

Unshakeable Self-Confidence®



Kieran T. Bird



#Dropout

My 'proud' record

- 1981 Teachers College
- 1983 Science diploma
- 1986 2nd year Waikato Uni B Soc. Sci.
- 1988 Auckland Uni Law School

Why?



We promise according to our
hopes and perform according to
our fears.

~ Francois de La Rochefoucauld

This session is sponsored by  **William Buck**
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2019 survey of 200 Talent Acquisition Specialists

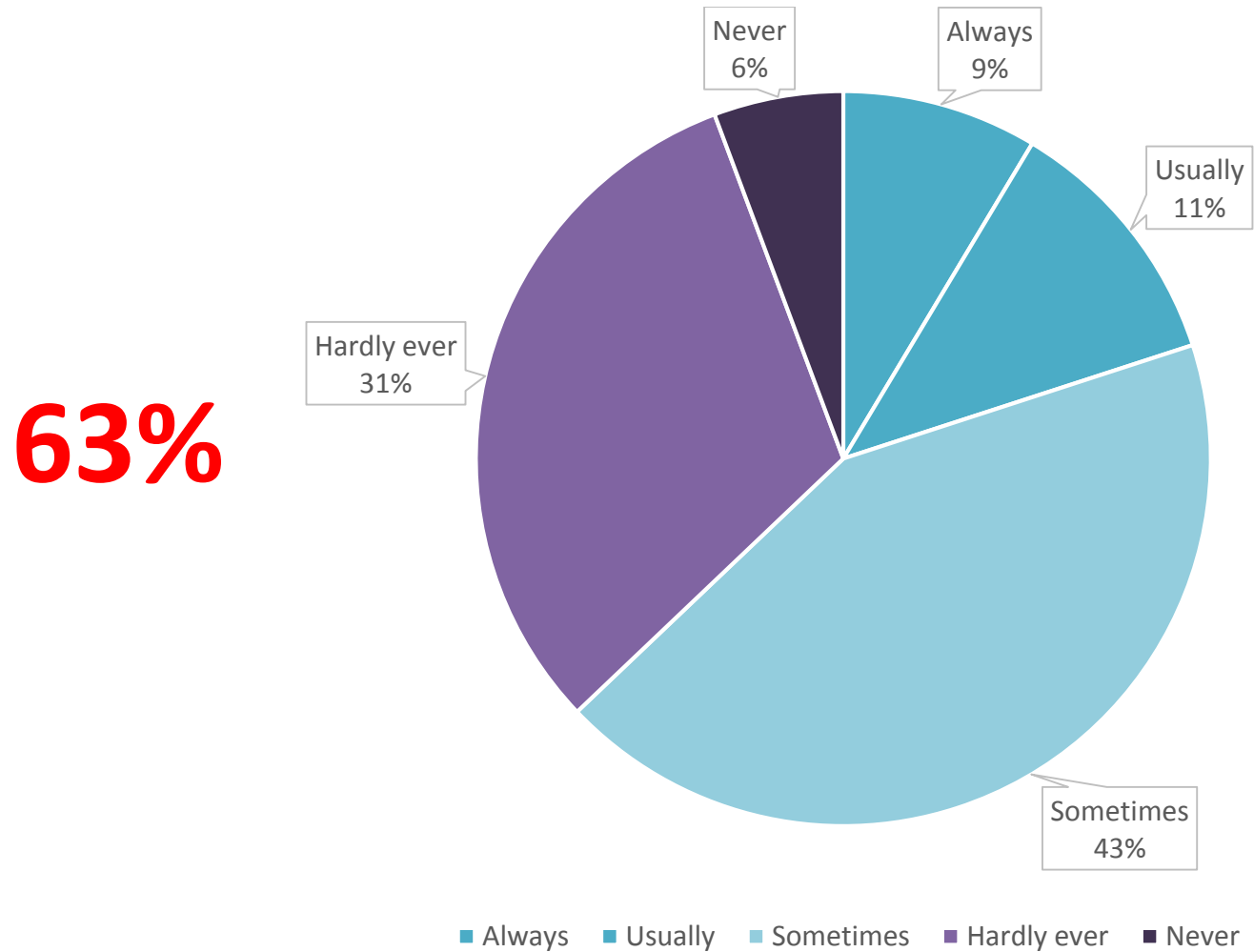
TopInterview



Most important factor for a successful job interview?

