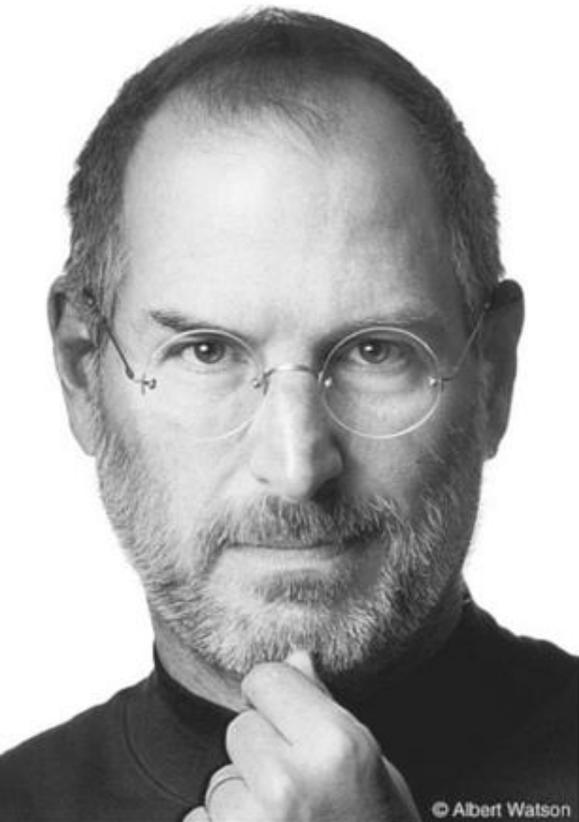
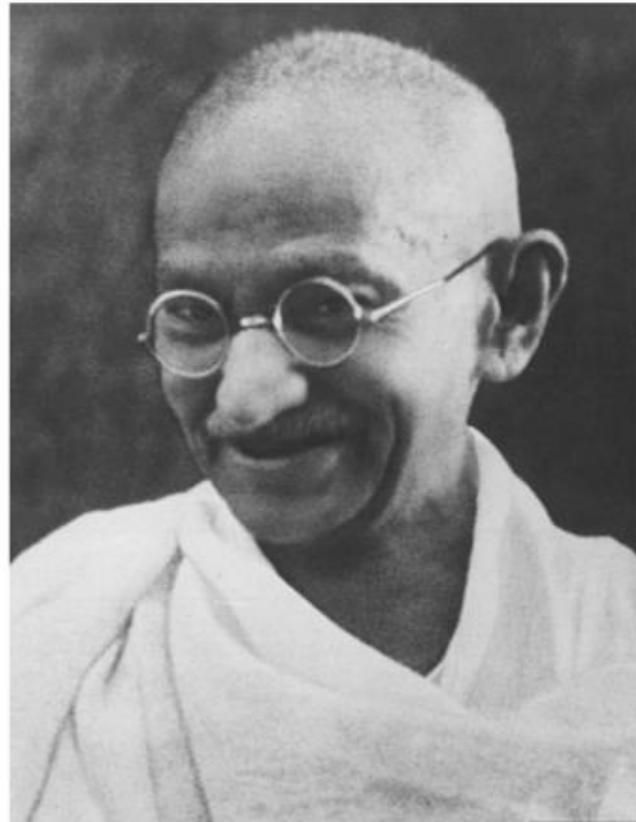


# LEADERS



**BUSINESS**



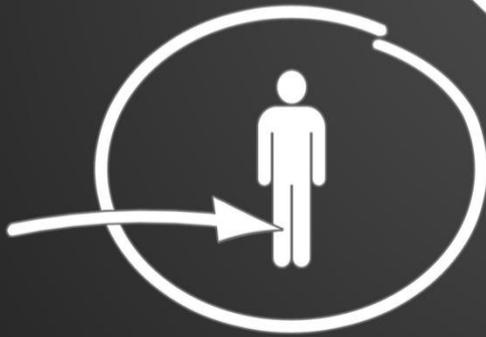
**POLITICAL**



**RELIGIOUS**

Where the  
magic happens

Your  
comfort  
zone



—  
Demotivated



+  
Motivated

# RECIPE

"What makes an  
outstanding leaders?"



