

How You Can
Overcome Your Fear
of Cold Calling,
Talking to Prospects,
or Speaking in
Public...
Very Quickly & Easily

(It's also very helpful
to get rid of other
phobias)

How You Can Overcome Your Fear of Cold Calling, Speaking to Prospects, Speaking in Public, or Giving Presentations

Cold calling, speaking with prospects, public speaking, etc, a problem for you?

The good news is, you can be over the problem in a matter of minutes using TFT!

Also known as the Callahan Technique, Thought Field Therapy (TFT) is a very quick and very effective way of getting over certain hurdles or barriers. I trained in it to diagnostic level a while back and have used it successfully on many people aged 8-80 over the years.

Here's a simple way of thinking about how negative feelings occur (and the associated anxiety, anger, etc): each time you think about something, you set up something called a thought field. Sometimes there is a 'blip' or 'perturbation' in your thought field. That's when you have negative feelings such as fear, sadness or anger. The perturbation may even show as an addiction or obsessive compulsion.

TFT gets rid of the 'blips' so helping you:

- Overcome procrastination
- Feel motivated
- Return to work much sooner after an illness or trauma
- Get rid of fears, phobias and anxieties that are holding back performance and health

In this short report, we'll deal with getting over fears, phobias and anxieties. It's the first level treatment I'll be showing you, but I find it has a 95% success rate and I rarely have to use the diagnostics.

Things that do upset the works are strong perfumes and washing powders like Bold, so avoid them while you're doing this. Ciggies, too.

You can do this on yourself or with a partner talking you through it. It will take 5-10 minutes usually. Firstly, sit down and make yourself comfortable. You don't need any equipment.

The treatment itself is simple. Your body has energy channels called meridians. You will tap on certain points on these meridians (for example, on the back of your hand) in a specific algorithm (sequence).

You'll ask yourself from time to time how you feel about your problem on a scale of one to ten, where ten means you couldn't feel any worse about it, and one means you feel totally
Can I guarantee you success? No – it's likely, but not certain, as I'm not there with you.

However, the worst that can happen is that you lose a few minutes; you cannot make any problem worse with TFT.

If you don't want to talk about your problem, then you don't have to. As long as you think about what's bothering you during the process, you will make progress.

A cure stays put 99% of the time; you won't need to come back for further treatment about that particular problem. Very occasionally you may react to something you've eaten, drunk, or inhaled, and symptoms may return. If it's not immediately apparent why, and the treatment doesn't work, just find a trained TFT practitioner in your area, or contact me.

Those Dreaded Phone Calls, and More

Here's an example of how you can use TFT to help you: you may have decided that you need to make a phone call and really aren't keen on it. In fact, the thought makes you quite anxious. I usually use the sequence shown soon with clients who are scared of cold calling and speaking with new people (prospects or at networking meetings).

A few other times I've quickly stepped in with TFT have been to help with:

- Fear of driving on the motorway to get to a meeting (this man would only drive around town)
- Fear of flying (this happened when a client wanted to go on a training course in the US)
- Fear of going into a room where they know no-one (this was a lady who wanted to join her local Parent Teacher Association in her daughter's new school)
- Fear of looking silly (common in those who haven't been in the work place for a while, or those who want to start at a gym)
- Fear of going for a job interview (usually for those who are after promotion or working in a new field)
- Fear of failure (this is common; try to ascertain *exactly* what the fear is)
- Fear of success (this has come up a few times!)
- Fear of public speaking (I attend a lot of seminars and have helped a good few speakers get rid of debilitating pre-stage collywobbles)
- Anxiety about what others will think (a client worried that family would wonder why she was going to a job as they thought her 'thick')
- Fear of spiders (this stopped one client from moving to a house she loved because she thought spiders were in the cellar)
- Fear of other animals (one included a fear of *all* animals, including birds)
- Fear of heights (very common)

There may be the odd occasion when what I show you doesn't work, but heigh ho. Either let it go (and get your PA to make those dratted calls), see a trained TFT practitioner – or see a hypnotherapist or NLP practitioner.

When the Score Leaps Back Up

Sometimes you may think it's going beautifully – you're carrying out the sequence (shown below) and you've dropped from a nine (pretty damn scared) to a three (where it's now not too bothersome at all) only to find the score has leaped back from three to an eight. Fear not – it means the original problem has just gone away, and another has thus been revealed.

For example, I was treating a business man for fear of cold calling. It was going swimmingly well; we were down to a three (from 10)...and suddenly up it shot! The new high score was because his mind was no longer on that problem and something he had been suppressing with the original problem now popped up. The new problem was dispatched with in good time.

