



The March Madness

Enhanced effectiveness of stress management

Two salesmen on a camping trip were walking through the forest when a huge bear appeared a few feet away. The bear saw the salesmen and began heading toward them. The first salesman dropped his backpack, dug out a pair of running shoes and frantically began to put those on. The second salesman said "What are you doing? Running shoes won't help you outspurt that bear." "I don't need to outrun the bear," the first salesman said "I just need to outrun YOU!"

And precisely that is the way the corporate world runs!!! Its only survival of the fittest. Especially March is the month where all sales executives try to outdo others for own existence and benefit. It is March madness almost all over!!! But why is March mad?

For many establishments, March marks the end of a fiscal year. The competitive landscape can intensify as companies strive to outperform contenders and secure a larger market share before the end of the financial year. This creates a sense of urgency for businesses to meet annual revenue targets and achieve financial goals to effect business strategies for the upcoming years. Sales teams habitually run with yearly targets hence March is crucial being their last chance for meeting those marks, as achievements not only impact individual and team performance but also contributes significantly to overall corporate performance.

Consequently, it is comprehensible that the executives will stretch themselves to achieve \ over-achieve their assigned goals. Yet as like every success will produce joy and sense of achievement; every failure will provoke stress and induce disappointment. How to handle those poor performance reviews when things did not go the expected way? One needs to understand and identify work-related stressors, both physiological and psychological aspects of stress to eliminate deprived impact of chronic stress on physical and mental health leading to anxiety, depression and other health issues.

At Achievers Circle we deal with various workplace stress reduction techniques like SMART goal setting, time management, relaxation, mindfulness and meditation, positive thinking and resilience, physical activity and exercise, healthy lifestyle choices. We customize training contents based on specific needs of the participants.

Please do join us to experience the enhanced effectiveness of stress management and create a positive mental and physical work environment within your own self.

