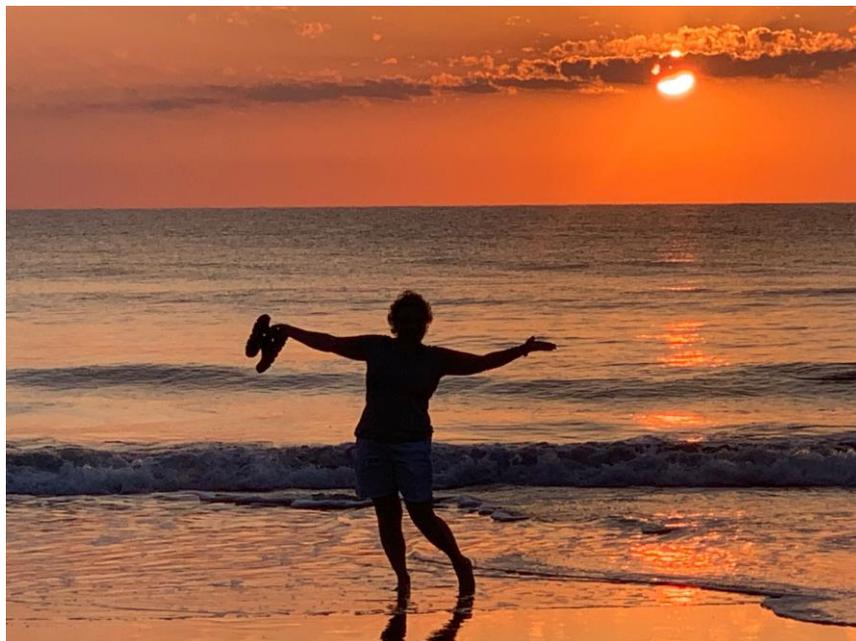




Think Differently. Feel Better

Confident Me

Working with Confidence



By

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Dear Colleague and Fellow Hypnotherapist

Thank you for making the decision to take this training, I hope you find it useful and informative.

It has been personally designed, to take you step by step through a tried and tested process, so that you can start helping your clients to improve their confidence in themselves and their abilities.

Please contact me by email or telephone, if I can offer you further advice in the future.

Helen Breward

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What is Confidence?

Confidence is about believing in yourself; believing that you can handle a situation or someone or something; work, family, social life. Maybe you need to have faith, have confidence in other people to do something or to be something. It's that certainty, that feeling or that belief in yourself or others. Confidence is part of our self-esteem. If we have low self-esteem, our confidence can be low too.

According to Psychology Today, www.psychologytoday.com, confidence is a belief in yourself and your ability to succeed. However, there is a danger that you can have too much confidence. That sounds a bit silly, doesn't it? A bit odd, but too much confidence can lead you to being or looking or appearing to be cocky. Overestimation of your own abilities when faced with unforeseen circumstances or obstacles; or fail to do things that you said you were going to do because you underestimated the amount of effort, dedication, time or cost required to achieve the project. The negative affects of this could be lower self-esteem, reduced perception of your capabilities in the eyes of others & yourself, which could lower confidence. Maybe confidence then becomes more in line with the individual's actual capabilities and abilities.

At the same time, having too little confidence can stop you from doing the things that you are capable of achieving, taking risks, from taking those opportunities that present themselves to you. The trick is to achieve that fine balance between having too much confidence and too little, that confident balance. You know what you know.

I suppose part of that is setting yourself standards, that are possible to achieve and maintain. Standards that are high, but you know that you can achieve them, that they are do able. It's like setting yourself goals, the next step forward. When you set goals, it's important to set them so that they are achievable but are a little bit of a challenge at the same time. That makes you stretch just that little bit mentally, physically, emotionally. It's just that little bit of a challenge, but it's achievable. It's not out of the realms of, "oh well, that's unachievable so I'm not going to bother." You know you can do it with a bit of extra effort and perseverance.

Self-Belief and Self-Confidence

These are very similar things, intertwined with each other. They are about the way you feel about yourself, your skills, your abilities, the way you look, your behaviour, the things that you do, the things that you're capable of. Confidence is also about the way we project ourselves, the way we are perceived by others, like that confident air that people give off without even trying. You don't have to feel truly confident in yourself or your abilities to be able to appear confident to other people because at the end of the day, nobody knows what is truly going on behind the face. Only you. You don't have to feel truly confident to appear confident to other people. As they say, every face is a mask, behind that mask there are always issues that most people aren't aware of.



