

Eliminate the Fear of Public Speaking

Monday Call, November 14, 2011

- Rodney Gilchrist – First International Platinum Presidential – Tuesday Night Live at 7:30 PM CST at Mannatech Corp Offices or www.mannatechlive.com
- What are you planning on doing for Thanksgiving? See attached sample letter
- Mannafest 2012 – Be There!! Early Bird Prices end Dec 1
- 6 weeks (for pre-existing associates) left to **FIND** your 2 partners so you can win your iPad

From article by Morty Lefkoe

1. Why is it Important to Develop a Skill in Public Speaking?
 - a. Critical to present to more than one person if want to really make a bigger impact
 - b. What if one of your prospects wants your information for all their co-workers? Church members? Family? Patients?
 - c. Will you be able to approach professionals and offer to share this information with their patient base? Customers? etc.?
 - d. Will you be able to approach the Lions Club, Rotary, Kiwanis, etc.?
 - e. Confidence is contagious...if you have none, law of attraction???If you have none, how to move forward?
What Presidential do you know of who is afraid to speak in front of groups?
2. What is the cause of fleeing from public speaking?
 - a. This is the #1 fear of all people...greater than death
 - b. Stress
3. Four steps to overcome this FEAR:
 - 1) Identify the beliefs that cause the fear
 - a) Mistakes are bad
 - b) People aren't interested in what I have to say
 - c) I'm not capable, I'm not competent
 - 2) Find out when the beliefs were formed
 - a) When you were a child, did you parents get upset and tell you were bad when you made a mistake?
 - b) Did your parents every neglect you, not spend time with you so you felt "I am not important?"
 - 3) Find alternative interpretations for your beliefs
 - a) Is there a different interpretation you can make?Examples:
 - 4) Recognize that you never really verified your belief in the world

- a) What happens to you has no meaning until you give it meaning
FACT and you give it MEANING
Examples: Last Born/Divorced parents/etc.
- b) Acknowledge that the action/FACT has no independent meaning until you give it one.
- c) When all the beliefs you have around public speaking go away, so will all your FEAR.

CONCLUSION: Many people have resigned themselves to believing that they just weren't meant to be speakers. Instead of shying away from opportunities to contribute and tell your story, learn how to overcome your fears.

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November 19, 2007

Dear :

I just wanted to send you a letter wishing you and your family and friends a terrific Thanksgiving! This time of year is always one of my favorite for it is truly a time for us to show our heart of gratitude for our blessings. We have a strong tendency to just go through our busy lives and fail to “stop and smell the roses.” Sometimes it is because the roses are not very aromatic, but I believe it is more so the fact that we tend to focus on the things not working instead of the greatness of what we have.

For me, I have so very much to be thankful for. People like you in my life are such a blessing. I also have incredible health that the Lord has bestowed upon me. I acknowledge that health takes personal responsibility and my commitment to exercise, eating a good diet full of organic foods, as well as taking terrific glyconutrient supplements all contribute. The fact that I am now 53 with no aches or pains, no drugs in my regimen and no signs of menopause is a true testimonial that committed action pays off!

I also feel so blessed for my foundation and the impact it had on me this year. Through my working with families with severe financial needs, I felt the Lord pushing me to develop a program to support “we the people” in regaining hope and belief in “the American Dream.” Over the past six months this has led me to develop a program called “I Can” to build residual income of at least \$2-6000 per month for anyone who wants to make a 12 month commitment of 6-10 hours per week. The response has been outstanding, and I am ecstatic to provide a simple vehicle for every family in this country to truly tackle their preventive health needs as well as building financial security. Just another way of touching lives and making a difference!

Thanks for being in my life and supporting me as a friend. If you have any interest in the “I Can” program, let me know. I only add one new person a month so let me know soon.

Again, Have a Great Thanksgiving!

God Bless,

Merri-jo Hillaker