



THANK YOU FOR YOUR INTEREST!

Working Yoga has been in the business of relieving workplace stress since 1995. Attached are some details about how and why WORKING YOGA works.

Some of it is particularly relevant to employers and OHW&S representatives, some to staff.

If none of the standard services offered are suited to your needs, I am happy to adapt or create as appropriate.

Yoga is particularly helpful for stretching and strengthening muscles, postural alignment, improving stress management and learning to relax. The benefits are experienced in the short, medium and long term.

Working Yoga works with individuals in a group situation (up to 16 students) and much can be done to provide assistance for the injured or impaired participants while also providing a great work-out for fitter participants. It is effective in terms of both injury prevention and rehabilitation.

If you have any questions that are not answered in this folio please do not hesitate to contact me by phone or email.

Yours in health,

Ruth Estelle

**Ruth Estelle
WORKING YOGA
P.O. Box 246
Summertown
SA 5141**

**t: (08) 8390 3955
m: 0429 000 279**

**info@workingyoga.com.au
www.workingyoga.com.au**

ABN 15 718 135 848



CLIENT LIST Past and Present

- **Aboriginal Housing Association**
- Adelaide Bank
- **Adelaide Hilton**
- AGL
- **ANZ**
- Attorney General's Dpt.
- **Australian Bureau of Statistics**
- Australian Nursing Federation
- **Australia Post**
- ASIC
- **Cancer Council (SA)**
- Centrelink
- **City of Charles Sturt Council**
- CODAN
- **Community Access Services**
- Dept Correctional Services
- **CPS Credit Union**
- Crippled Children's Association
- **DAIS:**
 - **Enterprise Systems**
 - **Telecommunication Services**
 - **Real Estate Management**
 - **Workplace Services**
- Deloitte Touche Tohmatsu
- **Dept of Environment & Heritage**
- EGI
- **Elders Ltd**
- Essential Computer Systems
- **Forensic Science Centre**
- Flight Centre Ltd
- **Homestart Finance**
- Kelly Recruitment Services
- **Kensington Centre**
- Legal Practitioners' Conduct Board
- **Minter Ellison**
- Mortgage Company
- **National Australia Bank**
- Office for the Commissioner Public Employment
- **Regency Park TAFE**
- Royal District Nursing Society (HQ and Regional)
- **SAPMEA**
- SA Tourism Commission
- **Savings & Loans Credit Union**
- SABSSA
- **State Library SA**
- TENIX electronics
- **University South Australia**
- Western Domiciliary Care
- **Westpac**
- WorkCover Corporation
- **Zenith Media**

Many of our clients have used our services consistently since 1995.



Distinctions from current competitors...

- ◆ **Experience** Working Yoga has established a reputation for reliability and professionalism since it commenced operation in 1995.
- ◆ **Safety** Safety for participants is a major consideration at all times. Class numbers are limited to ensure good attention is paid to all participants. All participants are required to complete a background medical information form before doing any yoga.
- ◆ **Morale** Working Yoga builds staff morale and provides opportunities for camaraderie across barriers.
- ◆ **Resources** Participants receive useful practice sheets and newsletters to help them consolidate what they learn in class. This enables them to use their yoga skills to help them in the workplace and at home.
- ◆ **Evaluation** Working Yoga offers a continuous process of service evaluation (upon request), the results of which are available for management and OHW&S representatives.
- ◆ **Professionalism** Working Yoga teachers are chosen for their ability to work with groups that may include a wide range of abilities within it.
- ◆ **Liaising** Working Yoga will happily coordinate its services with any independent or in-house OHW&S strategies and reviews.



Two years' research has revealed that after just 6 yoga lessons...

- ◆ 70% of Working Yoga participants noticed an improvement in their overall mobility and strength.
- ◆ 93% of participants felt their yoga had progressed.
- ◆ 70% of participants had on-going medical conditions, of which 20% gained relief after just 6 lessons.
- ◆ 60% felt that the yoga sessions helped them to cope with work pressure and/or personal stress.

What else did they say about Working Yoga?