Many people carry that fear inside but can portray a confident image, when on the inside they're actually quaking. That projection method, that way of doing that is to hide a lack of self-esteem or maybe negative feelings, doubts, uncertainty because maybe that person in front of you is stepping out of their comfort zone, but the more you step out of that comfort zone, the more confident you become, the better you get. If this is the case, over time the individual's inner confidence catches up with the projected image. So, the two become aligned again and their comfort zone has grown.

Comfort Zone – At the Beginning



Outside Comfort Zone

Magic Happens Here

New Skills

Dreams are Realised

Confidence Grows

New Job

Achievement

Raised Self-Esteem

Doing things, you never dreamt you could

**GREATER CONFIDENCE, SKILLS, ABILITIES,
DREAMS, SELF-ESTEEM, FUFILLMENT and**

SO MUCH MORE

Comfort Zone

After you keep stepping outside

COMFORT ZONE

Many More Friends

Contacts Greater Confidence

Belief in Self Greater & New Skills

New Exciting Opportunities

Dreams are being Realised

Let's have a go attitude

Social Events with a wider Circle

Confidence to step out of this Comfort Zone

Developing a natural Confident Presence

Greater Self-Esteem

Outside Comfort Zone

Magic Continues to Happen

New Skills Bigger Dreams are Realised

Bigger Contacts Confidence Grows

Dream Job Greater Success Self-Esteem

Doing things, you thought were impossible

CONFIDENCE CONTINUES TO GROW,

SKILLS DEVELOP FURTHER, DISCOVERING

NEW ABILITIES, BIGGER DREAMS,

SELF-ESTEEM, FUFILLMENT and

SO MUCH MORE

Still Room for More Growth

Personal Experience

I have been asked many times how I have become successful. There is no short answer. However, this is what I did and continue to do. One thing, you probably need to know here, was that underneath it all I was a very shy person, who rarely said Boo to a goose (An old English saying).

1. I set myself a goal, a dream, one that I really wanted to achieve above everything else. One that I passionately wanted.
2. Setting this goal and dream really motivated me.
3. I found a mentor to teach me what I knew I needed to learn to achieve my dream.
4. I became extremely focused and determined.
5. I took the actions that were advised by my mentor and then extra ones.
6. MOST IMPORTANTLY I STEPED OUT OF MY COMFORT ZONE. Not just once but constantly. There was a point when I remember thinking that actually I didn't have a comfort zone at all.
7. Networking. This was the biggest step out of my comfort zone I ever took, to date. Remember how shy I was. So, I booked a place at a local network event, took a deep breath, mentally put my big girl pants on and forced myself to step out of the house literally. Striking a conversation with a complete stranger filled me with dread...What do you say?
8. Put myself more in the public eye through social media, website, press releases anything to gain some sort of publicity and spread the news about my business.

9. I actively looked for opportunities that would put me in the public eye, give me access to someone that could help me in some way and made my own when none were apparent.

Slowly, all of this began to pay off and my business grew. But it wasn't just my business, my own confidence developed massively alongside a whole host of other personal developments. My skill set flourished and continues to do so. In less than a year I was able to hand in my notice and become a full-time hypnotherapist. My driving force was pure determination and focus. Handing in my notice was effectively taking a leap of faith in myself and my ability to succeed further. I work really long hours out of choice, so that I can achieve my dream, which is huge in comparison to my original one. I can honestly say that I haven't looked back since. The rewards have been beyond anything I could have ever dreamt up.

So, please use this example if you want to encourage yourself and your clients to take a step out of that comfort zone. It doesn't have to be a huge step like me, it can be something smaller. Although, the size of step is relative to the individual. I would now view that step as being relatively small for me but at the time it was a massive leap.

BIG GIRL/BOY PANTS ON DEEP BREATH AND STEP

Self-Esteem

Is about the way you feel about yourself regardless of your appearance, your achievements, your capabilities, your abilities. It's closely associated with pride in yourself and your own self-respect, your own self-love. If you're high in self-esteem, if your self-esteem is high, you are typically comfortable with who you are, comfortable in your own skin, and you have a very positive look on yourself, a very positive feeling about yourself, opinion about yourself.