CONFIDENCE

I negotiate deals where I could get a better deal if I was more self-confident:



‘Under-confident
negotiators achieve a
successful outcome in just
one in five of the
negotiations they’re
involved in.’

- 2014 survey of 1,300 professionals in 52
countries



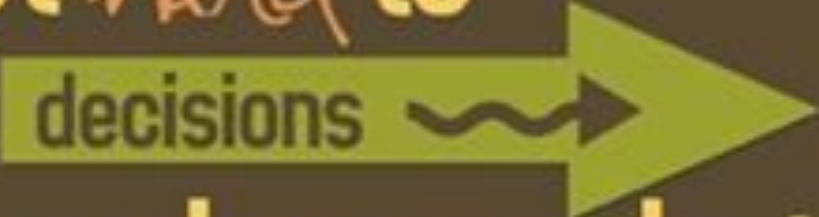
Agenda

1. Why do we vary so much?
2. Values
3. Weaknesses and fear
4. Goal setting and achievement
5. Personal Branding
6. Physiology & confidence
7. Keeping positive AKA the 14 'secrets' of the slow release dopamine diet



What's the difference?



It's not *hard* to
make  *decisions*
once you know what
your **VALUES** *are.*

~ Roy E. Disney

What are your core Values?

Accuracy	Happiness	Leisure
Autonomy	Hard work	Love
Beauty	Harmony	Loyalty
Caring	Health	Mastery
Comfort	Honesty	Pleasure
Creativity	Honour	Popularity
Contribution	Hopefulness	Power
Duty	Humour	Purpose
Fame	Independence	Romance
Family	Individuality	Service
Fun	Inner Peace	Tolerance
Growth	Justice	Wealth
God's Will	Knowledge	World-Peace





The 7 Habits of Highly Effective People

1. Be proactive
2. Begin with the end in mind
3. Put first things first
4. Think win-win
5. Seek first to understand, and then to be understood
6. Synergize
7. Sharpen the saw

Stephen Covey

(1932-2012) InspirationBoost.com

Fear

What do you fear most?





SQUEEZE

1. Small breath in through mouth
2. Breathe ALL the way out
3. Hold breath while squeezing fists tightly for 6 seconds
4. Relax