- ◆ *"An excellent OH&S stress management strategy for any organisation to implement."*
- ◆ *"I look forward to my yoga break each week. It helps me to take time out to strengthen and relax myself. I enjoy the camaraderie with fellow workers and find myself telling others outside the workplace just how wonderful it is to have this opportunity...We have also used it during team-building and all enjoyed it!"*
- ◆ *"Less stressed, clarity of thought, not slouching at my desk as much."*
- ◆ *"The teachers were excellent - always willing to help and always explained how to do the poses safely..."*

CONTACT WORKING YOGA NOW AND MAKE A DIFFERENCE IN YOUR WORK-PLACE!

t: (08) 8390 3955
info@workingyoga.com.au



WHAT DOES “WORKING YOGA” DO?

Working Yoga provides on-going stress-management and fitness programs to workplaces. The sessions are a blend of traditional yoga exercises and relaxation techniques with a relevant modern approach. All classes are conveniently taught in the workplace and require minimal facilities. All equipment (non-slip mats) is provided.

HOW DOES THIS HAPPEN?

The programs are usually run in 6, 8 or 10 week blocks and are reviewed at the end of this time. Workplaces vary in their methods for enabling staff to enjoy the benefits of the courses. The costs are covered in a variety of ways. Sometimes management pays the total cost (as the outlay is very quickly recovered through reduced absenteeism, increased productivity etc). Sometimes the cost is subsidised through OH&S funding. Sometimes, though, the staff members are sufficiently motivated to pay for the courses themselves.

WHY IS YOGA HELPFUL FOR EMPLOYEES?

Working Yoga has an on-going emphasis on reducing occupational stress. Students are shown techniques to relieve physical and psychological stress for use at work and at home. Handouts are particularly relevant to desk-bound employees. Also, the regular practise of yoga (even once per week) quickly brings a host of benefits and a sense of well-being. Yoga is particularly useful in terms of back-care, repetitive strain injury and stress-related disorders.

HOW WILL THIS HELP OUR WORK PLACE?

Workplaces use Working Yoga’s services to consolidate or initiate good OH&S practices. As well as increasing productivity, reducing absenteeism, improving the business image, Working Yoga courses also bring substantial side-benefits. Staff morale is greatly improved and the classes are a great ‘leveller’, enabling inter-linking between staff members. A cost benefit analysis of work-site health promotions is available on request. Similarly, data is available regarding the responses of staff in other work places (this is collated from surveys at the completion of each course).





INFORMATION FOR EMPLOYERS

ARE YOU LOOKING FOR AN EFFECTIVE WAY TO REDUCE
ABSENTEEISM AND COMPENSATION CLAIMS?

WOULD YOU LIKE TO OFFER MORE SUPPORT TO YOUR STAFF BUT
ARE NOT SURE HOW?

DID YOU KNOW THAT HEALTHY, HAPPY STAFF ARE
SIGNIFICANTLY MORE PRODUCTIVE?

**Working Yoga has a range of in-house
services that are designed to benefit you and
your workplace.**

"What if someone injures
themselves in a Working
Yoga class?" **All care is taken
to ensure participants work
within their limits. All Working
Yoga teachers are trained and
professionally insured.**

"My workplace is extremely
busy. I can't see how we could
find the time to do yoga."

**Working Yoga services are
available before, during or after
work. Most staff are happy to
relinquish one lunch hour per
week in order to experience the
benefits of yoga and the
enhanced concentration it
brings to their work.**

"Our workplace is not in a position to
pay for such services."

**The economic benefits of providing a
worksite health program such as Working
Yoga, far outweigh the cost of the
service. Detailed cost benefit analyses
are available in a presentation format
upon request.**

**Please take the time
to read our
references and list of
services...**



INFORMATION FOR OH&S REPS

ARE YOU LOOKING FOR INNOVATIVE SOLUTIONS TO WORK-PLACE STRESS?

WOULD YOU LIKE TO IMPROVE THE MORALE OF STAFF IN YOUR WORK-PLACE?

IS THE OFFICE CULTURE IN YOUR WORK-PLACE IN NEED OF A HEALTHY CHALLENGE?

