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NEW ORLEANS



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New Orleans, US



Peak Performance Under Pressure: Stress Management Strategies for Proposal Professionals

June 5, 2024

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SMX**

All content provided is created for informational purposes only. It is not intended to be a substitute for professional medical advice and should not be relied on as health or personal advice.

Always seek the guidance of your doctor or other qualified health professional with any questions you may have regarding your health or a medical condition. Never disregard the advice of a medical professional, or delay in seeking it because of something you have learned in a workshop.

Always feel free to do your own research, listen to your body, and execute your bodily autonomy.

- My Qualifications and Background
- Understanding Stress in Proposal Development
- The Impact of Stress on the Mind, Body, and Performance
- Stress Management Tools
 - Breathwork
 - Guided Meditation
- Brief Discussion and Q&A

**YOU SHOULD SIT
IN MEDITATION
FOR TWENTY
MINUTES A DAY,
UNLESS YOU ARE
TOO BUSY. THEN
YOU SHOULD SIT
FOR AN HOUR.**

— Dr. Sukhraj Dhillon

Qualifications and Background

Years of Experience : 15

Current Company: SMX offers advanced technology solutions designed to empower commercial and government organizations to achieve mission success, with a strong focus on cloud services, cybersecurity, C5ISR, data analytics, and digital transformation.

Position: Proposal Manager and Orals Coach, Wellness ERG Lead

Degrees and Certifications : MPA, Program Evaluation, The University of New Mexico; BS, Political Science & Communication, The University of New Mexico; APMP Foundation Level Certification

Services Lines: IT Managed Services, Data Analytics and Information Management, Agile Application Development, Cloud Migration and Modernization, C5ISR, AI/ML, Environmental Health and Safety, Construction Management



Shared Vision.
Outcome Assured.®





Yoga, Meditation, Mindfulness Experience

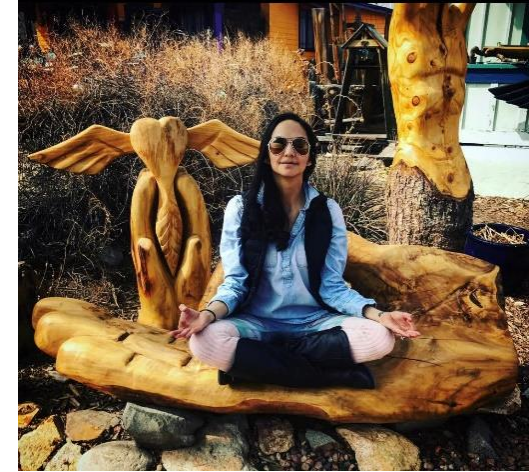


Years of Experience : 24 (Practice) 4 (Teaching)

Types of Yoga Practiced/Studied: Bikram, Vinyasa, Ashtanga, Kundalini, Yin, Restorative, Baptiste Power, and Ecstatic Dance

Types of Meditation Practiced: Mindfulness Meditation, Spiritual Meditation, Mantra Meditation, Transcendental Meditation, Visualization Meditation, Ziva Meditation

Certifications/Training: 200 Hour RYT Yoga Alliance, Reiki Level 1 and 2 Energy Healer, Washburn 7 Chakra Training, YOGANATOMY- Comprehensive Yoga Anatomy Training, many hours of self study on meditation and mindfulness, thousands of hours of asana practice.



Understanding Stress in Proposal Development

Workplace stress occurs when job demands exceed an employee's capabilities, resources, or needs, triggered by factors from the work environment, job content, and the individual's capacities and needs.



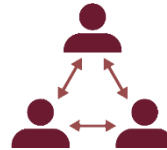
Workload

- Both excessive workload and insufficient work can lead to stress.
- This includes tight deadlines, high expectations, and long hours.



Work-Life Balance

Difficulty in balancing the demands of work with those of personal life can lead to stress.



Interpersonal Relationships

- Hierarchical and Workload Dimensions of Proposal Teams
- Conflicts with colleagues or managers can create a stressful work environment.



Role Conflict or Ambiguity

Uncertainty about job roles or conflicting job expectations can cause stress.