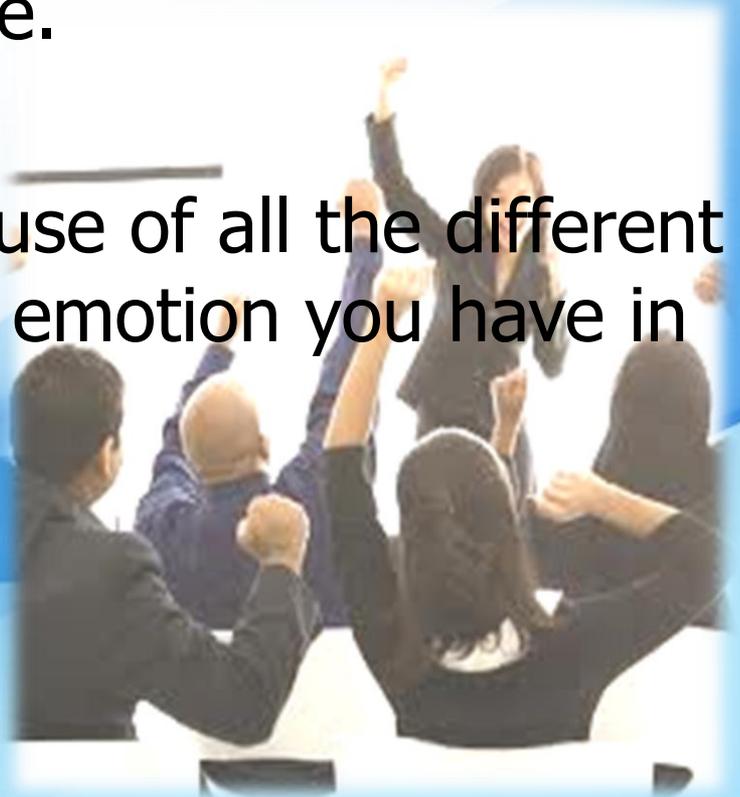
EVERYDAY  
LEADERSHIP



**PEAK STATE**

# Peak State

- The word “state” generally refers to “emotional state”: the moods and \_\_\_\_\_ you experience at any one time.
- A state comes about because of all the different \_\_\_\_\_, feelings and emotion you have in one moment.



# Why should you manage your state

The state you're in determines your behavior and your \_\_\_\_\_.

All performance is state related. The \_\_\_\_\_ you're in gets linked to the results you create in your Life & Business.



