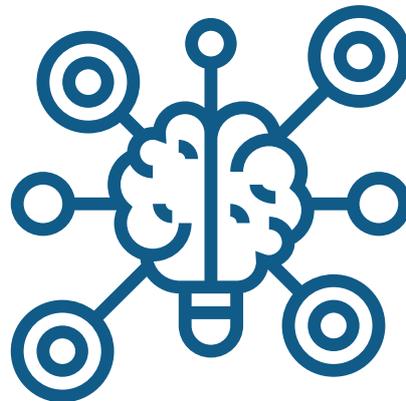




FEAR MANAGEMENT AND MINDSET

In this process, we are going to explore with the client the underlying areas of fear and how their mindset has been programmed to deal with or not deal with fear in their lives and their business. We need to spend time to understand how the client operates and what it is they fear and avoid the most and the reasons behind these fears.

Everyone deals with fear and it's about what we know how we approach it and deal with working through how we can come out the other side with less fear, more trust and confidence.



Everyone has different levels of fear and their understanding of why it is embedded in their programming to be fearful of often the unknown of the consequences on the other side. Many will attach a belief around failure or how they are perceived by others that will be the main reason for their lack of trust and confidence.



MINDSET SESSION AND PRESENTATION

TRAITS AND THINKING STYLES

Try to identify areas or patterns where there are some regular traits and thinking styles

RED AND GREEN SWITCH APPROACH

Explain through one of their examples how it can be seen as simple as the flick of a switch to go from red to green thoughts just like that.

MANAGING FEAR

How do they normally manage fear? Talk through some examples to help them to see how they operate. Ask them to look at others and how they operate to do some comparisons

DEALING WITH EMOTIONAL SITUATIONS

How do they deal with their emotions? What are some of the areas where there are some deep emotional attachments that could potentially railroad the business?

WHERE TO GET FURTHER HELP IF NEEDED

Advise the client if further professional help is required in the way of psychologist or counselling if appropriate.