Fear of confrontation



Suppression



+ Repression



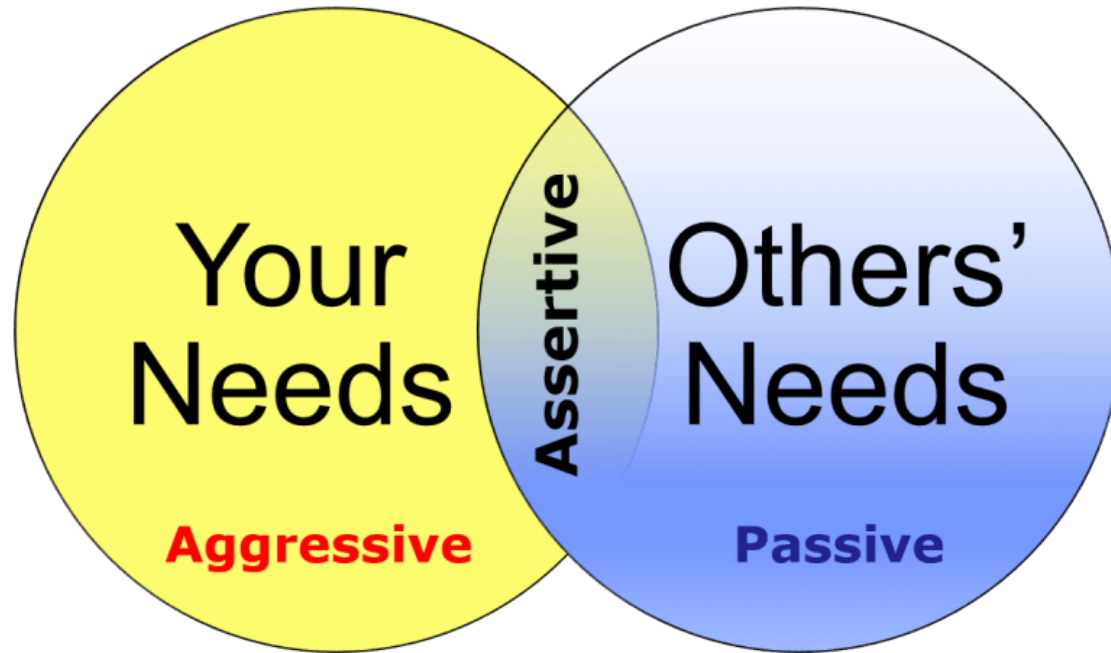
+ Denial



= Illness



Assertiveness vs. aggression

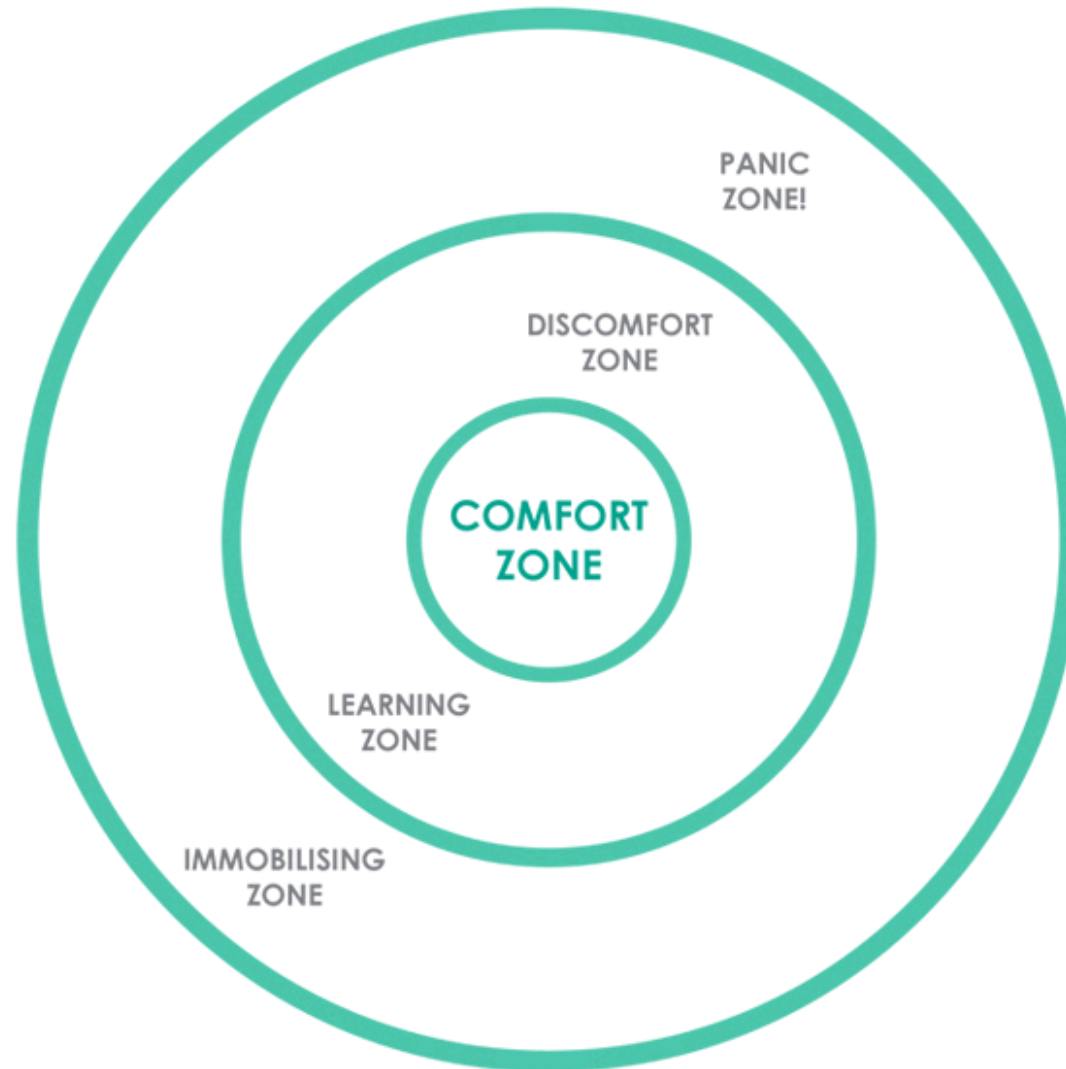


Confronting without aggression

1. I feel (not “you”)
2. When (issue/example)
3. Because (reason)
4. And what I’d like is.. (agreement)



COMFORT ZONE MODEL



Comfort Zone



Comfort Zone



Complacency