Self-esteem often relates to how we compare ourselves with others. That may be things like how we look, how lovable we are, how friendly we are, how intelligent we are, how successful, how worthy we are compared to other people or somebody. Quite often, it's one or two people in particular that we hold in quite high regard that we look up to, that we measure ourselves against. What I want you to ask yourself is, "Is it always fair to measure yourself against others?" Should we measure ourselves against our own core beliefs, whatever they are? Low self-esteem is very damaging for your mood. Maybe feelings of worthlessness, unrealistic perfection. Maybe we expect ourselves to be perfect? Here's the thing... Nobody is perfect. Maybe you feel a bit depressed. Common things, guilt, constantly trying to prove yourself to others. Those are often signs of low self-esteem. Your behaviour, your body language, how you react to different people, different situations, how you speak, your tone of your voice really shows your confidence levels and the amount of belief that you have in yourself.

Your self-esteem and self-confidence can be made up of a number of different things. The way you look, your physical appearance, how confident you are in social groups, meeting new people, greeting new people, your perceived status in life, in your social grouping, your peer group, your presence. If you're lacking in self-belief and confidence, you might feel shy, uneasy, not sure of who you are or what you are, what you want out of life. There's sometimes that sense of worthlessness. "Well, I'm not worthy of that. I'm not worth that." Negative thoughts about yourself, about what you are actually capable of, what you can do and just generally about yourself. Maybe you're unable to enjoy and feel comfortable, relaxed and calm in situations that you'd like to be. Maybe in a big social group, you don't feel confident. You're really tense, but you'd like to be relaxed and enjoying yourself, chatting, laughing, having a good time and having fun. Maybe you feel like you don't have a sense of direction.

When your self-belief and confidence grows, you'll probably have a greater enjoyment in life generally. You'll be comfortable at facing new challenges, excited about new opportunities that just arise, and you'll spot potential prospects because you are confident, and you have that inner self-belief. You spot those opportunities and you take them. You have great ideas and opinions, and you're confident about them, being fully aware that others may have differing thoughts but confident to accept that. You have that sense of achievement. You're respected by other people. You are comfortable in social situations and more importantly, you are comfortable with being you, just yourself. You don't have to put on a show and act. You are

comfortable with just being you. You are sure of yourself and what you want, what you want to be, what you want out of life. Confidence can take time to build up, but it's worth it.

Self-Image

Is commonly made up of self-esteem and confidence, and it's about the impression that you have of yourself, your abilities, your skills, your age, your successes, your intelligence, what your career has been, what you want it to be and much, much more.

Self-image is how you see yourself, your perception of self. This is usually built up over time. One belief is that events, experiences, interactions with others, successes and failures create our self-image. Another, opposite theory is that an individual's self-image depicts the how these events unfold. I think both have value but personally, I would find it hard to as either or. I believe that they are intertwined, and both affects each other.

Too little or too much self-image can impede growth, change, development and success. It is important for our personal development to be able to reflect and recognise when & what we need to change about ourselves in a positive and nurturing way. Being super critical of ourselves, in my experience is very damaging. My rule of thumb is this, which I say to my clients: If you wouldn't say it to a 6 year old, then don't say it to yourself.

Improving Self – Image

This takes time, practice and patience but is well worth the work and effort that may be required.

1. Be aware that your internal voice can exaggerate and over catastrophizing everything e.g. 'I always get it wrong' 'I never do anything right'.
2. Reply to that negative internal comment with a time when you did get it right. There will have been many times when you did something correctly.
3. Mentally brush aside those internal verbal beatings you give yourself and replace it with a kind thought about you.
4. Be forgiving of errors. We are all human and yes we all make mistakes. The trick is to think of a way of doing it differently next time. Mistakes and errors are when we grow the most, they are opportunities to learn.
5. Accept your flaws and work with them. Find ways to improve on those flaws.
6. Think positively, accept a compliment e.g. "You look really nice today" your reply should be "Thank you" not thinking or saying, "Do I look awful, what's wrong with me?" This takes a bit of training, remind yourself to say thank you and accept the compliment in the spirit it was given.
7. What can you do well? Everyone is good at something and rubbish at another. So, what are you good at? I can guarantee that you will be great at something that another person is dreadful at. It doesn't have to be just academic. For example,

one client was great at caring for others with admirable compassion; while another had no patience with people but great with figures and numbers.