Lack of Control

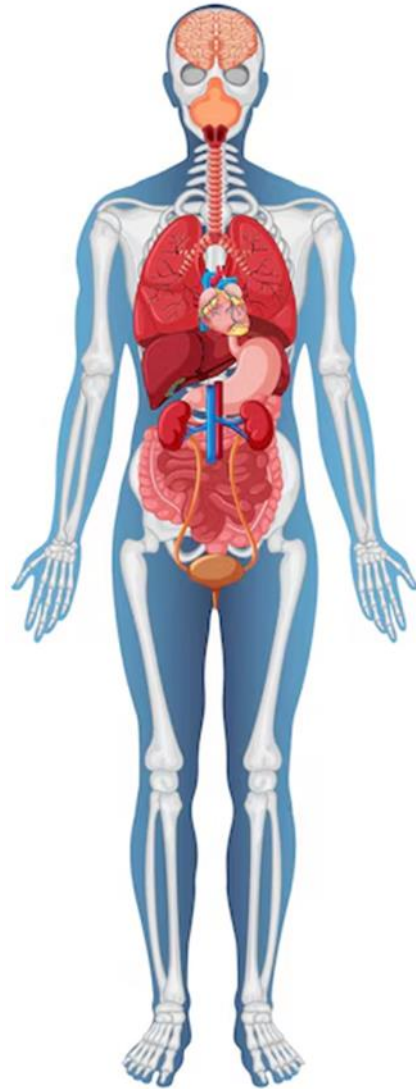
Little to no say in business decisions or work methods can foster stress and a sense of helplessness.

**What is one of
the biggest
stressors in the
proposal
environment?**

The Pressure

The Impact of Stress on Physical Health, Mental Health, and Performance

**Chronic stress
can lead to
various health
issues**



Cardiovascular Diseases



Obesity & Diabetes



Pain in the Body



Gastrointestinal Problems



Weakened Immune System



Increased Susceptibility to Illnesses



Increased Risk of Depression and Anxiety Disorders



Heightened Irritability and Mood Swings



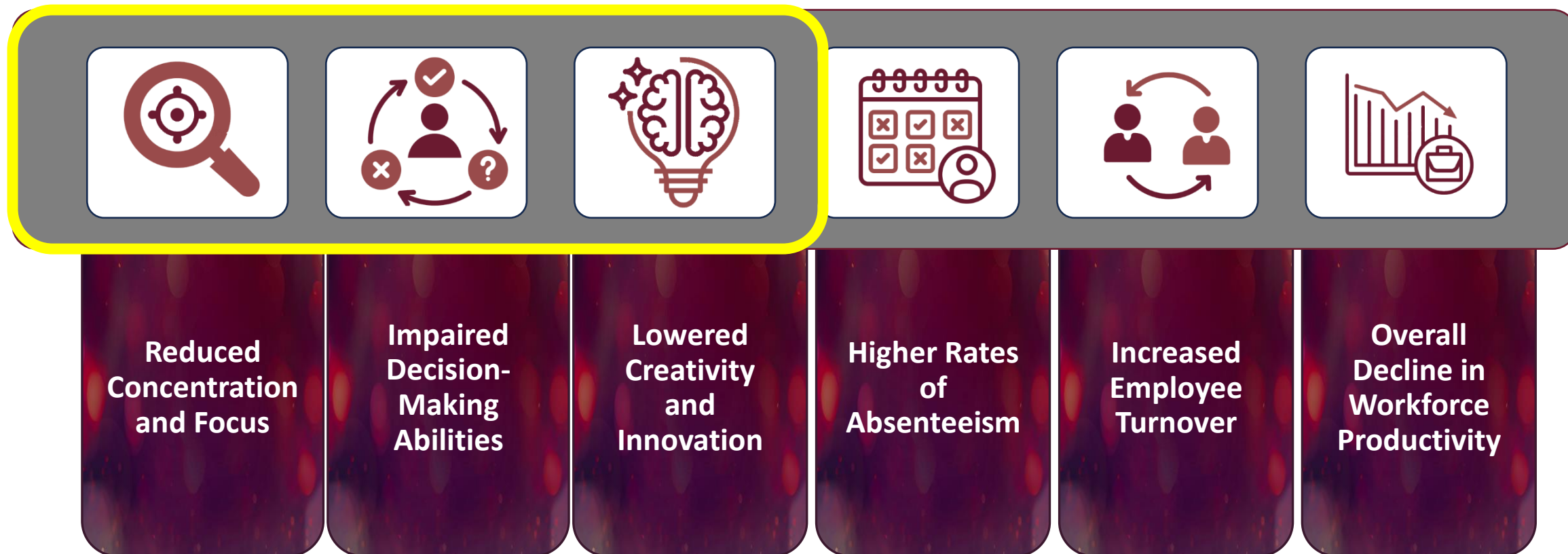
Decreased Cognitive Functions like Concentration and Memory

