



## Strategy Sheet: Changing Your State

Let's say you regularly experience fear, and you would like to change the state of fear to being in a state of confidence.

There are 4 steps to this strategy:

### **Step 1 – The ‘trigger’**

Notice the physical sensation you feel when you experience fear.

Is it a sinking sensation in your body? Is it a pain in your back or neck?

A pain in your head or some other sensation? Remember this as we will use this physical sensation as our trigger to help us implement the emotion of confidence.

### **Step 2 – Physiology – Change your body posture**

Learning from Amy Cuddy you could use the ‘superman’ or ‘wonder woman’ pose to change your body posture. However, sometimes this is not practical, especially if you’re in a meeting! People may look at you strangely!

However, you can achieve a similar result by sitting up straight or standing up straight and assume a more active body posture by moving your shoulders back.

Bring your head up and take some deep breaths – in-hale through your nose and exhale through your mouth. It’s possible to do this without anyone noticing!

You’ll likely start to feel different after a few moments. You may feel more active, as though your brain has just ‘switched on’.

### **Step 3 – Focus – Change you’re focusing on**

In this step you’ll focus on a more empowering outcome.

So rather than focusing on the worst-case situation like Carl did in the previous example, invert your focus and focus your mind on the best outcome.

It will of course be dependent on the specific background of the fear, but focusing on the best outcome will serve you well.

Try to visualise the outcome and ‘see’ the best-case result or ask yourself: “What’s the best that could happen in this situation?”

## **Step 4 – Language – Change your words**

In this final step, you change what words you use when you think or say to yourself. Do this by inverting the words you use:

For example:

Instead of “I’ll never get through this” invert and say: "This too shall pass".

Instead of “Why do things like this always happen to me?” invert and say: "Everything happens for a reason".

Instead of “I can’t do it” invert and say: “I can’t do it, YET”.

Again, your words may be specific to the situation causing the fear, but I think you get the idea of inverting what words you use.

If you want to change your state and experience confidence at any time using this triad, simply go straight to step 2 and assume the body posture of confidence. Shoulders back, head up, breathe deeply.

It’s a good idea to personalise your triad by naming it, such as ‘My Confidence Triad’ or ‘My Getting Stuff Done Triad’ these are names some of my clients have used.

You can create as many triads as you want to change other disempowering emotions to empowering emotions by following this process. Don’t forget to personalise each one and name it!

The key is to look out for the trigger sensation when it happens and then change your body posture immediately.

i.e. – sinking sensation in your stomach – shoulders back, sinking sensation in your stomach – shoulders back, sinking sensation in your stomach – shoulders back.

The aim is to make this process a habit by regularly practising it.