

sleep 101

Student
Handbook

62Romeo★





Gaurav Mishra, M.D.

62romeo Medical Advisor

Consistency is the key to positive sleep outcomes. The 62romeo program trains you with sleep behaviors that lead to positive sleep health.



Jason Tuschen

Command Master Chief SEAL (Ret)

The 62romeo Program was very insightful. It gave a lot of knowledge that you can use... it can certainly have a positive impact on your sleep.



Janel Norton

62romeo Lead Relaxation Coach

62romeo allows you to take advantage the world's best relaxation techniques.



Brad Schriefer

Lieutenant, Anne Arundel County Fire Dept.

After 22 years in the fire service, I learned that I had terrible sleep habits. Habits that were taking a toll on me personally and professionally. It was time for a change. 62romeo was that change.



Robert Sweetman

Founder of 62romeo

Welcome to 62romeo, a sleep program focused on delivering the highest quality of care to our participants. Our Six-Week program is designed to improve sleep through simple techniques. This is the most powerful sleep program in the world built for those that work the hardest.

The four pillars of 62romeo are light & sound therapy, sleep education, relaxation techniques, and cognitive behavioral education for insomnia (CBEi). Each of these methods have been proven to improve sleep independently, but have never before been combined in one comprehensive program.

From the beginning, participants have a high level of engagement with the 62romeo team. Each week, participants progressively learn more about sleep and master techniques they can use for the rest of their lives. With just one hour per week and five minutes per day, participants can completely reshape their sleep in just six weeks.

I encourage you to look through this workbook and discover how our process works. When you are ready, reach out to for next steps. Visit 62romeo.com for more information.

V/r,

Robert Sweetman

Rob
Co-Founder

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Program Performance



Sleep latency reduced by
38.4%



Deep sleep increased by
29.2%



REM sleep increased by
36.7%



Anxiety reduced by
67% (GAD-7)



Insomnia reduced by
49% (ISI)



Sleep quality increased by
61% (PSQI)

How do we know when our sleep improves



Sleep Diary

Fill this out daily please.

Full name*

Your answer

What time did you go to bed last night?*

Time

Subjective

Four Pillars



Light & Sound
Therapy



Sleep
Education



Relaxation
Techniques



Cognitive Behavioral
Education for Insomnia (CBEi)

62romeo Sleep 101

Tips for success

01

Cell Phone Apps

Download all the apps ahead of time and get familiar with them.

- Signal - We use this private messaging app to communicate to in groups. Your class will have its own private group. Make sure and turn on Notifications.
- Insight Timer - This app has free breathing exercises and relaxation techniques. You will use this every night to listen to the 62romeo relaxation techniques.
- Hatch - The Hatch is a light and Sound device provided in the program. Download the Hatch app to modify your Hatch device for your sleep schedule. You will receive instructions during the course on how to set it up correctly.
- Option 1 Withings Sleep Mat - This sleep mat is known as a Ballistocardiograph. Most participants will receive this to measure their sleep. Download the Withings Healthmate app and create an account using your regular email address.
- Option 2 Fitbit - (Firefighters Only) You will need to create a Gmail account (if you don't have one) as Fitbit was purchased by Google. Remember your login and password. We will need this to collect your sleep data. Write it down in a safe place!

02

Computer Software

Download Zoom on your Computer or Tablet. Do not join Zoom from your cell phone as you will not be able to see the slides.

- Make sure to use your full name so we can see who you are for attendance. You can edit name in settings.
- Make sure your computer audio is set up correctly. Test this before the first session.
- Find a quiet place to engage in calls. This is your time. Give it your complete attention.

03

Notes, homework, and tests

You will receive a handbook and pen to take notes. Keep this handy with you for every class. We will complete exercises during class and you will want to take notes for the tests. A 70% score is required to continue. You must make up any missed classes immediately, so you don't fall behind.

04

Sleep Dojo

Prepare to make changes to your sleeping situation. What you have done in the past is not working, so we have to make changes! Often times the best changes are the ones we don't want to make or come from areas of our life we ignore (blind spots). You will only get out of this what you put into it.