Thinking positively and having a less negative attitude towards yourself will help to develop self-image. Taking actions to feel better, learn new skills and behave differently mentally & physically will increase your confidence, self-esteem & self-image. Remember that the world see you differently to the way you see yourself.



Initial Enquiry – What to say

Often one of the things that concerns us the most is what to say when the phone rings. This is your chance to explain how you can help them to change their own lives. For me my main objective with a phone call is to book them in for a free 30 min consultation, because I know that I will have a much better conversion rate if they are face to face with me and I will find out exactly what they need, which gives me the heads up for the first session. But also, it helps me to weed out the individuals that are not suitable, not committed and time wasters. So, this for me is very valuable. You have to find the process which works best for you.

This is an example of what you can say, based on my own conversations:

1. Could I just have your name please? (*You would be surprised how many times people just assume I know who they are*)
2. How did you find me or hear about me? (*This is very useful for your marketing, so you can do more of what works. Always keep a list of leads & how they found you*)
3. How or what would you like me to help you with? (*I always make a few notes, ready for the face to face conversation*)
4. Would you like to pop in for a free face to face chat, so that we can talk about your specific needs and I'll be able to understand

just what you need and how many sessions it is likely to take? You can also ask any questions you want to (*book them in, I usually allow 45 mins for this, so I am not rushed, and they feel valued*).

Free Consultation 30 mins

1. I always do a bit of general chit chat here like did you manage to find the clinic ok? Did you get a parking space? Isn't it lovely and sunny today? (*These kinds of comments until we get sat down in my room. Remember, they are likely to be nervous and you want to relax them, so they feel at ease and that they can work with you. Not forgetting one of the main purposes of this is for you to see if you can work with them.*)
2. How would you like me to help you? (*This question usually opens the flood gates. You already have a good idea if you can help them, this is just confirmation of your thoughts.*)
3. Have you had hypnosis before? (*Explain how you work; all therapists do not work the same way as you. What it is like, what you expect them to do, that it's a working partnership between you both, that they must do their part, the more they put into it the more they will get out of it.*)
4. Advise the client of the programme you either have or can tailor just for them, how many sessions you think they will need e.g. 4 sessions, 6 sessions. That you will teach them strategies and

tools to use so that if they feel those uncomfortable feelings starting, they will know what to do about it.

5. Advise them of the cost and remind them that that includes however many sessions you think they will need e.g. 4 sessions, recordings to listen to every day and practical tools.
6. Book them in. You can take a deposit, full payment or take full payment on the first session. In my experience the majority of those who 'pay as you go' are not committed and don't always complete the course. So, my advice is not to do it. However, if asking for full payments makes you uncomfortable, you can make individual payments more expensive and tell them that it's cheaper to buy the course in one go. Some clients may require more than 3 sessions.

Session 1

Find out what is holding them back. You are looking for all those negative beliefs they have about themselves, those comments from others & their inner critic & past hurts.

Teach the client, before you go into hypnosis, the **stomach breathing technique** below. This will help them to relax and feel calmer. It will also help them with any stress, anxiety, frustration or anger, basically any uncomfortable emotion.

Do this with the client and repeat, so you both practise it 2 times. Take in a big, deep breath through your nostrils... Hold it while you count to four... Let it out through your mouth, very slow, very steady and controlled. Feel yourself calming down.

Induction & Deepener

Just get yourself nice and comfortable, ready to relax. Take in a big, deep breath through your nostrils. Hold it while you count to four, and just allow that breath out through your lips: very slow, very steady and controlled. That's it. Feel yourself feeling calmer and calmer as you do so.

Take in another big, deep breath through your nostrils, and just allow your eyes to close now, as you count to four. And when you let that breath out through your mouth now, slow and steady and controlled, you can let go of any tensions, any stresses, any worries, as you drift down. That's it.