# Incantation

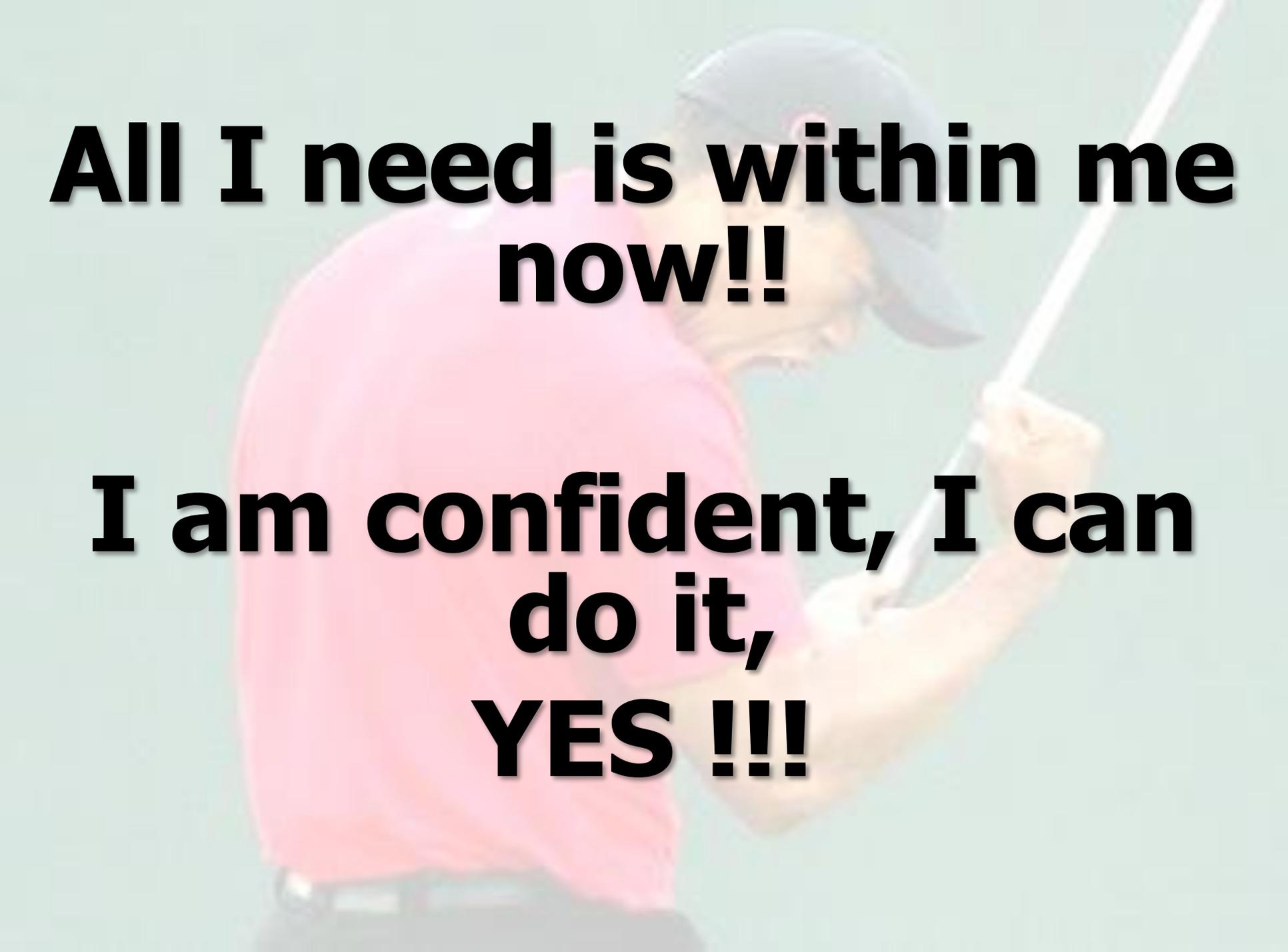
An incantation is a positive \_\_\_\_\_ you repeat that incorporates all of your senses to intensify your Belief.



# Why Incantation?

- It puts you into a \_\_\_\_\_ state.
- It creates empowering \_\_\_\_\_.
- It creates focus and \_\_\_\_\_.
- It eliminates \_\_\_\_\_.



A man wearing a pink polo shirt and a blue baseball cap is captured in the middle of a golf swing. He is holding a golf club with both hands, and the club is positioned vertically. The background is a plain, light-colored wall.

**All I need is within me  
now!!**

**I am confident, I can  
do it,  
YES !!!**

# INCANTATION

## Tips to creating your own Incantation

1. Use 'I am .....
2. Use 'I do ...' or 'We do...'
3. Keep it present tense
4. Use your physiology



# Negative



# Positive

It's Monday 😞

Traffic is so bad

I didn't get good grades

I've got no money

Angry Parents

Too much work to do

It's raining

It's so hot

He makes me angry

He/She broke up with me

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

5. \_\_\_\_\_

6. \_\_\_\_\_

7. \_\_\_\_\_

8. \_\_\_\_\_

9. \_\_\_\_\_

10. \_\_\_\_\_

# Questions

- What is great right now?
- What are you happy about in your life/job?
- What are you grateful?
- Who do you love?

# 3 Elements of Communication

- Key words (Predicates)
- Common Experiences

**Words**

**Tonality**

- Voice
- Tone (pitch)
- Tempo (speed)
- Volume (loudness)

**Body Language**

- Posture
- Gestures
- Facial expressions
- Eye contact
- Breathing

# Rapport

A group of seven young adults are sitting on a stone ledge outdoors. They are dressed in casual, contemporary clothing. The group consists of four men and three women. They appear to be in the middle of a conversation. One man in the foreground is gesturing with his hand while speaking to the others. The background shows a brick wall and a bright, sunny outdoor setting.

