

# New 1 Minute Confidence Hack



# FEAR

## STOPS PEOPLE FROM BEING GREAT AT:

Public Speaking.

Networking.

Engaging strangers in conversation.

Appearing and speaking on video.

Speaking up in high-level meetings.

Standing up in a conference and speaking from the floor.

They feel their heart pounding, dry throat, sweaty palms, blushing, they may even go blank. Or they are boring and ramble on and on with a monotone voice or speak so fast no-one can keep up.

Others cover up their fear by being overconfident and coming across arrogant, pompous or aggressive. Some are so nervous before the actual event they get sick.

These are some of the typical reactions for most of us who suffer from social anxiety. As a result they miss out on big opportunities.

## WHAT'S THE SOLUTION?

## 1 Minute CONFIDENCE Hack

Confidence depends on two main things:

- 1) the situation you're in
- and
- 2) your thoughts about it.

So if we do (2) you can manage your thoughts about the situation. This will take you a big step towards being confident. And that's what we're gonna look at in this quick trick called 1 minute confidence hack

However, I have to point out, this is not the full answer. It is important, but it is only a small piece of the jigsaw. The full answer is (1) which means that it's not enough to feel good. You have to master the situation you're in. Learn the structures of communication called Impact to make you a world class communicator and give you freedom and control in any situation. These impact skills will give you an anchor to make you feel centred and empowered and give you a framework for all your business communications. I show you how to do this online, with exciting film sequences in the eLearning Masterclass called High Impact Communication.

But for now I want to give you this quick trick that will give you confidence Fast.

It's all to do with...

# APPRECIATION

Appreciation of yourself  
and  
Appreciation of others

I am Garth Spiers and I have helped thousands of people in top companies like UN, RED CROSS, DISNEY AND COCA COLA feel a lot more than just good when they have to communicate: they get to be world class communicators.

So let's dig into it...

## WHAT IS CONFIDENCE

Confidence is a feel good factor. When you feel good in the social situation you're in, you feel confident.

And you can accomplish this in two ways

- 1) by learning the structures of impact to put you in control of the situation, as well as the techniques to be world class.
- 2) by the practice of APPRECIATION. It is this that we're looking into now.

The main block to our inner feel good factor is that we think others are out to get us...

do us down  
laugh at us  
judge us badly  
sneer at us  
point out mistakes

But the truth is that unless we are a soldier on the battlefield, most people are not out to get us.

We just imagine they are. To counter our negative imagination the quick trick is to use Appreciation:

appreciation of self and appreciation of others

## SELF APPRECIATION

Imagine you're on the phone to someone trying to sell them something, or you're actually in front of them trying to pitch to them...or you're at a network meeting trying to muster the energy to talk to strangers... or whatever the social situation is that makes you feel nervous. We often feel that we're coming cap-in-hand, we feel as though we are the underdog, as though no one is interested in us...this is sometimes called "the imposter syndrome".

What we have to do is reverse this wrong belief. Instead of putting ourselves down we build ourselves up with the truth of the situation. We think to ourselves:

*I am doing them a favour: I have a solution to their problem that they don't know about. I am using my expertise (that has taken a long time to learn) to explain it to them. I am using my money to attend this meeting. I am giving them my time for free, using my time to be here. This all adds up to me being generous on their behalf.*

The first part of the  
30 sec confidence hack comes down to  
- Appreciate yourself -

in 30 seconds:  
tell your self all the reasons why you are doing them a favour.  
Feel good at your generosity.

## APPRECIATION OF OTHERS

Appreciation of self is about building ourselves up to feel equal to the people we're talking to. We are not the underdog. In the same way, we need to build up our view of others. Mostly we think they are out to get us. We feel as though they are strangers who don't care about us or even that they are enemies. We need to reverse this mistaken view and make it realistic and even better, make it seem like they are our friends.

What do we really want when we're talking or presenting to people? We want them to think well of us, respect us even like us and give us positive attention. Who are the class of people that treat us like that? Friends. So we have to generate a positive attitude of appreciation towards others, not see them as enemies or strangers instead see them as friends. How do we do that?

When you see a friend, what happens to you? You smile. You engage with eye contact. You want to get closer to them. Your voice has a particular warm quality. And of course you feel good. So the 1 minute confidence hack says

*see people as friends, appreciate them. And you do that by smiling and warm eye contact.*

In the Masterclass we call this behaviour "Pull". And when you get the full Masterclass I show you how to do it. *But for now, just smile and have warm eye contact.*

At first, for the first few seconds or so, it might feel fake. Don't worry. Just do it...fake it till you make it. And very soon your smiles will feel real because they'll smile back at you. Because they'll see you as a 'friend'.

The second part of the 30 sec confidence hack comes down to  
- Appreciate others -

in 30 seconds:  
remember to smile, make good eye contact  
Feel good or at least fake it till you make it

**So put them both together and you get the 1 minute confidence hack.**



Now that you have learnt how to boost your confidence you've taken the first step in becoming a world class communicator. Are you ready to learn the rest?

I am excited to tell you about my new special online training that I've put together for you.

This online Masterclass will give you the impact skills you need to get standing ovations, win the contract, be successful in job interviews, run great meetings and much much more.

It will take your skills you have now and elevate them to the next level. You will see lots of exciting film sequences. From these you will easily learn the Impact Skills of Logic, Emotions and Drama to enable you to master all the key situations in business - as well as many in your private

life. These are the exact same impact skills that I have coached thousands of top leaders in huge organisations round the world in different industries, cultures and languages. This is what will make you stand out from the crowd and be a world class communicator.

**[CLICK HERE TO LEARN MORE ABOUT THE MASTERCLASS](#)**