And now that that breath has gone, I want you to just carry on focusing on your breathing, seeing that lovely cool inward breath through your nostrils, that warmer outward breath through your nostrils, letting go of any tensions, any stresses. Just send that relaxation, that comfort, all the way down to your toes now, feeling more and more comfortable, more and more relaxed as you drift down. Down and down, down to that special place.

I want you to just find yourself drifting down to that special place, more and more as I count from one to ten. With each number I say you drift closer and closer, feel calmer and calmer towards your special place. The more I count, the closer you get to that comfortable place, the more relaxed you become.

One, letting go of any thoughts in your mind; **two**, feeling more and more comfortable; **three**, feeling that sense of peace just creeping in; **four**, just sending that comfort all the way around your body now; **five**, just sinking deeper and deeper; **six**, allowing your mind to just drift, feeling that sense of comfort, that peace as you go down and down, deeper and deeper, closer and closer, to your special place; **seven**, just allowing any thoughts to drift even more, deeper and deeper; and **eight**, just knowing that this is your time, a time just for you and nobody else. **Nine**, almost there in that comfortable place deep inside, and noticing just how peaceful you feel right now; and **ten**, stepping down now into your favourite place, your comfortable place deep inside. Feeling that sense of peace, as you step down now. Feeling the earth beneath your toes, beneath your feet.

And as you begin to walk, you realize that the very ground, the very earth, sucks away out of your body through the soles of your feet, all that negative stuff, that tension, that stress, those worries, those doubts, those anxieties, just sucked out from the soles of your feet: sucked all the way down to the very core of the earth to be burned and gone, disintegrated, so the more you walk, the more comfortable you feel, the more relaxed you feel, the lighter you feel, as all that negative stuff just disappears...

As you walk along, you see everything in that garden, that place, that beach, that you really like, that helps you to feel more and more at peace, calmer and more relaxed. Trees, bushes, flowers, a river running by, a stream, maybe sand, maybe shells, maybe water. All those beautiful colours feel fantastic. You feel so much lighter here, so much more relaxed, so calmer, so much more peaceful. And it feels fantastic to be here in this place. And you can just continue to drift down and down, deeper and deeper. You can feel the warmth of the sun on your face and your body, just helping you to feel so cool, so fantastic, so amazing, so relaxed, so peaceful, as you drift deeper and deeper, down and down.

That feels really good. You can hear the birds, maybe even see some animals. But in this place, everything is good, everything is okay. You are okay.

Intervention

And as you wander around a corner, you notice there's a little bit separated from the rest of this place, like a special place to do some work, to concentrate. And as you walk into that space, you notice that there's a massive wall right in front of you. And on that wall is written all those things that are getting in your way, that are stopping you from being confident, that are holding you back from that confident you that you are, that you are supposed to be, that you really and truly are, that you just don't know yet, you haven't uncovered... Doubts, low self-esteem, past comments from others, fears: all those words are written up there. What if? Pause for a few seconds

All of a sudden, like a switch being flipped, you have that urge to smash that wall down. Enough is enough. I am not going to be held back anymore... Looking down at your toes, you realize that there's a big pair of boxing gloves right at your feet. Put on those gloves, because now, you have the tools; now, you can smash that wall down. I want you to walk up to that wall now, put one foot behind the other so you are in a strong, confident pose, a strong, confident stance, to knock that wall down...

I want you to start punching at those words, at that wall. Harder and harder... Pause for a few seconds

Come on, you can do better than that. You can really punch. Get rid of all those frustrations, all those annoyances. Really punch that wall. That's it, with everything you've got... Pause for a few more seconds

The more you punch it, the harder you punch, the stronger you get. And you notice that everything is starting to crumble and disintegrate. And I want you to really carry on punching that wall, really punching everything till it's all, the whole thing, is in little tiny bits of dust. And we're going to be quiet while you do that... PAUSE about 1 min

Now that that wall is in little tiny bits of dust, it's all gone, you can see the rest of the garden, of what's beyond that place. And it feels, it looks amazing, and it feels fantastic. That dust on the floor needs to go. So taking off your boxing gloves, standing in that Superman pose now, hands on your hips, taking a big, deep breath, just like Superman does, and with that massive breath now, I want you to blow, big super blow, all that dust away and see it all drift off up into the sky, taken away on the wind.

