

**toby & kate**  
**mccartney**

NLP TRAINING FOR PEOPLE IN BUSINESS

panic free  
**public speaking**



‘Today I am a trainer of NLP and Flashreading™, however 5 years ago I had little self belief and low self confidence. The thought of standing up in front of people was less appealing than swimming with piranhas and reading would fill me with frustration.

When I was at primary school aged 8, I would have to make frequent attempts to stand in front of the class and read a full chapter of a book out loud to the young audience. This became unbearable as my teacher would shout and the class laugh when ever I made a mistake. As I grew up I would avoid reading out loud or talking to any more than 1 or 2 people at a time. I then started to put myself in situations where I had to talk to a number of people but no matter how much I forced myself to get out of my comfort zone it actually got much worse. I first studied NLP in 2006 with Toby and Kate McCartney, they took me through my NLP Practitioner, Master Practitioner and Trainers Training, as a direct result I now have total control over my mind, emotions and my self belief is complete.

have all the tools I need to fix and maintain my mind set whenever I need to and whatever situation I find myself in. The opportunity to talk in front of an audience now is one that fills me with excitement. I have a passion for assisting people learn and develop the skills of flashreading™, I know that we all possess a huge amount of potential, I have changed my life by discovering mine. If I can offer my family and friends one piece of advice it is to learn at least some aspects of NLP, it's simply the complete tool kit for the mind.”

Simon Capon

[www.simoncapon.co.uk](http://www.simoncapon.co.uk)

## what is nlp?

NLP (Neuro linguistic programming) is really about what works. It's not a 'thing' it's a study. A study about you and how the conscious and unconscious patterns that you run in daily life affect the results you get. NLP is the 'user-manual' to your mind and the key to success.



## How can NLP help me to be a confident speaker and deliver presentations with elegance?

The old advice of imagining your audience naked when you are presenting is often the only tool or technique that people know to offer, but in fact there are more effective ways to calm your nerves, empower you with confidence and provide you with lasting powerful, positive emotions about speaking and presenting. Imagine now changing your deep internal programming (i.e. the way you think about speaking in front of an audience, large or small, at an unconscious level). The effect would be life changing wouldn't it... I wasn't born with a microphone in my hand ready to speak to the world, but I can now speak in front of audiences large and small, and it feels great, really great - in fact I live for it...

What most public speaking books don't tell you is that you are not a great speaker because you can't follow their 'made-up rules', but because of the current programmed emotions you have in place when you think about speaking. And you can't change your emotions by 'trying' to feel better or imagining an audience naked... (besides, life's too short for that). To change your emotions you must change your deep internal programming.

Ever noticed that you can speak to a group of people without feeling nervous or self-conscious in the pub or when you are at your friends house, but as soon as you think about presenting or speaking to people, even the same people, you can freeze and feel self conscious...

The great news is that you can change your emotions at a deep unconscious level, and I'd like to show you how. If you are nervous about speaking it's not your fault - it's the natural results of your current internal programming. The only way to be a great, confident speaker is to tap into the power of your unconscious mind to change your emotions and your relationship with the words 'speaking' and 'presenting'. I have taught NLP to literally hundreds of people over the last 10 years either in a one-to-one coaching environment or in a training room, and have watched the power of NLP change people's lives countless times. Now it's your turn...

Keep reading to learn how you can take those old negative emotions and within just 10 minutes feel confident about speaking to hundreds of people, in fact, thousands...

## why nlp works so well so fast?

As I mentioned earlier, NLP isn't a 'thing' it's a study of what works. So rather than 'making something up' or 'guessing', NLP examines the structure of what already works. For example, do you have a song that makes you feel different about life when you listen to it. Maybe it's a love song, or a rock song that makes you feel on top of the world... Mine is 'Don't stop believin' by Journey. I put that song on and I feel so motivated and confident, so much so that during the three and a half minutes the song lasts for, I feel like I could run a marathon without any training whatsoever...

So, changing how we feel, changing our emotions, happens very naturally. We do it hundreds of times a day through music, when we go on holiday or relax, when we play sports, and in many other contexts. If we change the context and our internal thought processes, we change the emotions. So, let's get to it, let's make you the best damn speaker and presenter the world has ever seen!