Frustration



Unhappiness



Systematic Desensitisation



Worry

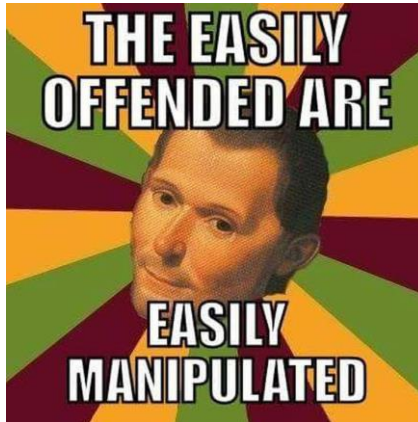


The Worry Buster®

1. Define the problem in writing
2. Write out the worst case scenario
3. Resolve to accept the worst, should it occur
4. Immediately work on stopping it from happening



Weaknesses



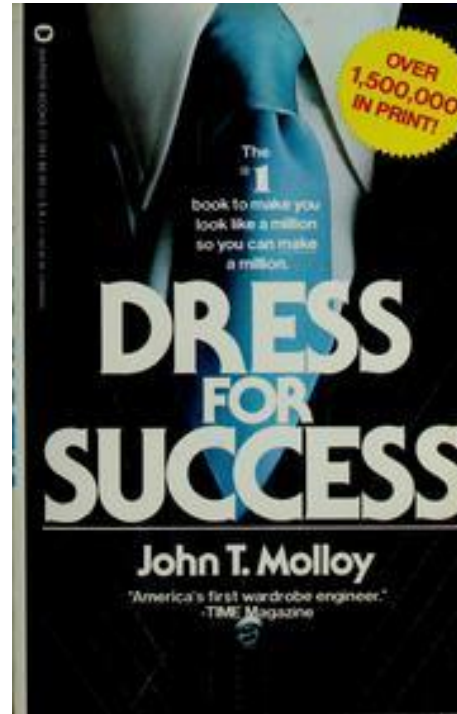
Goal Setting

1. Decide exactly what you want from life