And as that disappears, you feel amazing. You feel fantastic. You feel so much lighter, like a weight has been lifted off your shoulders, because it has. And as the last piece of dust disappears, the sunshine breaks through and there's this beautiful beam of sunlight, straight on you, full of positive, healing energy, full of confidence, just covering you, encasing you, in this beautiful light, filling you up from the very tips of your toes to the top of your head with confidence, with positivity, with energy, with self-esteem. You can really feel that now on the inside, filling you up. You can feel all that lovely positive energy on the inside, all that confidence, that self-esteem, that positivity, that energy, really, really filling you up, and really infusing itself into you now. And that feels amazing. You feel fantastic...Pause.

And now that you're full of all that positivity, that confidence, that self-esteem, that energy, I'm going to prepare to bring you back to the here and now. So here we go: five, four, feel that energy flooding back in through your body, three, two, one. Feeling fantastic, you can open your eyes.

Session 2

During pre-talk, ask the client who they admire, who they would like to be like, who has the confidence that they want to have. Whatever they say is what you use in the script below.

Teach the Dustbin. Ask the client what that negative inner critical voice says. Then ask what they would like to hear, what would be helpful. If they can't think of anything, then give a few suggestions like 'I'm amazing' 'I can do this' 'I am a worthwhile person' 'I'm a good person'.

- Imagine a dustbin, skip, blackhole etc to suit client
- When that negative thought pops into your head, in your mind grab it with your hand and throw it in the dustbin as quickly as you can.
- Instantly replace it with a positive statement.

Be your own gatekeeper and catch those negative thoughts, putting them where they belong, in the bin. The more you do this, the less you have to do it. You are teaching your client to retrain their brain away from negative thinking to more positive thinking.

Induction & Deepener

Get yourself nice and ready to relax, just allow your eyes to close when you're ready to relax, and when you're ready to relax, you can just let those eyes close. As those eyelids close it's a signal to your whole body to just relax, untwist, and unwind, allow those muscles

can now let go of the stresses, the tensions from the day, and your mind can automatically start to stop, to slow down.

I want you to imagine in your mind that there's that big pause button, in that darkness behind your eyelids... I want you to just press that pause button now and allow that mind to just stop for a time to rest, to relax just like the body does... As you drift down deeper and deeper, you can be aware of that lovely cool inward breath, that warmer outward breath. As you're aware of those things, your body begins to feel more and more comfortable, more and more relaxed, your mind stopping and pausing for a time, allowing yourself to just be.

This is your time, your time out, a time for you to just relax and let go... With that powerful mind of yours, you can scan over your body now and just become aware of the most comfortable part of you, whether it's a hand, a finger, or a toe or a foot. Whatever part of you is the most comfortable, you can then look at the rest of you, feel the rest of your body and help that to become just as comfortable as that part of you. You can do that right now... You feel yourself drifting even deeper down and down, down to that lovely place deep inside where you feel so comfortable, so peaceful, so relaxed.

I'm going to count from one to 10 in a moment. With every number that I say, you can feel more comfortable, taking you towards your favourite place, closer and closer with every number that I say, whether it's a beach, whether it's a countryside, whether it's somewhere else entirely...

1. Allow any thoughts to just drift away.
2. Sinking deeper and deeper.
3. Any disturbances you hear just help you to feel more comfortable.
4. Any noises that you hear just help you to focus on the sound of my voice and the words that I say as my voice goes with you as you drift down and down, deeper and deeper.
5. Sinking down now into that wonderful place deep inside, just feeling so comfortable now, so relaxed.
6. All those muscles, just letting go. All the tensions have just disappeared now on that outward breath.
7. Right now, this very moment in time, this is time out for you and only you because nobody needs you. Nobody wants anything. This is just time out for you.
8. Letting all the other thoughts just drift away in your mind now, just drift away.
9. With that feeling of deepening peace with every breath now, and every breath your peace deepens and deepens.
10. Stepping down now into your favourite place. Feeling the earth between your feet, whether it's the grass, the actual soil or whether it's sand between your toes, between your feet. It feels so wonderful here, so peaceful. You can just take in that big deep breath of peace and feel absolutely amazing, feeling great, feeling good.