05

Relaxation Techniques

One of the most important aspects of the 62romeo Sleep Program is the ability to downregulate our mind, emotions and nervous system. We will retrain our brain and body over six weeks to be able to do this each night before bed. You must take the relaxation techniques seriously and do them every night if you want to have success!

06

Communication

This is your chance to change your sleep forever. Please communicate any thoughts you have and share your journey.

- The sleep coach is tasked with teaching several students simultaneously. It is difficult to see where you need help, so talk to us. How can we improve? What do you need help with?
- Upon Graduation, your cohort will be your Sleep Ambassador friends for life. Engage with them during each class and forge bonds. Down the road, when life happens and your sleep suffers, you can reach out to these friends for support.

07

Attendance and Engagement

We understand that not everyone is a social butterfly. This program is designed to build a support structure for your long term success. Part of that is the community we develop by becoming a part of 62romeo. You need to show up to class early and engage with other students during break out sessions and whenever you have the chance. The Signal chats are a great place to start discussions surrounding specific sleep topics.

- You are marked absent if you miss more than 15 minutes of class. You are automatically disenrolled if you miss more than two classes. You can join the next cohort for free if you are automatically disenrolled (based on attendance).
- If you miss class, you need to watch the recording, do any work, turn in a 500 word essay and take the test. Do your best to engage with any make up work. It is due four days after the missed session.

08

Spread the Word

62romeo works on a referral basis. Word of mouth is everything. Get your friends or coworkers to do the program with you. Tell others how they can get help by joining a future cohort. This is how we change the culture of around the world!

Session 1

Introduction



Rule #1

It's OK if you don't get perfect sleep every night.

Learning Objectives	1.1 Instructor staff introduction. 1.2 Scope of course. 1.3 Sleep science basics.	1.4 Equipment setup. 1.5 Baseline sleep measurement.
Exercise	Document your Negative Sleep Thoughts (NSTs).	
Breakout Rooms	"Introduce yourselves."	
Homework	Wear your sleep measurement device each night for the remainder of the course. Make sure it is connected to the 62romeo Cloud. Fill out your sleep diary each morning for the remainder of the course.	

Session 2

Sleep Environment Physics



Rule #2

You are in control of your sleep.

Learning Objectives

- 2.1 Light and retinal ganglion cells
- 2.2 Sound and cochlear nerve
- 2.3 Temperature and hypothalamus

- 2.4 Stimuli in the Sleep Environment
- 2.5 Relaxation technique one

Exercise

Write down the things you want to change in your “Sleep Dojo.”

Breakout Rooms

“What will you change in your Sleep Dojo?”

Relaxation Tech.

Breath with Sound

Homework

Build your “wind down” routine before bed. Program your sleep schedule into your light/sound machine. Use this for the remainder of the course. Practice Breath with Sound each night before bed during your Wind Down Routine. Continue to measure your sleep.

Session 3

Sleep Behavior



Rule #3

Everything you do, comes back to you.

Learning Objectives	3.1 Sleep thought patterns 3.2 Sunlight, exercise, nutrition 3.3 Sleep requirements and napping	3.4 Shift work sleep scheduling 3.5 Relaxation technique two
Exercise	Reframe NSTs into Positive Sleep Thoughts (PSTs).	
Breakout Rooms	"What does your Sleep Schedule look like?"	
Relaxation Tech.	Box-Breathing	
Homework	Build a nap schedule. Add 30 minutes of sunlight to your morning routine. Schedule light exercise at the same time each day. Practice Box-Breathing each night before bed during your Wind Down Routine. Recite your PSTs each night. Continue to measure your sleep.	

Session 4

Chemical Physiology



Rule #4

What you consume, consumes you.