2. Write it down
3. Set a deadline
4. Identify obstacles
5. Make a list of what you need to do
6. Organise it by priority
7. Get started
8. Look at your goals, and work on them, every day



Personal Branding





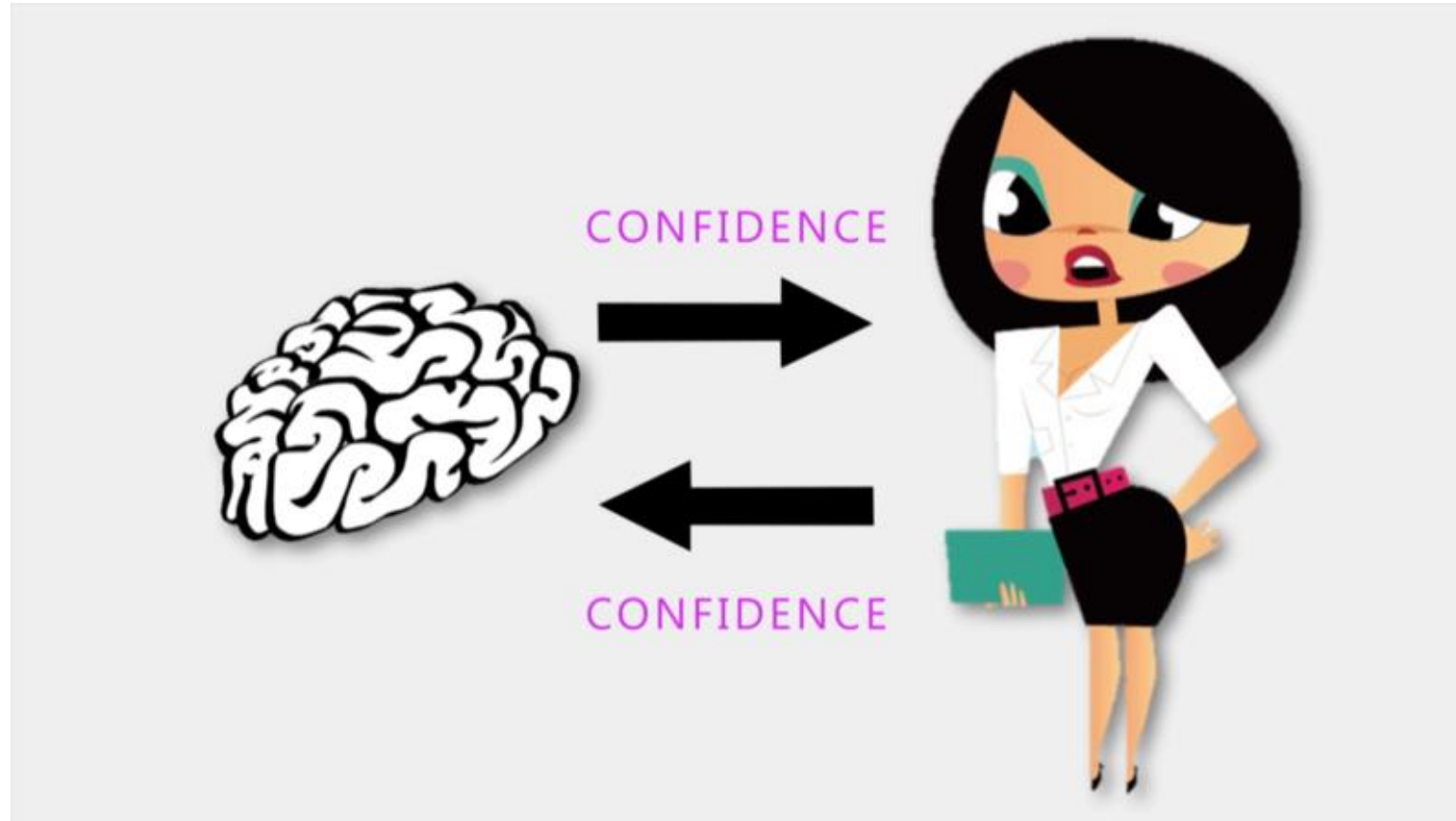
“FACT: People who look successful and well educated receive preferential treatment in almost all of their social or business encounters.” – John T. Molloy

