

Hi ALL!

For a Better Life...

news, tips and info for anyone interested in making life better- at home, business, sports and more!

From Richard Walker, NLP coach. Hope you enjoy it!

In this issue:

I'm dedicating this issue to the matter of confidence. A lot of people raise this issue or have problems with confidence from time to time in this or that. I tell you what I know that can help you.

Event this Saturday Morning – Confidence in Business and Personal Life- A few places left !!!!

Upcoming: morning workshops - Persuasive Communication (13 May), Goal Setting (20 May), Discover 'Body Tapping' for resolving problems (eve, Wed 17 May)

Requests! What problems would you like to read about? What questions do you have? Email me (in confidence!)

----- **WANT MORE CONFIDENCE?** -----

Could you use more confidence in your Business and Personal Life?

Confidence is an interesting concept. Everyone talks about it, and everyone thinks they know what it is. But what do you think it is? Most of us have had experiences of being confident at some task in the past, haven't we? But what happens when our confidence 'deserts us? What's going on? Surely if we learned a skill of some sort, it must remain with us always, inside? But sometimes it seems to leave us, doesn't it?

To help unscramble this old problem, it's a good idea to start with asking yourself the following questions:

- How is it a problem?
- 'How would I know if I had confidence? – What evidence would I have?
- 'What actions I be taking if I did have it? Specifically?

This begins the process of tying it down. Clarifying what we mean. I've thought a lot about confidence, having worked with many clients over the years on this theme. It seems to me that confidence is a state of mind we allow ourselves to adopt when we believe we will carry out / achieve something that is important to us. And furthermore, when we see it happen the way we wanted it to, we 'check off' our good self-rating 'scorecard', and believe in our ability even more; ie success breeds more confidence.

Success at something which *doesn't* matter so much to you, does not breed confidence. Does that make sense to you? If you don't care about something, it doesn't matter how good you are, it doesn't do much for improving your confidence. In which case, you won't check off your confidence-rating scorecard. There's an important point lurking here isn't there? What if you were, in fact, to realise that you were trying to do something you didn't really much care for? Would it improve your confidence? Probably not very much. So be aware, your confidence level springs from doing things you truly DESIRE to be good at achieving. If you do lots of things that you feel you SHOULD do, it's not the same thing. 'Should' is not the same as DESIRE!

I know you've heard it many times before, and at the risk of boring you, I'll say it again here: if you don't follow your desires, you dreams, you will not be happy and fulfilled. And I know that your unconscious mind knows that, and will not let you overlook it! Of course, if you insist, it will resign itself to your decision.... and you will get to keep all your reasons...not get what you want... and not breed confidence.

This brings me to my first point of guidance. If you are sure you are doing what you truly want, ask yourself, 'Have I set an exciting goal?'

- figure out and set a powerfully attractive goal to pull you towards what you want



If your goal is weakly defined, you will 'lose heart' or 'give up' – and your confidence will be

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undermined. You won't have anything to check-off on your self-rating scorecard. To help you with this, I have written a short guide on goal setting, which I am happy to provide for FREE by email. My Workshop on Confidence in Business and Personal life takes you through the steps.

If you have set a truly exciting goal to pull you forward, and you are still not going forward with renewed heart, then this leads to me next question. 'What holds you back or prevents you from doing well at those things you would like to succeed at?' Let me explain what I mean by something holding you back. There may be some 'payoff' for NOT achieving what you want. It's what psychologists call 'secondary gain'. Ask yourself:

- 'is there you have some 'payoff' (which may be hidden from your awareness) for not doing this?'

Maybe you get a lot of sympathy, or maybe you just like an easy life? Identify the payoff, and challenge it. Are you willing to do what it takes, and leave go of the benefits of *not* going for what you want? I work all the time identifying such issues, and they are very easy to cancel using NLP (Neuro Linguistic Programming) techniques for changing behaviours.

Finally, we come to the matter of something preventing you doing those things that would breed confidence. Only after seriously working through the above issues should you consider this one, otherwise it risks an easy 'get out'. Is there some deep thinking inside you, which works against you achieving or doing what you want? Ask yourself,

- 'do I have some 'unwritten rule', which prevents me really going for this?'

Examples of such 'rules' are 'I am not clever enough'; 'I need more experience before I can'; 'what if I fail?'; 'it will never work for me', or 'I may be rejected', etc.. I worked many times with people to get to the heart of the matter this way. It's easy to overcome these negative thinking styles using NLP. My workshop Confidence in Business in Personal Life will guide you through the steps.

----- EVENTS IN BRIEF -----

These events are upcoming now or shortly. Full details below.

BOOK NOW!

- Confidence in Business and Personal Life – this Saturday morning 29 April 18 March. Saturday morning workshop just £45
- 1st & 2nd April: Learn Time Line Therapy techniques. Do you qualify for discounts?

ALSO BOOKING

Saturday morning workshops these have had amazing results so far!

- Learn 'Body Tapping' eve, Wed 17 May
- Persuasive Communication Language, 13 May
- Goal Setting that Works, 20 May

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