Learning Objectives	4.1 Caffeine and adenosine 4.2 Alcohol and sleep cycles 4.3 Benzodiazepines and non-bezos	4.4 Natural sleep supplements 4.5 Relaxation technique three
Exercise	Document some of the things that you consume that have impacted your sleep now or in the past.	
Breakout Rooms	"What does your Sleep Schedule look like?"	
Relaxation Tech.	Alternate Nostril Breathing	
Homework	Continue to refine your sleep/wake/nap schedule to build daily consistency. Carefully consider all things you consume. Limit caffeine use to before lunch. Reduce/eliminate all drugs you put into your body. Carefully select your daily nutrition. Consider an all-natural sleep supplement to include in your nightly routine. Practice Alternate Nostril Breathing each night before bed during your Wind Down Routine. Recite your PSTs each night. Continue to measure your sleep.	

Session 5

Circadian Rhythms



Rule #5

Habits take four weeks of consistent practice to form.

Learning Objectives	5.1 Endocrine system and hormones 5.2 Suprachiasmatic nucleus 5.3 Physiological habits	5.4 Psychological habits 5.5 Relaxation technique four
Exercise	Write down the new habits & behaviors you have created.	
Breakout Rooms	“How have your new habits impacted your life?”	
Relaxation Tech.	Ferris Wheel Breathing	
Homework	Practice perfect sleep hygiene. Follow your schedule strictly. Practice Ferris Wheel Breathing each night before bed during your Wind Down Routine. Recite your PSTs each night. Continue to measure your sleep.	

Session 6

Sleep Analysis



Rule #6

Measurements are just measurements.

Learning Objectives

6.1 Sleep measurement devices
6.2 Hypnograms
6.3 Sleep science vocabulary

6.4 Leadership in sleep
6.5 Relaxation technique five

Exercise

Write down all the sleep measurement devices you have used. What are any new ones you are interested in trying. Did you notice any differences in measurement outcomes?

Breakout Rooms

“Where do you still want to see improvements in your sleep measurements?”

Relaxation Tech.

iRest

Homework

Practice perfect sleep hygiene. Follow your schedule strictly. Practice iRest each night before bed during your Wind Down Routine. Recite your PSTs each night. Continue to measure your sleep.

62romeo Sleep 101 Policies & Procedures

Section 1 Services

62romeo Program. The sleep coach (the “Sleep Coach”) for each 62romeo Sleep Program (the “Program”) will teach all participants (the “Participant”) in a cohort (the “Cohort”) format.

Participant hereby agrees that in order to have a successful coaching experience, it is necessary to apply coaching to the Participant’s daily life. A readiness and willingness to grow, learn, try new methods, take action and hold oneself accountable is required in order to find the next path and to achieve Participant’s goals.

Coaching Sessions. The Program shall include six (6) sessions (the “Coaching Session(s)”). The Coaching Sessions will be conducted within a virtual Cohort. Cohorts will be 10-30 people in size. The length of time of each Coaching Session is one (1) hour. There shall be no fewer than a total of six (6) hours of Coaching Sessions made available during the Program.

Relaxation Techniques. As part of the Program, one or more of the Coaching Sessions may include a relaxation technique guided by one or more of the Program’s relaxation coaches (the “Relaxation Coach(s)”). A Relaxation Coach will have access to Participant’s personal information limited to the extend required to teach the relaxation technique.

Tele-Coaching. The Program provided by Sleep Coach and Relaxation Coach for Participant shall be conducted through means of video conferencing including but not limited to Zoom.

Section 2 Data Collection

62romeo Cloud. The Program collects biometric data (“Data”) that will be stored in a database (the “62romeo Cloud”) in accordance with HIPAA regulation.

Sleep Report. The Program provides that a sleep analysis report (the “Sleep Report”) will be provided using collected Data. Participant will allow at least one week for the 62romeo staff to create the report.

Section 3 Sleep Measurement

Intake and Outtake Surveys. One or more clinical surveys (the “Surveys”) may be administered in a digital format. These Surveys will be used to identify changes between before and after participating in the program. This Data will be stored in the 62romeo Cloud.