Personal Branding

- Are you happy with your appearance?
- Does your body language say so?
- Fake it till you make it
- Appear confident and that is the way you will be perceived
- Confident people are treated with more respect
- Being well-treated builds self esteem & confidence



Physiology & Confidence





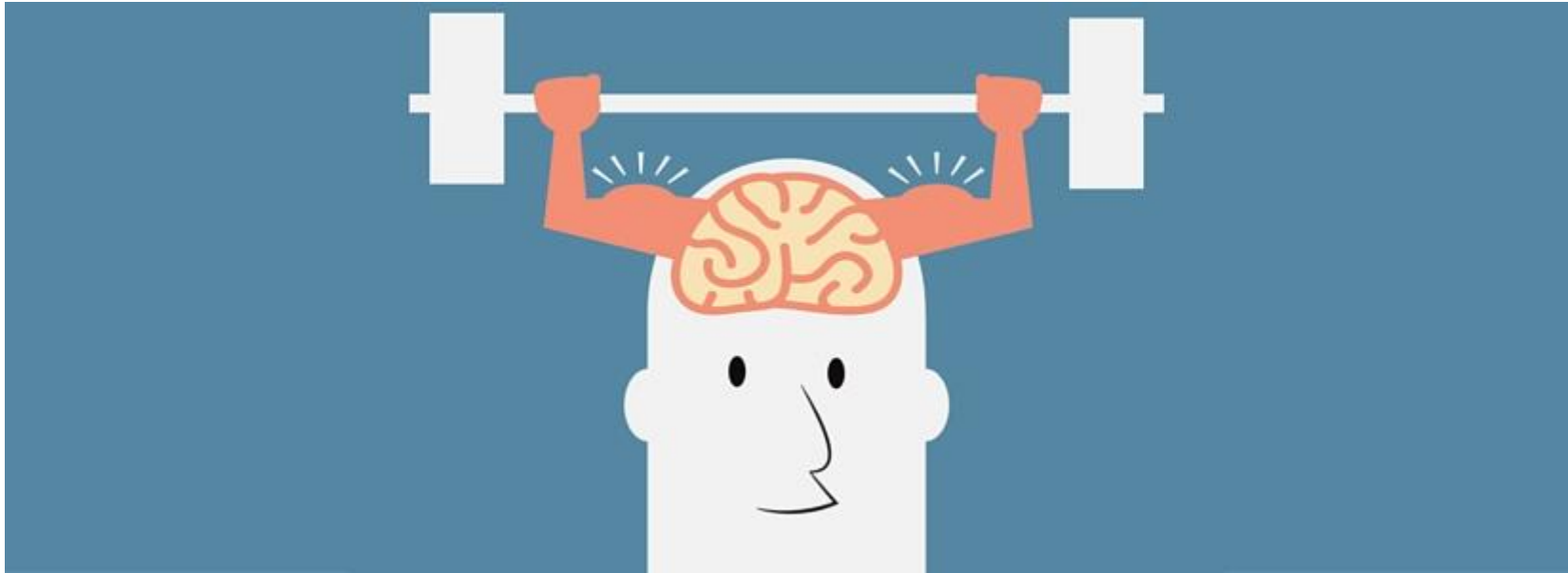
FIGHT



FLIGHT

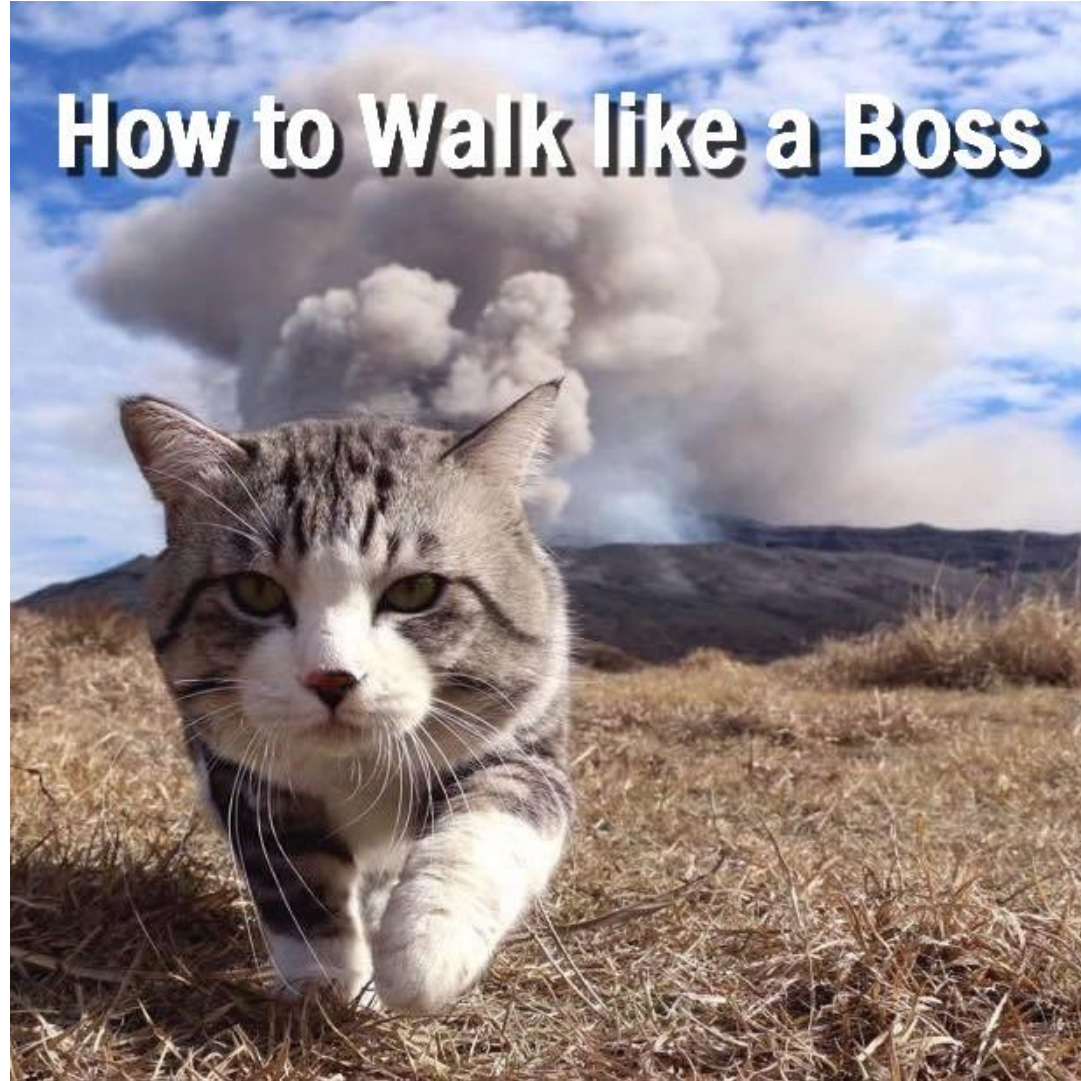


FREEZE





How to Walk like a Boss



**“THINKING WILL NOT OVERCOME FEAR BUT
ACTION WILL.”**

W. CLEMENT STONE

© Lifehack Quotes

Articulation Tip:
Mastering Slow
Rate of Speech!