Working Yoga has a range of in-house services that are designed to benefit you and your workplace.

"What if someone injures themselves in a Working Yoga class?" **All care is taken to ensure participants work within their limits. All Working Yoga teachers are trained and professionally insured.**

"Our workplace is not in a position to pay for such services."

The economic benefits of providing a worksite health program such as Working Yoga, far outweigh the cost of the service. Detailed cost benefit analyses are available in a presentation format upon request.

"My workplace is extremely busy. I can't see how we could find the time to do yoga."
Working Yoga services are available before, during or after work. Most staff are happy to relinquish one lunch hour per week in order to experience the benefits of yoga and the enhanced concentration it brings to their work.

Please take the time to read our references and list of services...



INFORMATION FOR STAFF

WOULD YOU LIKE MORE ENERGY?

DO YOU WANT TO LEARN THE SKILL OF COPING
WITH STRESS?

ARE YOU INTERESTED IN EXTENDING YOURSELF A LITTLE?

**Working Yoga has a range of in-house
services that are designed to benefit you and
your workplace.**

"I can't even touch my toes!
How can I possibly do yoga?"
**Yoga is about body awareness
and gradual extension, not
simply achievement of poses.
Regular practice will help you to
touch your toes! Poses can be
adapted to suit all levels of
fitness.**

"My back is too sore to do any
vigorous exercise. Can yoga
help?" **You will need to discuss
your particular injury with the
teacher. He/she will ensure that
you only work to a suitable
level. Yoga should help to
improve your back in the short
and long term.**

"I'd be too embarrassed to do exercise
with other people...they'd all be fitter
than me.

**We all have different body shapes and
abilities. Students are encouraged to
concentrate on their own poses and
development - not compete with
others.**

**See attached
comments from
previous Working
Yoga students.....**



WHAT PARTICIPANTS HAVE SAID...

STUDENTS WERE ASKED WHAT WAS MOST BENEFICIAL ABOUT
THE SESSIONS. HERE'S WHAT THEY SAID:

“All beneficial!”

“Convenience of exercising in the work-place.”

“Feeling of well-being...having a good stretch.”

**“Even though it’s just once a week, I feel I have developed more
flexibility...the hand-outs were very useful.”**

**“Relaxation and learning new skills. Learning more about my
body & mind.”**

“Improving my health.”

“Complete contrast to work activities.”

“Assisted with lower back and neck problems.”

“Mental improvement, concentration improved.”

“Wide range of areas covered.”

“Taught me how to relax at home as well as at work.”

“Could go at my own pace - no pressure.”

“Just to give it a go!”



* All comments are cited verbatim from questionnaire responses
since January 1997.



WORKING
YOGA

ABN 15 718 135 848

SERVICES OFFERED

INTRODUCTION TO YOGA

Six classes covering the basics of yoga & its contemporary role. Maximum of 16 students.

6 x 1 hour classes...\$780

STRESS MANAGEMENT INFORMATION SEMINARS

Ideal for project or departmental groups. The seminar covers the impact of stress and how it can be minimized. Also includes some practical applications. Session can be adapted to suit specific needs.

Minimum 1 hour. Maximum 2 hours.

\$130 per hour

MEDITATION SESSIONS

These sessions include gentle, preparatory stretches and followed by a guided visualisation or meditation. The availability of teachers for this service varies.

\$130 per hour.

REGULAR ON-GOING CLASSES

The length of the 'block' of classes is up to you: 6, 8 or 10 weeks...

Based on \$130 per hour.

GST is included.



Adelaide's bank.

19th September, 1997

To Whom It May Concern,

I refer to Ruth Estelle and her initiative of "Working Yoga" within a workplace environment. We have been lucky enough to have completed one 6 week course and are about to commence another.

On a personal level, and with feedback from other participants, I can personally recommend this form of exercise as an integral part of any stress-management regime.

We commend the level of professionalism that Ruth maintains. She is always punctual and approachable and identifies the personal needs and the medical suitability of her participants to this form of exercise.

She is endorsed by our Management and Occupational Health, Safety and Welfare representatives and conducts the classes outside of work hours for the convenience of our staff.