Sleep Measurement Device. A sleep measurement device (the “Sleeping Device”) will be provided to measure sleep. Coach will provide Participant with a hyperlink to connect the Sleeping Device to the 62romeo Cloud for data collection. It is the Participant’s responsibility to remember the correct email and password they setup for the Sleeping Device. Using an incorrect email and password for the 62romeo Cloud may result in no data being transferred to the 62romeo Cloud. Data is necessary to be transferred to the 62romeo Cloud in order to create a Sleep Report.

Sleep Logs. Each day, the Participant will be sent a digital sleep survey (the “Sleep Log”) to collect Data about the Participant’s subjective recollection of sleep during most recent night of sleep.

Section 4

Session Recordings and Media Release

Session Recordings. Each Coaching Session will be recorded (the “Session Recording”) by Zoom recordings or other method and provided to the Participant for review. By signing this Agreement, Participant agrees to Session Recording. Participant may turn off their camera during relaxation techniques.

Media Release. From time to time media (“Media”) including, audio and video recordings, application videos, testimonial videos, or Session Recording, may be used for promotional purposes. Participant acknowledges that Media may be used for promotion of the Program.

Section 5

Rescheduling & Make-Up Work Policy

Rescheduling by Sleep Coach. Other than an emergency, rescheduling or cancellation of a scheduled Coaching Session appointment by Coach requires forty eight (48) hours’ advance notice (the “Notice”). If Notice is not provided, Participant may request a new Session to be provided by Sleep Coach at the Participant’s convenience.

Rescheduling by Participant. Rescheduling is not allowed by Participant as the Program is in a cohort format. Participant is required to attend or make-up all six (6) sessions in order to graduate. If Participant is not active in the session for more than 15 minutes, they will be marked absent. Active is defined as camera on and participant visible during the class. If more than two sessions are missed by Participant, Participant will automatically be disenrolled from the Program.

Make-Up Work. If a Coaching Session is missed by Participant for any reason, Participant must complete the make-up work. Make-up work must be completed within 4 days. If make-up work is not submitted within 4 days, Participant will be disenrolled from program. Make-up work includes finishing all classwork assigned during session, taking the test, writing the make-up essay and practicing the relaxation technique (if any). Participant will watch the Session Recording and submit a 500 word make-up essay by email.

The essay should demonstrate Participant's comprehension of the material taught in the session. If there is a relaxation technique taught by the Relaxation Coach, the Participant will practice this technique on their own.

Inappropriate Behavior. Sleep Coach and Relaxation Coach reserve the right to immediately disenroll Participant if they demonstrate inappropriate behavior, foul language, disrespect, or any other unwanted behavior. Participant will not be offered a refund and will not be enrolled in a subsequent cohort.

Disenrollment. If Participant is disenrolled from program for any reason other than inappropriate behavior, Participant will have the opportunity to join the next cohort by requesting enrollment through the Sleep Coach. Participant must retain any materials provided during the Program to include the same Sleeping Device, as new materials will not be issued.

Section 6

Limit of Liability

Participant expressly understands and agrees to hold Sleep Coach, Relaxation Coach, their agents and representatives, harmless and indemnify Sleep Coach, Relaxation Coach and their agents and representatives against any and all actions, proceedings, claims and liabilities arising from or in connection with any direct, indirect, incidental, special, consequential or exemplary damages which may be incurred by Participant, however caused and under any theory of liability. This shall include, but not be limited to, any damages for personal injury, emotional distress, loss of goodwill, or other intangible loss.

Sleep Coach and Relaxation Coach will not coerce or force Participant to pursue any unreasonable course of action and Participant acknowledges that (s)he alone is empowered to make his/her own choices for himself/herself and shall be held responsible for his/her own actions. Participant assumes the risk of and all responsibility for any action taken on account of a Coaching Session as well as all outcomes and results therefrom.

In the event that Participant divulges information that indicates Participant is a risk to himself/herself or to others, Sleep Coach and Relaxation Coach are legally obligated to notify the appropriate authorities. Such notification shall not represent a breach of confidentiality among Participant, Sleep Coach and Relaxation Coach pursuant to the confidentiality provisions in Section 7 below.