As you drift deeper and deeper, down and down, and as you walk around this place, as you walk along the path, the beach, you feel so much more at ease because the colours here are so vibrant. You can feel the warmth of the sun just how you like it. It feels so great. You look at that beautiful sky in front of you and feel that sense of peace, all those colours around you. Maybe there's water, maybe there's the ocean. Maybe there's a river running by, but the sound of the water calms you even more, even deeper as you drift down wandering along. With every step, you get calmer and calmer and feel more and more peaceful, more and more relaxed, comfortable...

Intervention

As you walk around a corner there's a beautiful bench right in front of you. Sat on that bench is a person that you admire, someone that has the confidence that you would like for yourself, someone that has qualities that you would like to have. I want you to go and sit by that person, and as you sit down they greet you, they put their arms around you and they say, "I'm here for you..." Whoever it is looks at you right in the eyes with a big smile and says, "You are more confident than you know. Let me help you even more with that confidence, to awaken that which you already have, you already possess, you just don't know it yet." That person that you admire stands up.

I want you to just stand back and look at that person that you admire and just look at how they hold themselves, standing tall, head high, smile on their face. You can feel that sense of confidence just

exuding from them. There's a whole air of being confident. They know what they know but you know what you know... and if there's stuff you don't know you can go and learn. You can find out, know what you know, and what you don't know find out.

Notice how they stand, how they hold themselves. As you are looking at that person, you begin to absorb all that you see, your physical appearance changes now as you absorb their presence, stand taller, head high, smile, develop that air of confidence around yourself as you become this confident you PAUSE.

Now to step inside that person. Really notice, really feel what it feels like to be that person. Really feel like, feel all that confidence, all that self-assuredness. I want you to really absorb that now, really absorb that confidence, that self-assuredness. Notice there are no doubts. Notice, that they are just focused on what it is that they want to achieve. Just spend some time now just absorbing the qualities that you want for yourself that that person has, the confidence and self-assuredness, the focus. PAUSE.

Now that you've done that, when you're ready I want you to just step out of that person. Thank them for allowing you to absorb their qualities and all their help.

You can see yourself now can you mind's eye doing whatever it is that you want to do, that thing that you wanted to do as that person, as the person you admire, with that utter confidence and self belief. You can see yourself standing tall with your head up high, exuding

confidence, feeling fantastic, feeling so confident, so strong, doing whatever it is that you want to do, going about your day speaking to everyone around you with utter confidence, utter self-assuredness, maybe delivering a talk (*put in what every client wants to be able to do*), again, with that same confidence because nobody knows what you're going to say but you. Nobody knows, only you.

I want you to just see yourself now doing those things, going around your day in that situation that you really want to be extra ultra-confident. Really notice the way your life, your day is changing for the better, in a positive way. Notice all the differences now. You can lock in those feelings now, really allow yourself to feel that sense of confidence now and just squeeze your thumb and a finger together. Just really squeeze it as hard as you can and really feel that confidence now. That's it, really feel that confidence flooding into your body... just let that thumb and finger go... and squeeze it again, feel it flooding back in, that's it... and let it go and squeeze again, feeling all that confidence getting stronger each time you squeeze your thumb and finger together. That's it, feel it flooding back in and let it go because you are a confident person.

Each and every day your confidence gets stronger and stronger, more and more. You are a confident person. You look in your mirror and you say to yourself, "I am a confident person. I am a confident person," and you are. Every day you get better and better...

Now I'm going to prepare to bring you back to the here and now, feeling confident, feeling self-assured, feeling amazing. Five. Four.

Feel that energy flooding back in through your body. Three, two, and one. Feeling fantastic. You can open your eyes.

Session 3

Ask the client what they would like to be able to do in the future, how they want to behave, what their dreams are. You want to know what difference increased confidence will have on their life.

Induction and deepen it of your choice.

Intervention.

I want you to just imagine now, just make believe that you're in a big circle, right in the centre. Inside this circle is all the things that you are comfortable with, all the things that you're familiar with, all the things that you're confident with, maybe being at home, maybe walking to school with the children, maybe going to work, all those things, and the people that you feel confident with, that you feel comfortable with. Here in this place is good, is okay, but it's comfortable. You're confident and comfortable.