The ability to create \_\_\_\_\_ and relationships

# Why Is Rapport Important?

A photograph of four diverse individuals (two women and two men) sitting around a table in a bright, modern office setting, engaged in a collaborative discussion. They are looking at each other and appear to be in the middle of a conversation. The background shows large windows with a view of a city skyline.

Basis for good \_\_\_\_\_  
and good relationships

# Why Is Rapport Important?



Allows you to connect with people and gain a sense of trust and \_\_\_\_\_

# Why Is Rapport Important?



Key to \_\_\_\_\_ who you communicate  
with

# 3 Keys to Rapport

**Key 1:** \_\_\_\_\_

**Key 2:** \_\_\_\_\_

**Key 3:** \_\_\_\_\_

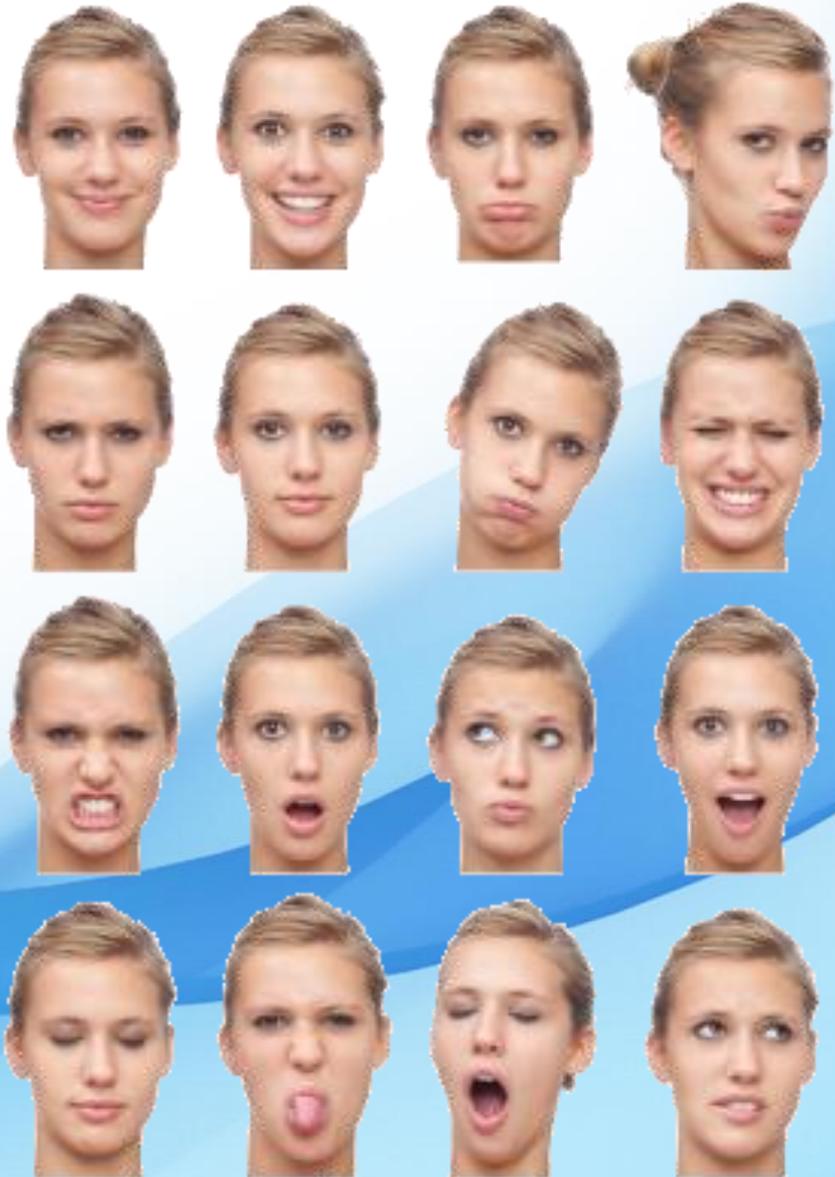


# Key 1: Calibration

**Calibration** means  
non-judgmental

---

of the tiny minute-  
by-minute changes  
in someone's voice  
and body.