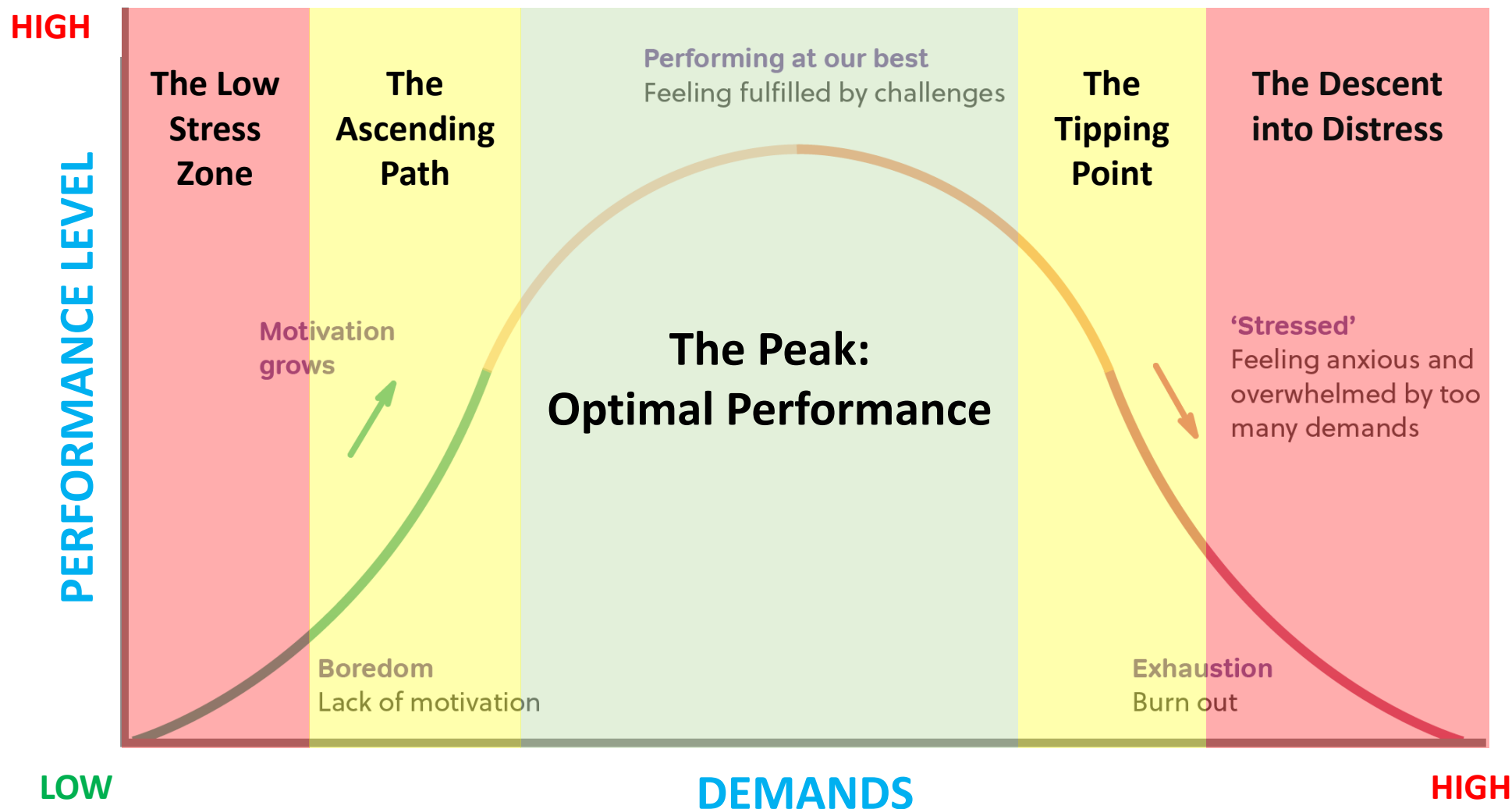


Burnout- Leading to Reduced Productivity and Job Satisfaction



Strain on Personal Relationships Due to Work-related Stress Spillover





Stress Management Tools

**What tools or
practices do
you employ to
manage stress?**

**What is one tool
that you always
have at your
disposal no matter
where you are or
what you are
doing?**

Your Breath!

Activation of the Parasympathetic Nervous System:

- Deep, slow breathing **activates the parasympathetic nervous system**, which is responsible for the "rest and digest" state.
- This **counteracts the "fight or flight"** response initiated by the sympathetic nervous system during stress.