As you stand in the middle of your circle, your zone of comfort, I want you to see over to one side, there's another circle that's much bigger, a circle or zone of growth. It's a little bit of a jump away. You've got to take a big step to get to it. It's a bit of a jump, but the zone of growth has so much more promise, is so much more... is inviting, has mystery and wonder about it. It feels interesting, intriguing. Wonderful things could happen there. It has a magical quality, a sparkle to it. You feel drawn towards it, like an irresistible urge but it means you will have to make that jump.

From where you're standing in your zone of comfort, it's tempting, but it's going to take a big jump, it's going to take a big leap... I want you now to just take in a beautiful big deep breath full of courage... just hold that breath for a few seconds, and then let it out very slowly, as you let that breath out slowly, all doubts and fears leave you, as courage fills your entire body. You have the courage and confidence to leap into the zone of growth where you know great things happen...

Ready now to jump. I'm going to count to 3, when I get to 3 you are going to jump out of your comfort zone straight into the zone of growth where the magic happens. Here we go, one, two, three, jump now, landing straight into the zone of growth... Pause for a few seconds

Now you're out of your comfort zone, in the zone of growth and development, you are surrounded by new people who greet you with warmth and friendliness. It actually feels good because you've made that leap. This is where the magic happens. This is where you meet new people. This is where you grow. You achieve more and more things that you wanted to achieve, the things that you've always dreamed about. This is the zone of dreams and wishes, I suppose, of magic, where the possibilities are endless.

I want you to see yourself now doing things that you've always wanted to do; talking confidently with people, getting that job that you really wanted (*put in clients goals, behaviours & dreams*)... Notice how much you grow. Notice what happens when you stepped outside

that comfort zone. Notice how much your comfort zone has actually grown in size, has grown bigger, better... I want you to just notice the things that you're now doing that you weren't doing before, that you thought maybe wasn't possible, you never even dreamed you'd be doing and achieving.

Notice over time how comfortable you become in the zone of growth, and the more comfortable you become, the more your comfort zone, grows and grows and grows. Your comfort zone now is so much bigger than it was before, all because you took the courage to step out of your old comfort zone into a new one...

Just take a moment now to really notice, how good it feels to step out of your comfort zone. Notice the changes that have taken place within, the changes that have happened to you. How much more confident you feel, the things that you're doing now that maybe you never even dreamt off. Maybe you're speaking to a group of people with utter confidence. Maybe you're being asked to do things that you never even dreamt of, that you see other people do that maybe you always thought was just for other people, never for you. Take that time now to see the difference that stepping out of your comfort zone really makes to you to your future... Pause

As you're just standing there, I want you to just notice above your head is the most beautiful, beautiful ball of a wonderful golden orange light. This is your ball of confidence. It just shines and sinks right down into the top of your head. You can feel that confidence now as it drifts down your body. You can feel that energy like a maybe a

tingle or a vibration or an extra bit of warmth just down your body till it finds the very core of you, the very essence of you.

Wherever it resides is your very core, your very essence. And from that place, it really strongly emanates that confidence, infuses you within, stays there. This is your ball of confidence. Really infuse every part of you. Every fibre, every atom, every tiny little molecule of you now is infused with more and more confidence because you know, stepping out of your comfort zone is where the magic happens, is where you grow, is where you become bigger and better, where you achieve those things that you've only ever dreamt of or you thought were just for other people, but you are other people. You are amazing. And how fantastic it feels knowing that you can achieve things that you've only ever dreamt of before. Pause

Right in front of you is an older wiser you. That future you looks at you, puts their arms around you and tells you how much they love you, tells you, "Look at me. This is what you become, because you've stepped out of your comfort zone. This is what you can be. You stepped out of that comfort zone and this is what you achieved." And I'll tell you now what happened, because you had the courage to step out of that comfort zone... Pause

Wow. Even you're amazed. You can do this. That future you puts their arms around you, tells you what you need to hear right now. Pause for a few seconds... "You are strong, stronger than you know. You are much more capable than you know. You have so many hidden talents and abilities that you haven't discovered yet. Step out

of that comfort zone. I'll hold your hand. I'm always here for you." So together you can step out of that comfort zone and be amazing...

Now feeling great, feeling fantastic, feeling courageous, I'm going to bring you back to here and now. So here we go. Five, four, feel the energy flooding back in through your body. Three, two, one, feeling fantastic. You can open your eyes.