

Modern Sales Pros - Mental Health @ Work - Resources Guide

[Achieve Your Sales Target Through Optimal Mental Health](#)

Over the past five years, there has been a lot of “talk” and promotion surrounding the value of mental health in the workplace. The question Uncrushed wanted to understand is; why are things not getting better? And, how do we move from talking into action?

[CDC. Companies That Do This Right \(Examples & Where To Start\)](#)

This CDC resource takes you through the concept of Mental Health in the Workplace. You'll read through the mental health-related issues that affect businesses and their employees, how employers can promote awareness of mental health and stress management, examples of businesses that are doing this well, and strategies for managing mental health and stress in the workplace.

[COA - Mental Health & Emotional Fitness](#)

COA is the world's first gym for mental health. Offering therapist-led emotional fitness classes and therapist matchmaking, Coa was co-founded by Alexa Meyer and Dr. Emily Anhalt with the mission to make mental health a proactive and daily practice, just like physical fitness.

[Elevating Mental Health And Well-being For A Resilient Workplace](#)

Mental health is always important, but with the lingering effects of the pandemic and a shift in "returning to normal," it is at the top of the priority list. This toolkit provides tips and resources for supporting mental health and well-being at work.

[2021 Workplace Mental Health Trends Forecast](#)

Living through crisis after crisis in 2020 eroded even your best employees' mental health and motivation. If 2020 was the year employers could no longer ignore workforce mental health, 2021 will be defined by how organizations handle the ongoing mental health crisis. Get insights from benefits professionals at leading firms like Morgan Stanley, Starbucks, and Genentech to inform your benefits strategy for the year ahead.

[**Mental Health At Work — Why Stigma Is A Workforce Health Issue**](#)

About 75% of employees have struggled with an issue that affected their mental health.¹ Yet, 8 out of 10 workers with a mental health condition say shame and stigma prevent them from seeking mental health care.² That's a problem for individuals, but it's also a problem for employers — because untreated mental health conditions cost American companies billions every year.

[**Mind Share Partners**](#)

A 501(c)(3) national nonprofit organization that is changing the culture of workplace mental health so that both employees and organizations can thrive. They build public awareness, host communities to support ERGs and professionals, and provide workplace training and strategic advising to leading companies.

[**Opioids, Addiction, and Creating A Recovery-Ready Workplace**](#)

Most organizations are working to reduce stigma and empower employees to seek help for depression and anxiety. But just 20% of employers have done the same for addiction — even though 3 in 4 adults living with a substance use disorder are in the workforce.

[**Pick The Right Mental Health App For Your Workforce Wellness Program**](#)

In the U.S., there's a high demand for mental health resources. Nearly 56% of American adults have wanted to or tried to get mental health treatment for themselves or their loved ones. As the country copes with the stress and anxiety from COVID-19, this demand has increased. People are seeking virtual mental health services, like mobile apps, to find support and relief.

[**Promoting Mental Health in the Workplace: A Guide**](#)

A healthy workplace is one in which employees and their leaders actively work together to create a work environment that promotes and protects the health, safety and well-being of all employees. Creating a workplace environment that recognizes, acknowledges and promotes the importance of positive mental health is one of the most important things an employer can do to improve their organization. This article discusses the importance of mental health in the workplace and how employers can promote good mental health throughout their organization.

[**Sales Development & Mental Health**](#)

Guest post by Danielle Norris, Marketing Content Manager, Superhuman Prospecting. According to The National Survey of Drug Use and Health sales is the 11th top profession for depression and mental illness. And in a recent survey by PayScale, 73% of respondents rated the Sales Account Manager role as “highly stressful,” ranking it second on their full list of stressful careers. If you’re in sales, you’ve most likely experienced some sort of stress, anxiety, or mental burnout. Considered a “top performer?” Those statistics double as pressure to hit higher goals increases.

[The Anxiety Podcast](#)

Host Tim JP Collins suffered from anxiety and panic attacks, changed his life to recover, and now supports others in doing the same. This unique show isn't just about [coping](#); it's about moving past anxiety and fear to live the life for which listeners were destined.

[The Center for Workplace Mental Health](#)

The Center for Workplace Mental Health helps employers create a more supportive workplace environment for their employees and advance mental health policies at their organizations.

[The Positive Psychology Podcast](#)

The Positive Psychology podcast covers all sorts of topics such as passion, mindfulness, and strengths with a focus on positive psychology so you can cherry-pick the strategies that work best for you, regardless of what you are going through.

[The State of Mental Health in Sales, with Jeff Riseley and Howard Brown \[Podcast Episode\]](#)

On this episode of the Sales Enablement Podcast, ringDNA is focused on discussing mental health in sales. Both guests featured in this episode bring unique perspectives. Jeff speaks to his own experience with mental health challenges and that many sellers are facing today. And Howard, a former clinical psychologist, and licensed therapist, shares his perspective from working with patients that struggled with the same anxiety, depression, and additional challenges.

[U Revolution](#)

URevolution is the diversity and inclusion lifestyle brand for everyone living with a chronic illness or a disability.

[U.S. Department Of Labor, Office of Disability Employment Policy - Mental Health](#)

A culmination of a handful of resources available to help ensure that disability-related policies and practices in the workplace take into consideration the needs of people with mental health conditions.

[**Workplace Mental Health: 5 Ways To Support Employee Wellness**](#)

Each year, one in five adults in the U.S. will experience mental illness. Yet only one in three who need help will get it. As a result, many people will either miss work or will get less done on the job. The latter is known as presenteeism when people go to work while struggling with physical or mental health issues. This is why focusing on workplace mental health is so important for your bottom line.

[**Workplace Stress — The \\$300B Business Problem That's Only Getting Worse**](#)

As workplace stress increases, so do other things — like health care costs, absenteeism, and turnover rates. The growing negative impact of stress has become too big to ignore — making stress management and resilience training workforce health strategies worth exploring.

[**Google Scholar - Workplace Mental Health Resources**](#)

We couldn't just pick one. There are countless reports, research, articles, etc. here for a deeper dive.