Section 7

Confidentiality

All personal information exchanged among Sleep Coach, Relaxation Coach and Participant shall be kept confidential to the extent allowed by law. Sleep Coach and Relaxation Coach subscribe to and are governed by the International Coach Federation's Code of Ethical Conduct (<http://coachfederation.org>) (the "Code"). The Code prohibits against disclosing the identity of a Participant without the express written consent of the Participant. This confidentiality provision shall survive the termination of this Agreement and expiration of the Program provided hereunder.

HIPAA regulation. The Standards for Privacy of Individually Identifiable Health Information (“Privacy Rule”) establishes, for the first time, a set of national standards for the protection of certain health information. The U.S. Department of Health and Human Services (“HHS”) issued the Privacy Rule to implement the requirement of the Health Insurance Portability and Accountability Act of 1996 (“HIPAA”).¹ The Privacy Rule standards address the use and disclosure of individuals’ health information—called “protected health information” by organizations subject to the Privacy Rule — called “covered entities,” as well as standards for individuals’ privacy rights to understand and control how their health information is used. More information can be found at <https://www.hhs.gov/hipaa/for-professionals/security/laws-regulations/index.html>

Section 8

Authorizations

In order to provide Participant with the most comprehensive support, it is necessary for Participant to authorize and grant Sleep Coach access to Participant’s Data and all Program assessments completed by Participant. Participant authorizes Coach to access personal sleep Data and associated results of any Program assessments completed by Participant.

Section 9

Medical Disclaimer

The information provided in connection with the Program does not constitute medical advice and should not be relied upon in making or refraining from making any medical decision. Such information is for general informational purposes only, and under no circumstance should be construed as medical advice, diagnosis, or treatment. The Program content is not intended to replace medical care, medical diagnosis, or the relationship between you and your physician or other medical provider. Sleep Coach and Relaxation Coach are not a licensed medical care providers and have no expertise in diagnosing, examining, or treating medical conditions of any kind. Any information found in the Program should not be used in any way to diagnose or treat any medical condition. You should always consult with a physician or healthcare professional regarding any concerns you have relating to your health, especially before you start or stop any health-related regimen. Never delay seeking or disregard professional medical advice because of something you have learned in connection with the Program.



Robert Sweetman

Founder of 62romeo

Robert joined the Navy at 28 years old to become a Navy SEAL. By 29 he completed BUDS class 284, where he sustained a quadruple hernia requiring surgery. He served for eight years where he did two deployments with SEAL Team Seven and became an instructor at Advanced Training Command. He was medically retired after a back injury but had multiple other “hidden” injuries. Those included Post-Traumatic Stress Disorder (PTSD), Traumatic Brain Injury (TBI), Obstructive Sleep Apnea and Insomnia. Robert tells the story of using Ambien to go to sleep and stimulants to wake up. At one point in time he was using to NyQuil to go to sleep at night.

Then, on April 23rd, 2017, one of Robert's platoon mates, Ryan Larkin, took his own life. Ryan had been struggling with sleep for a long time along with PTSD and TBI. Robert was impacted by Ryan's death and took it upon himself to better understand why this happened. Ryan's father Frank launched research on TBI while Robert dove into sleep science. After years of research, Robert discovered the bi-direction relationship between sleep and mental health. Poor sleep can cause mental health conditions to include suicidality. Robert dedicated his life to the study of sleep science to help all people, especially veterans. Four years later, he founded 62romeo.

Robert's research surrounded the impact of light, sound and temperature on the neurological function of sleep. This became one of the pillars of 62romeo. He quickly realized that most people did not understand how sleep works, so he created the second pillar, sleep education. Then he noticed the most common problem with sleep was anxiety before bed, so he found the best relaxation coaches in the world and added the third pillar, relaxation techniques. Finally, Robert discovered that thoughts surrounding sleep had an incredible impact, so he added educational material from Cognitive Behavioral Therapy for Insomnia (CBTi) theory as a fourth pillar. These four pillars made the foundation for the 62romeo program and is responsible for the incredible success it has achieved.

