

Year	
2004	11/1

## **City & County of Denver**

Year								
1994	6/16	7/14	8/11	9/15	10/13			
1995	1/26	2/28	3/30	4/11	5/09	8/23	12/05	
1996	2/22	5/16	7/25	9/19	10/24			
1997	2/27	3/20	4/24	5/15	7/17	9/4	11/20	
1998	2/3	3/5						

## Chronology (Cont.)

### ***The Great-West Life & Annuity Insurance Company***

#### **Year**

1996	11/25			
1997	1/9	5/1	8/14	11/11
1998	1/15	7/9		
1999	1/28	2/17	12/03	
2000	4/4	7/17	12/01	
2001	3/13	7/13	11/30	12/06
2002	3/15	7/12	11/18	

### ***Denver Department of Social Services***

#### **Year**

1997	1/29	1/30	9/5	10/2	11/7				
1998	2/27	3/13	4/10	5/1	5/15	5/27	6/18	8/14	10/2
1999	5/12	6/11	7/02	7/30	9/15	9/27	11/05	11/30	
2000	4/04	6/29							

### ***U.S. Mint***

#### **Year**

2003	2/18	2/20	4/16	4/18	5/25	5/27			
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### ***Federal Emergency Management Agency (FEMA)***

#### **Year**

2002	4/23	4/25	9/26	9/30					
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### ***Western Area Power Administration (WAPA)***

#### **Year**

2001	3/30	5/4							
2004	4/22								

### ***Bureau of Land Management (BLM)***

#### **Year**

2001	6/13	6/19	6/26	6/27					
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### ***National Park Service***

#### **Year**

2001	11/21	12/19							
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### ***U.S. Department of Justice (Bureau of Prisons)***

#### **Year**

2000	2/28								
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### ***US West***

#### **Year**

1999	6/27								
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## Chronology (Cont.)

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### *Mineral Management Service (MMS)*

#### Year

1999 6/14 7/13 9/02 10/4 10/18 12/20  
2000 1/10 1/18 1/31 2/14 3/6

### *USDA - National Women's Training Programs*

1999 4/28 9/14

### *Department of Interior*

#### Year

1991 4/23  
2000 7/27

### *Denver Council of City Governments*

#### Year

1995 3/23  
1997 12/11

### *Johnson & Johnson Health Management*

#### Year

1992 2/25 3/03 9/22 10/20  
1993 3/09 4/06

### *Martin Marietta*

#### Year

1990 Conducted  
Six and eight week classes  
1993

### *Public Service Company of Colorado*

#### Year

1988 From fall of '88 – 92 conducted  
Thru On going six-week classes.  
1992

### *Coor's Brewing Company*

#### Year

1989 10/23

## *Good Health is Good Business*

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- “The results (of employee wellness and fitness programs) are staggering; 100% to 300% returns in just five years are very common.”...Dave Pickering, President/CEO International Fitness Club Network
- The Coor’s Brewing Company estimated an average return of \$6.15 for every dollar invested in its wellness program. Their total health care costs decreased 6.4% in 1993, compared with a national average increase of 8.9%... Financial Executive, March/April 1995
- Medical care and productivity losses cost U.S. corporations \$99.2 billion in 1995. According to an estimate from the University of Virginia and the Harvard School of Public Health, that figure was represented in the costs of doctor visits, lost productivity, absenteeism and hospital stays that could have been avoided with regular exercise.
- Now corporate America and the nation as a whole are taking notice. After a 30-year study, the Surgeon General of the United States has made a formal statement concerning a lack of physical activity being detrimental to one’s health. Today, over 93 percent of employers have programs in place that promote employee health ... Bill Potts President, Precor
- For those who took part in the wellness program at the Dallas Police Department, absenteeism decreased by 29%... Business Quarterly, Winter 1996
- Physically active employees are \$391 less expensive annually than inactive workers... American Journal of Health Promotions, July 1992
- Employee productivity can have a strong impact on an organization and its profitability. Healthy employees make healthy companies.