

# Confidence Requires a Mind-Body Connection





## Mindfulness

#### The benefits of mindfulness can lead to improvements in innovative thinking, communication skills, and more appropriate reactions to stress

- UNC Kenan-Flagler School of Business (2014)

Companies with mindfulness programs include: Google, Aetna, Blackrock, Goldman Sachs, General Mills, and Target

- Jeanne Meister, Forbes (2015)



## Mindfulness Makes You a Better Leader





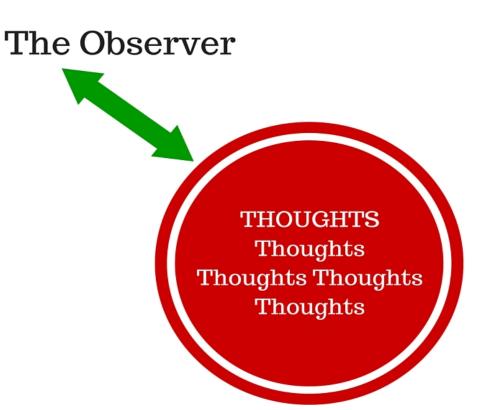
# Mindfulness and Communication: Two Simple Steps

- 1. Become the Observer
- 2. Practice Confidence





#### Step 1: Become the Observer





# Observing and Managing the Thought-Feeling Connection

- What are you thinking?
- Your thoughts create your feelings

"Many people believe that a person is born either smart, average, or dumb—and stays that way for life. But new research shows that the brain is more like a muscle—it changes and gets stronger when you use it."

– Dr. Carol Dweck, *Mindset: The New Psychology of Success* 



# The Compassionate Observer: Accept All of Your Thoughts

...and it's OK

I look terrible I'm going to forget I haven't practiced I'll say "um" I hate this This is scary



### The Mindset of a Leader

The Insecurity Mindset	The Confident Mindset
Ego	Connection
Scarcity	Abundance
Fear	Courage
Fearful Questions	Powerful Questions



Managing Your Mind: Calm Your Brain to Parasympathetic Brain Wave Theta State

- Take 10 deep breaths
- Do a short meditation
- Walk or stretch your body
- Change focus to visualize a good situation





#### Neuroplasticity & the "Practicing Mind"







# Mindfulness and Public Speaking: Two Simple Steps

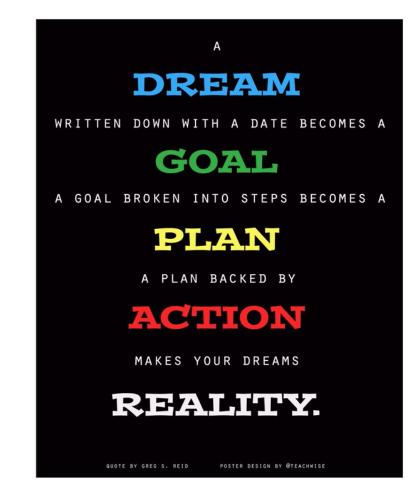
- 1. Become the Observer
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#### Mindfulness & Mindset

You can choose how you want to feel. You can *practice the thoughts* that help you take steps toward your goal.





#### Mindfulness & Mindset

#### You can feel better. You can *practice the thoughts* that help you take steps toward your goal.

Leaders **plan** for time and practice and **take action**.

Give yourself time.





# Managing Your Mind: Practicing Confidence

- I can do this
- I have prepared
- I practiced at home
- I know my material
- I can speak for 2 minutes
- I've got this
- I've done difficult things before and I will do them again



# Managing Your Mind: Practicing Connection

- What I share could help someone
- I have a fun story to share
- I created a great plan with credible research
- I can't wait for people to see this
- I am looking forward to telling that joke
- I could help my team
- This is going to be memorable people will enjoy this!



#### **Finding Your Purpose**

- Who cares? So what?
- Who do you want to reach?
- Why do you want to tell this story?
- Why do you want to improve your public speaking skills? Why is that important?
- What would you lose if you did not tell your story or did not speak?
- How could this be fun?