LLTB

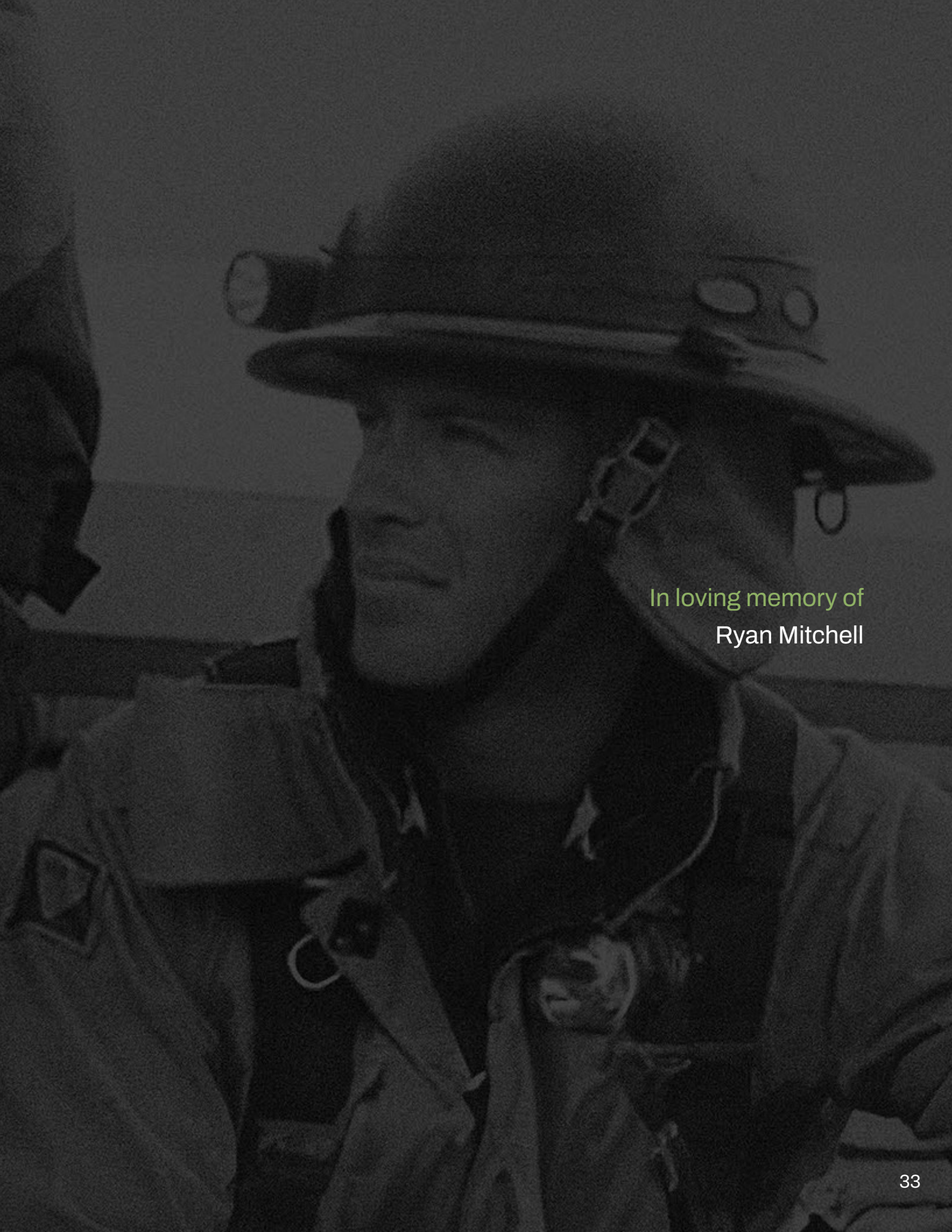
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In loving memory of
Ryan Larkin



In loving memory of
Ryan Mitchell

A dark, grainy portrait of a man in a police uniform. He is wearing a dark uniform with a badge on his chest. The background features an American flag. The text "In loving memory of Chris Zamora" is overlaid on the left side of the image.

In loving memory of
Chris Zamora