Develop a Strong
HE-MAN VOICE!



PEOPLE RESPECT A FULL-TONED, BIG VOICE

Keeping Positive AKA The 14 'Secrets' of the Slow Release Dopamine Diet





- 20 seconds. Rest. Repeat twice.
- 3 days a week

The results? Vs. traditional exercise, improved:

- Calorie loss
- Fat loss in less time
- Unhealthy visceral fat loss
- Oxygen consumption
- Blood pressure
- Insulin resistance (50 studies)

THE
5:2

DIET BOOK
THE *PART-TIME* DIET
WITH *LIFE-CHANGING* RESULTS!



Benefits:

- Lost average 6.4 kgs in 3 months
- 115 overweight participants - lost more fat & more improvement in biomarkers that relate to breast cancer risk than women doing conventional daily dieting
- Animal studies suggest delays dementia onset





Benefits Of **MEDITATION**



Reduces pain and enhances the body's immune system.



Reduces feelings of depression, anxiety, anger and confusion.



Increases blood flow and slows the heart rate.



Provides a sense of calm, peace and balance.



Helps reverse heart disease.



Helps control thoughts.



Increases energy.



Reduces stress.

Sources: psychologytoday.com | mayoclinic.com | ineedmotivation.com

I AM 100%
RESPONSIBLE



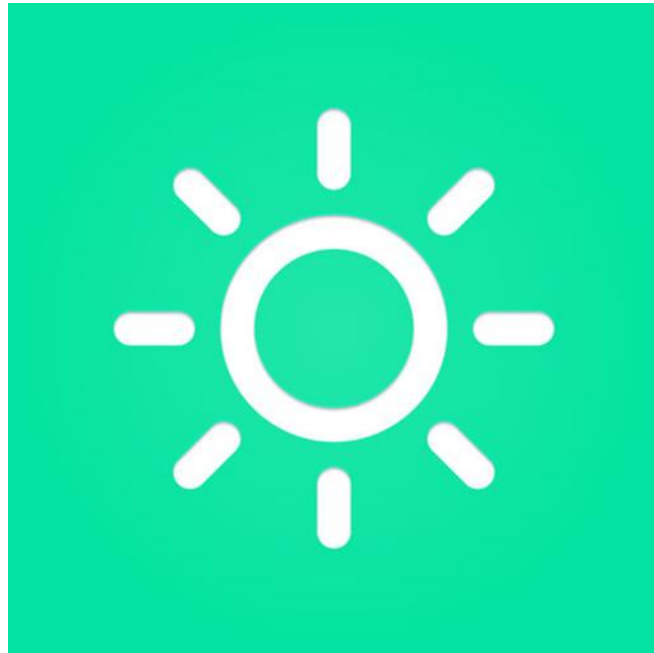
30 days of
**POSITIVE
AFFIRMATIONS**

www.motherhoodunadorned.com

Cognitive Bias Modification

biasmodification.com

Mood Mint



“Cognitive bias modification may put the psychiatrist’s couch out of business”

THE ECONOMIST, MARCH 2011

The
Economist





The background of the image is a vibrant display of the Aurora Borealis (Northern Lights) in shades of green and blue, set against a dark, starry night sky. The aurora's light patterns are vertical and wavy, creating a dynamic and ethereal atmosphere. In the lower portion of the image, the dark silhouettes of evergreen trees are visible against the glowing horizon.