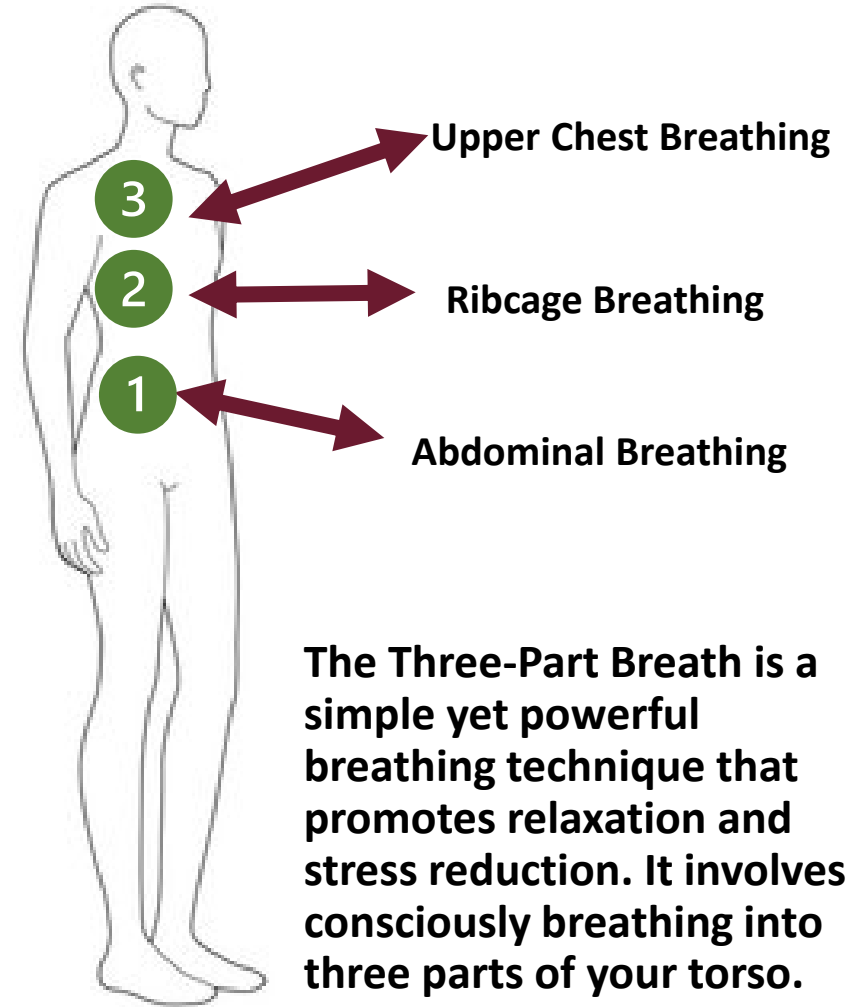