In short, we recommend this workplace exercise as a cost-effective, healthy and stimulating way for your staff to reduce their stress levels in a non-threatening and relaxing atmosphere. If the response from your participants is like ours - we guarantee you will not be sorry!

I am more than delighted to speak personally with any organisation that may be considering the services of "Working Yoga" - to advise how we structure our classes and to answer any questions you may have.

Yours sincerely,

Jennifer Pilling
Human Resources

1 September 1998

To Whom It May Concern

I wish to comment on the Working Yoga classes that have been run by Ruth Estelle for Centrelink staff. We began by trialing classes for a six week block, once a week during the lunch hour, to gauge the interest of staff and the benefits to the participants and the organisation.

The classes are a great success. We have just completed 4 months of regular classes and they continue to go from strength to strength. Several staff from the Australian Taxation Office have recently joined us, and as a side benefit this has assisted with building good relationships between the two departments.

The benefits of the yoga classes are wide ranging. Individuals say they feel more relaxed, aches they have had seem to disappear and their flexibility has increased. They have a greater awareness of their body and posture, which is particularly beneficial in an office based environment. Managers have noticed an instant benefit following each class, as their staff are mentally and physically refreshed. Centrelink 's commitment to the program included a small subsidy towards the classes as recognition of its value to the workplace.

Without exception, the yoga participants have commented on Ruth's professionalism, on her excellent manner her skill as a teacher and her ability to work with each individual at their own level. Our classes have included pregnant women, people with bad backs, the fit and the less fit, the yoga novice and the more experienced. Ruth works effectively with them all.

Ruth is totally thorough in her preparation, planning and review. She is also adaptable and versatile and has accommodated our needs extremely well. It is with good reason that her business has succeeded for some years.

I enjoy both participating in the yoga classes and working with Ruth as a professional businesswoman. I commend Working Yoga as an excellent program to any organisation wishing to succeed with staff and their business.

Yours sincerely

A handwritten signature in black ink, appearing to read 'Coral Hunt', with a long horizontal line extending to the right.

Coral Hunt
Project officer



TO WHOM IT MAY CONCERN

Workplace Services (DAIS) has been using Working Yoga since February 2001 to conduct lunch-time yoga classes for staff.

This action was undertaken, at the request of Management, as a pro-active initiative to improve the general physical and mental health of staff.

Although the classes have been going for only four months, some 24 members of staff (roughly 18% of staff complement) are participating in one or both of the one hour classes, held at noon on Tuesdays and Thursdays.

The classes consist of two relaxation periods of approximately 5 minutes each, at the beginning and end of the classes, with exercises in between.

The fact that the number of staff making the effort to attend classes has been maintained over this time can be largely attributed to the quality of the instructor and nature of the program, which is suitable for all levels of fitness.

Some of the comments from a survey of our participants:

'Good personal attention – a great break from the busy workday'

'Returning to work so calm afterwards'

'I thought it would be much more passive! Work-wise, I feel much more in control, focused, calmer and surprisingly productive'

'Feel more flexible – a surprisingly active activity'

'I think my asthma has improved'

'Loosened up my back, improved mental health'

A handwritten signature in cursive script that reads 'Jock Smibert'.

Jock Smibert
Yoga Co-ordinator
Workplace Services (DAIS)
Phone: 8303 0268

6 June 2001

117 KING WILLIAM STREET
ADELAIDE, SOUTH AUSTRALIA
GPO BOX 1266, ADELAIDE
SOUTH AUSTRALIA 5001

TELEPHONE:

FACSIMILE:

REFERENCE:

7 August, 2000

To Whom It May Concern

We commenced WorkingYoga classes on 23rd February, 2000 and have continued with the lessons to date.

The lessons are held once week during a lunch hour. The classes have been a great success with staff in relation to their personal fitness, relaxation and stress relief. Ruth caters to everyone's individual needs. We have an employee with Downs Syndrome and Ruth is very skilful in helping Kerri-Anne with her needs without taking any extra time away from the remaining members of the class.

Ruth provides HomeStart with Survey results after each block of 6 lessons. Ruth is always punctual and very caring to everyone's needs.