Spend time
with
positive people

KEEP A DAILY GRATITUDE JOURNAL



*Thank you for the lunch
with the team yesterday*

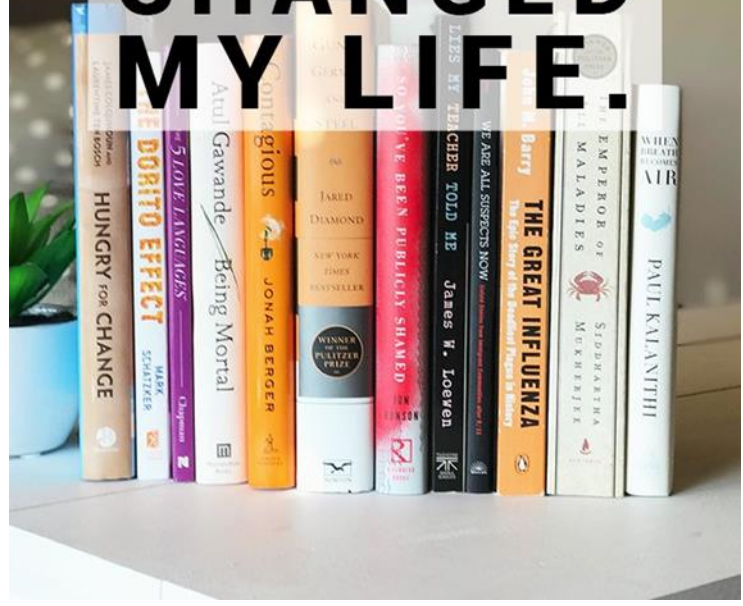
*Thank you for the meditation
this afternoon*

*Thank you for the smell of
the coffee in the morning*

*Thank you for the presentation
that went well this afternoon*

10

BOOKS THAT ACTUALLY CHANGED MY LIFE.



- HUNGRY FOR CHANGE
- THE DORITO EFFECT
- 5 LOVE LANGUAGES
- Being Mortal
- Contagious
- JARED DIAMOND
- SO YOU'VE BEEN PUBLICLY SHAMED
- LIES MY TEACHER TOLD ME
- THE GREAT INFLUENZA
- EMPEROR OF MALADIES
- WHEN WE ARE BORN



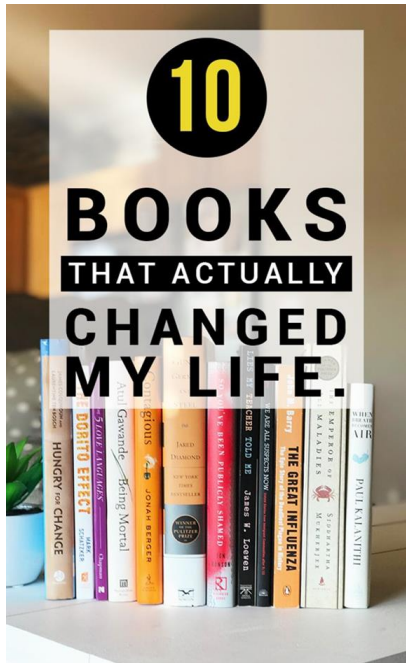
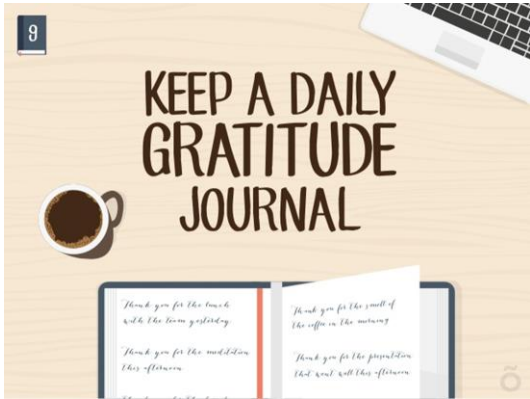
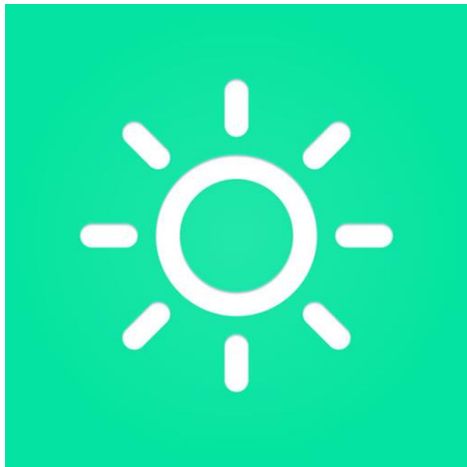
VISUALISE SUCCESS



WORK ON YOUR GOALS. DAILY.



SELF
DISCIPLINE
IS THE KEY TO
REACHING YOUR
GOALS



Commitment & Follow-Through



Nothing in this world can take the place of persistence. Talent will not: nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not: the world is full of educated derelicts. Persistence and determination alone are omnipotent.

— Calvin Coolidge —

AZ QUOTES

In Summary..



“The way to develop self-confidence is to do the thing you fear and get a record of successful experiences behind you.”

- William Jennings Bryan

Kierantbird.com