**Start Seeing Results Today:** Use these fast exercises to change the way you feel about speaking and presenting. Your emotions are key here, and using your imagination with this will help you get great results. Before you do



these exercises read through all the steps.  
*You might find it helpful to close your eyes whilst visualising.*

## step one

- Imagine a specific event and time that you will be presenting / speaking. Notice how you feel about it now as you think about that event in the future...
- Now clear your mind and imagine floating up, and out of your body - so that you are looking down on yourself below you...
- Imagine floating higher and out into the future, to 15 minutes after the successful resolution of the speech/presentation and float down into yourself in that time (15 minutes after the successful resolution of your speech/presentation)...
- Having completed the speech / presentation, how do you feel differently now?
- Notice these new, positive feelings, notice where they come from. Turn them up so that they feel even more powerful. If it helps, play your favourite song or tune in your head and notice how you feel differently.
- Now, with these new emotions, float up and out of your future self and back to now, so that you are looking through your own eyes.

Think now about that same event and notice how you feel differently about it... These new positive emotions are yours, created by you, and you have access to them whenever you need them.

## step two

I hated school and really wasn't a very good pupil. I wasn't alone though and we had competitions to see who could cover the most ground by running away. One boy in my class got from Carlisle to Langholm by foot, that's nearly 20 miles away. He was the school champion... I on the other hand, wasn't a great runner and only made it a few miles. I remember my route. I would run through some thick woods which seemed to go on and on and were quite scary in the dark. I would get to this circular clearing, right into the middle and just stop and look up at the moon light. It seemed like such a peaceful place. I would often sit there in the middle and think about what life was like on one of the stars I could see. Hours would pass by and I would run back to school before anyone noticed I was gone... I often think about that clearing in the trees today, and take myself back there if ever I need some quiet time. The imagination is a wonderful thing... I go right back into feeling calm whenever I think about sitting in the middle of those woods, looking up at the stars.

There's a wonderful quick and effective tool in NLP called 'The Circle of Excellence'. It's a little gift I would like to give you for downloading my e-book and it will help you to be a great public speaker.

## so here are the steps:

- Imagine you have a circle in front of you - it's your imagination at work here and you can imagine your circle to be just as you want it - perfect for you. A client of mine has his circle like the circle that's created on Star Trek when Scotty beams up the crew. Whatever your mind brings up for you will be just perfect. You can make your circle into anything you want.
- How does it look? Are there any sounds in it? Is there a temperature to it? In your circle you can add any positive emotion you choose. I want you to think of the first emotion you would like in there. I'll take confidence as an

example but perhaps you can choose the feelings you took from STAGE 1. Before you step into your circle with the feelings of 'confidence', think of a specific time you felt really confident. When you have a time, go back to that time in your mind and see what you see, hear what you hear and really feel what it's like to feel confident again now...

- As the emotion reaches a high, just step into your circle and imagine turning up those feelings. Really allow yourself to re-live those feelings and just before the emotion drops away (usually around 5 to 15 seconds), step out of your circle and make yourself aware of your current surroundings again. Clear your mind if that helps.
- You can repeat this process with another specific time you felt this emotion, and you can even put similar emotions in with it. The more you put in, the more you get out so really allow yourself to re-live the feelings you choose to go inside your

circle. Imagine them flowing through every vein in your body and turn up the intensity of them so you can really feel them.

- You can test it too, to see if you have enough emotion inside your circle. Simply think of speaking / presenting and step back into it and notice if you can feel the positive emotions. When your circle is full with intense positive emotions you could imagine folding it up and putting it in your pocket. It's always there for you to step into whenever you need it.

I imagine placing my circle down on the stage before I step out to speak to my audiences, or I place it onto the floor and step into it, re-living those positive emotions as I present to a group of people. Any nerves or anxiety I have are quickly overpowered by my positive emotions in my circle. It works every time!

To learn more visit [www.tobyandkatemccartney.com](http://www.tobyandkatemccartney.com)

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