

# 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

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
2. Practice Confidence



# 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?