I would definitely recommend Working Yoga to any organisation with the view to maintaining staff Health & Well Being in the workplace.

Yours sincerely



Gary Storkey
CHIEF EXECUTIVE OFFICER
HOMESTART FINANCE



SouthAustralia
Relax. Indulge. Discover. Enjoy.

19 November 1999

Ms Ruth Estelle
Working Yoga
PO Box 39
MAGILL SA 5072

Dear Ruth,

Thank you for the opportunity to provide written support for Working Yoga. I also advise that this information may be used for the purposes of recommending Working Yoga to other organizations. Alternatively, I am more than happy for you to refer potential corporate clients to either Lisa Bishop, Manager Human Resources, phone 8303 2301, or me, should you wish to do so.

TO WHOM IT MAY CONCERN

Working Yoga is an activity encouraged under the Occupational Health and Safety strategies of the South Australian Tourism Commission, and has been supported since mid 1997 by a subsidy to staff who participate in the 6-weekly block of sessions. At least 30 staff have participated, including some who have continued from the first sessions two years ago. Working Yoga is one of a number of initiatives that have been implemented to encourage staff to maintain a healthy lifestyle, as yoga combines aspects of both physical and psychological health, fitness and well being.

Ruth is an excellent teacher who encourages and motivates her classes. She is responsive to needs of each participant, and offers a varied and well-balanced routine of exercises and relaxation periods in each session. She also provides hand-outs illustrating the poses and their specific benefits and ensures that those new to yoga are introduced to the exercises with care. Ruth displays a very responsive and genuine interest in specific needs identified by individuals and provides a high standard of follow up attention where required.

Thank you, Ruth.

Heather Frost
HUMAN RESOURCES CONSULTANT
PH: 8 303 2364
Fax: 8305 0164

Levels 7 & 8, 178 North Terrace, Adelaide, South Australia 5000.

GPO Box 1972, Adelaide, South Australia, 5001.

Telephone: 08.8303 2222. Fax: 08.8303 2295.

South Australian Travel Centre

Ground & 8th Floors

AMP Building, 1 King William Street, Adelaide

Telephone: 08.8303 2033. Fax: 08.8303 2249

www.visit-southaustralia.com.au



South Australian Tourism Commission

WORKING YOGA

Ruth Estelle has been conducting Working Yoga sessions at the State Library since 1996. During that time participating staff have developed and grown with yoga under Ruth's consistent, constructive and caring guidance.

The aims of Working Yoga match the philosophical aims of the State Library's approach to human resource management.

Ruth pays particular attention to the needs of individuals and customizes poses to suit all. She is reliable and efficient and is a welcome and necessary part of the State Library's operations.

A handwritten signature in black ink, appearing to read 'Sue Lewis', with a long, sweeping underline that extends to the right.

Sue Lewis
State Library of SA
Nov 1999

November 15 1999

TO WHOM IT MAY CONCERN

I have been attending the Working Yoga classes conducted by Ruth Estelle for three years and have found them to be very professionally run and beneficial.

I have had the opportunity to attend other yoga teachers' classes casually both in Adelaide and overseas and by comparison, and for me, Ruth Estelle offers the most individually sensitive and well structured classes.

I have been particularly impressed by her attention to the different physical approaches possible with yoga, with emphasis on adjusting poses to suit a range of fitness and other attributes for each participant.

On the ethical/spiritual side, I appreciate the way Ruth takes a subtle approach to this aspect of yoga, encouraging self awareness and reflection without preaching. I also concur with her non-competitive emphasis – a yoga tenet not always practised so clearly by its teachers.

Yoga has been a valuable anti- stress aid for me, and breathing techniques have also helped me to keep my composure and my confidence when I feel I am under pressure.

I am grateful that Ruth Estelle has been my first and continuing teacher as she has helped me to understand the difference between good and indifferent yoga teaching and the importance of approaching yoga with the right attitude.

Yours sincerely

A handwritten signature in black ink, appearing to read 'Elizabeth Ho', with a stylized flourish at the end.

Elizabeth Ho
BA(Hons)AALIA