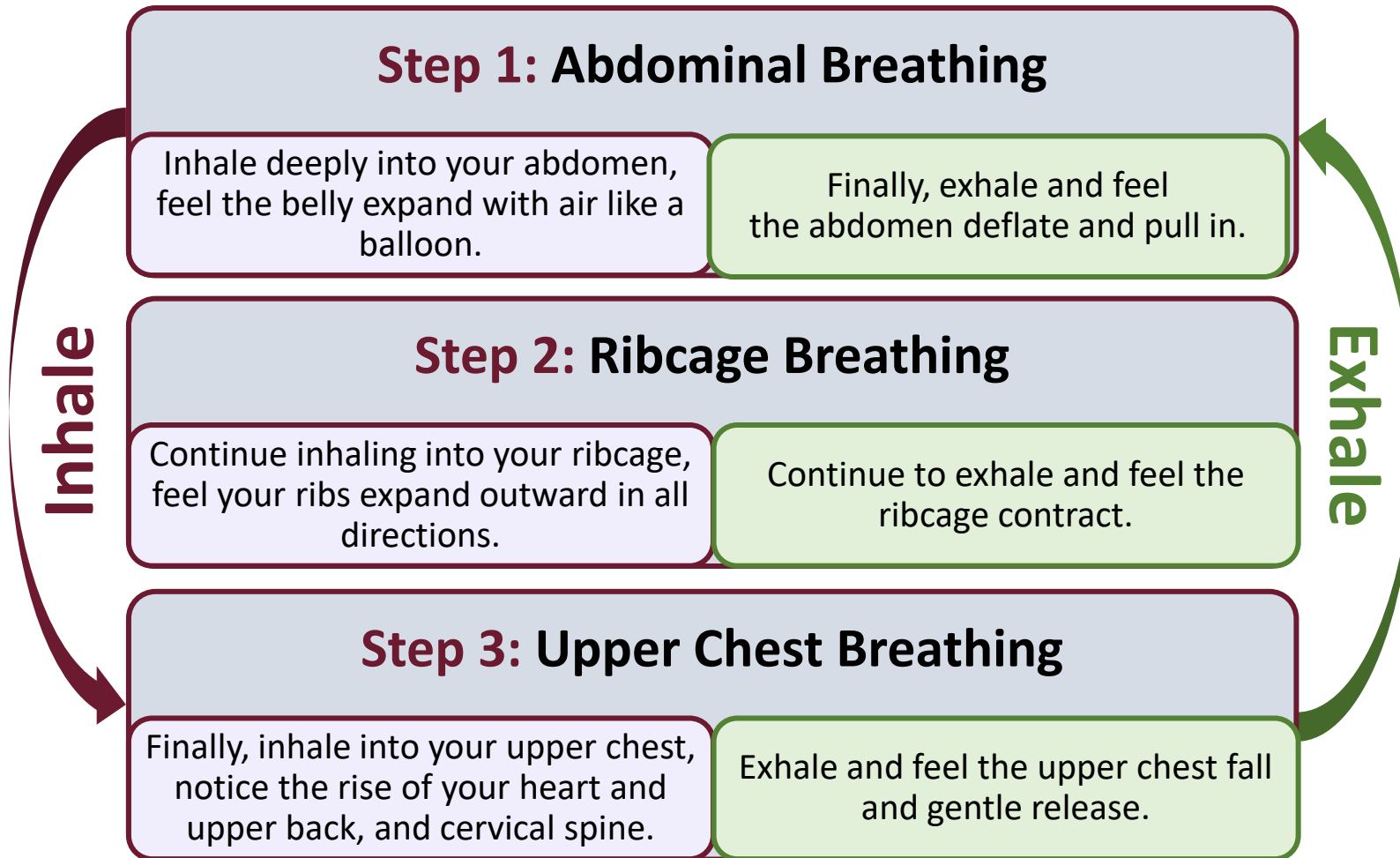
Reduction of Stress Hormones:

- Deep breathing **reduces the levels of stress hormones** like cortisol and adrenaline.
- Lower stress hormone levels lead to a calmer, more relaxed state.

Regulation of Neurochemicals:

- Deep breaths **increase the production of gamma-aminobutyric acid (GABA)**, a neurotransmitter that promotes relaxation and reduces anxiety.
- Enhanced oxygen intake during deep breathing improves brain function and the balance of neurochemicals, contributing to a stable mood.

Steps to Practice





Guided Meditation

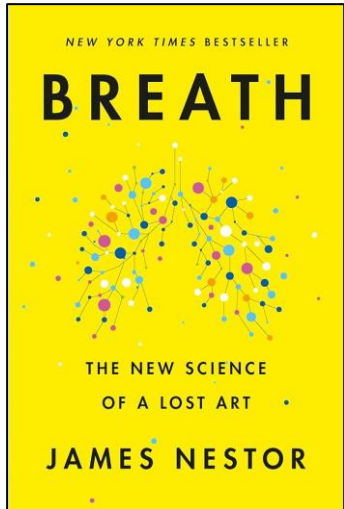


Mini Meditation for the Workplace

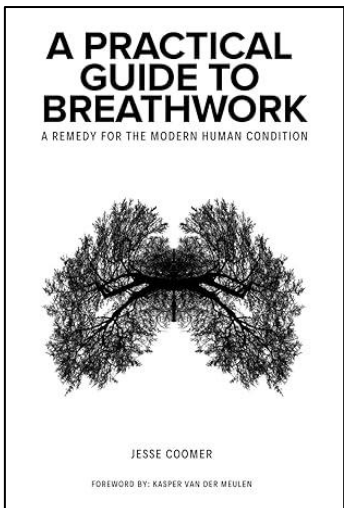




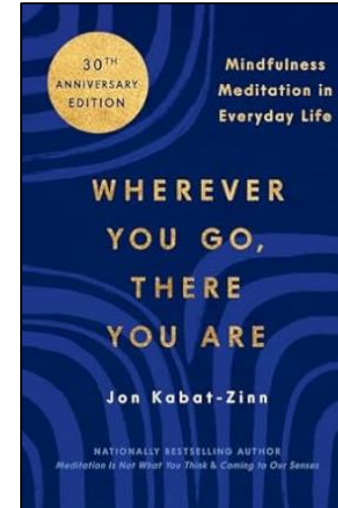
Questions or Comments



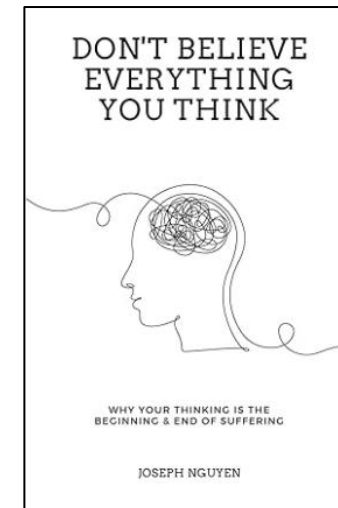
- James Nestor's **"Breath: The New Science of a Lost Art"** explores the significant impact of breathing on health and performance. The book delves into various breathing techniques and their historical and scientific backgrounds, illustrating how proper breathing can transform our physical and mental well-being.



- Jesse Coomer's **"A Practical Guide to Breathwork: A Remedy for the Modern Human Condition"** explores the science behind breathwork and its benefits for physical and mental health. The book provides practical exercises and techniques to help readers incorporate breathwork into their daily routines for improved well-being.



- **"Wherever You Go, There You Are"** by Jon Kabat-Zinn, a pioneer of mindfulness-based stress reduction, offers practical guidance on integrating mindfulness into daily life for greater well-being and inner peace.



- **"Don't Believe Everything You Think"** by Joseph Nguyen explores how changing our relationship with thoughts can end suffering. Nguyen emphasizes achieving inner peace by recognizing and letting go of unhelpful thought patterns.

Thank you!

Contact Information

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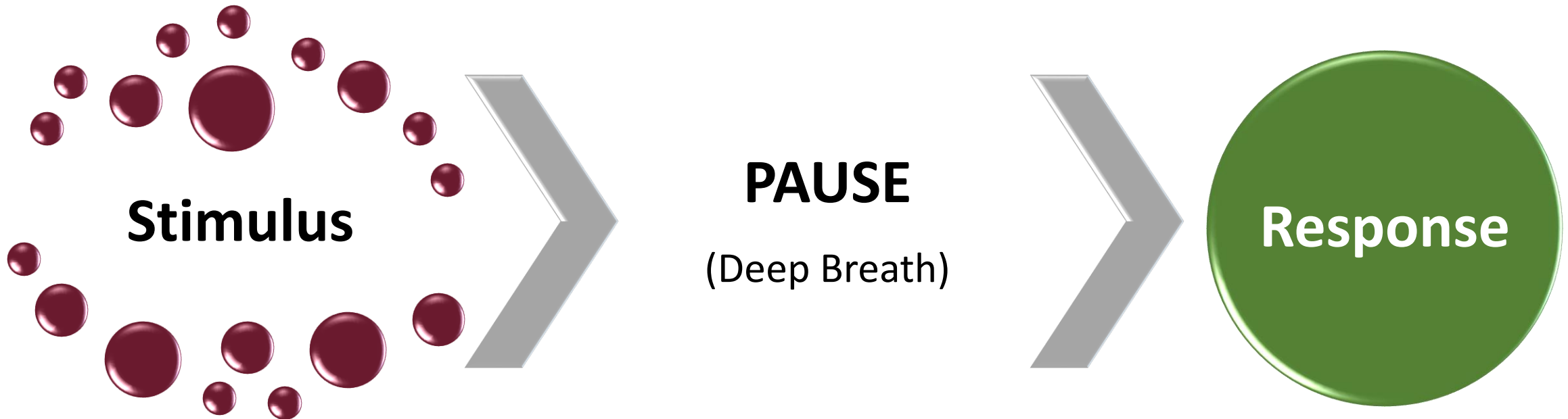
Personal email: adeliciaphillips@gmail.com

APMP Feedback QR Code



Additional Slides

Taking a deep breath creates a crucial pause between stimulus and response, allowing for more thoughtful and measured decisions.



Four Steps to Master Box Breathing

- **Step 1:** Breathe in counting to four slowly. Feel the air enter your lungs.
- **Step 2:** Hold your breath for 4 seconds. Try to avoid inhaling or exhaling for 4 seconds.
- **Step 3:** Slowly exhale through your mouth for 4 seconds.
- **Step 4:** Repeat steps 1 to 3 until you feel re-centered.