I have to say, this is pretty unusual, but I needed to make you aware of it.

The Apex Problem

Sometimes the technique works so well you get what's called the 'apex' problem! This is when, because the problem is not longer there, the person is convinced it's because they "can't think about it at the moment" and that you've distracted them.

The fact they were shaking in their boots at the thought just a few minutes earlier does not convince them. It doesn't bother me - the main thing is, they can move on and make their phone calls and so on. Just be aware of it.

You Might Need a Short Rest

The process can make you client tired, so don't be surprised if you suddenly droop. If you need to drive, allow time to perk up – have a rest and a drink.

To Treat Anxiety/Fear/Phobia

For treatment for anxiety, fear and phobia, you will need to locate these places to tap on. You can use one or more fingers. Five or so firm, but not hard, taps are fine; do them quite quickly.



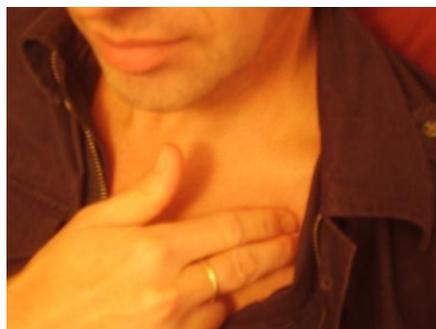
Under the eye: in the middle of the bony socket rim. Either eye is fine, or both.

Under the arm, about midway (where a bra strap goes). Under either arm is fine, or both.



Between the last two fingers, about 2 cm (half an inch) in, between the knuckles. Use either hand. This is the 'gamut' point.

Collar bone: go to V of neck, down 2.5cm (1") and across 2.5cm to the soft bit. Go either side, or both.



OK, Now to the Sequence

First I'll outline what's involved, and then we'll go through step by step.

We have three main parts: the majors and the 9 gamut sequence, and the majors again.

The sequence for general anxiety, stress, simple phobias, and fear is:

1. Under eye
 2. Under arm
 3. Collarbone
 4. 9 Gamut sequence*
 5. Under eye
 6. Under arm
 7. Collarbone
- } The majors for anxiety, fear & phobia

[You're less likely to need this one, but you never know! The sequence for fear of spiders, claustrophobia, and fear of turbulence (in a plane) is:

Under arm, under eye, collarbone, 9 Gamut sequence, under arm, under eye, collarbone]*

* The '9 Gamut' sequence is:

Keep tapping the back of your hand (at the gamut point) throughout, at the same time concentrating on your problem. Keep your head still.

1. Open your eyes
2. Close your eyes
3. Open your eyes
4. Look down to the left
5. Look down to the right
6. Roll your eyes in an overhead arc from left to right
7. Roll your eyes in an overhead arc from right to left
8. Hum a few bars of a song (eg, 'Humpty Dumpty' or 'Happy Birthday To You')
9. Count aloud, 'One, two, Three, Four, Five' – quite quickly is fine
10. Hum a few bars of a song again

The Process

You Might find it easier to get someone to talk you through this, but you can definitely do it by yourself.

1. Ask yourself on a scale of one to ten how anxious you are about your problem ... (1= fine 😊, while 10 = **awful**). Write it down – and maybe also jot down your thoughts, what's happening to your heart rate, breathing, etc.
2. Then, *whilst concentrating on what's bothering you*:
 - a. Tap under the eye 5 times
 - b. Tap under the arm 5 times
 - c. Tap under the collarbone 5 times
3. Now ask yourself how you feel on that 1-10 scale. If the score hasn't dropped by two or more, tap the side of their hand (in the position where you'd do a karate chop), and repeat steps a-c
4. Now follow the '9 gamut' sequence
5. Then immediately repeat steps a-c
6. Get a score from one to ten. It should be dropping by at least 2 – sometimes it goes right down to 1 or 2 straight away
7. If you're still at 4 or above, tap the side of your hand. Repeat the whole lot (from step 1) if necessary, until the score comes down to a two or one

(Still stuck? Let me know)
8. When you are down to 1 or 2, look slowly from the floor to up over your head, using your eyes only (ie, keeping your head still). If you have someone with you, get them to move a pencil slowly from the floor near their feet to over your face (not too close!) and over the back of your head – follow with your eyes. It helps you focus and helps you do it slowly. This **floor to ceiling eye roll** helps consolidate the process.

And that's all there is to it!

Hope it helped ~ Jacqui