# Key 2 : Matching & Mirroring

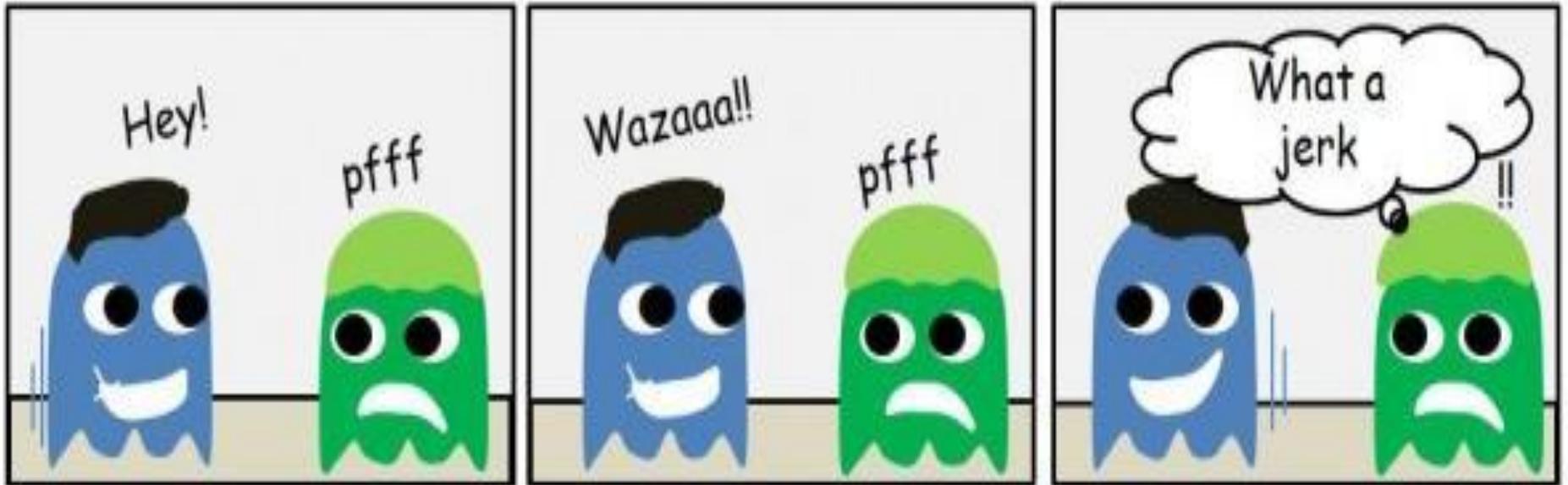


When people are LIKE each other, they tend to \_\_\_\_\_ each other.



UNLEASH  
YOUR POWER FOR  
SUCCESS & HAPPINESS

# How NOT to build rapport

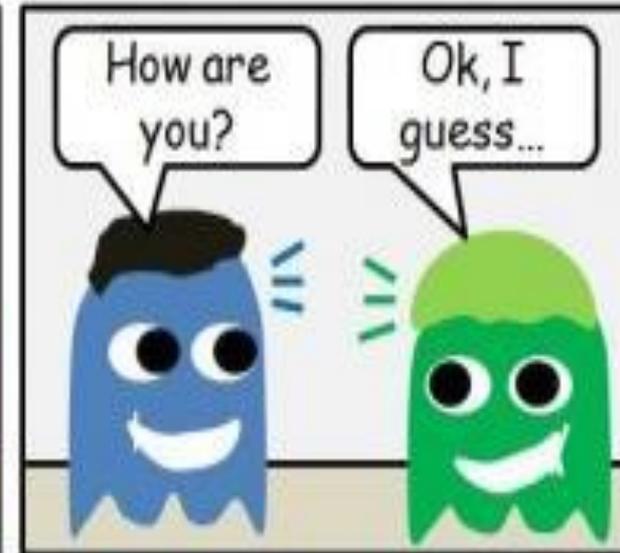
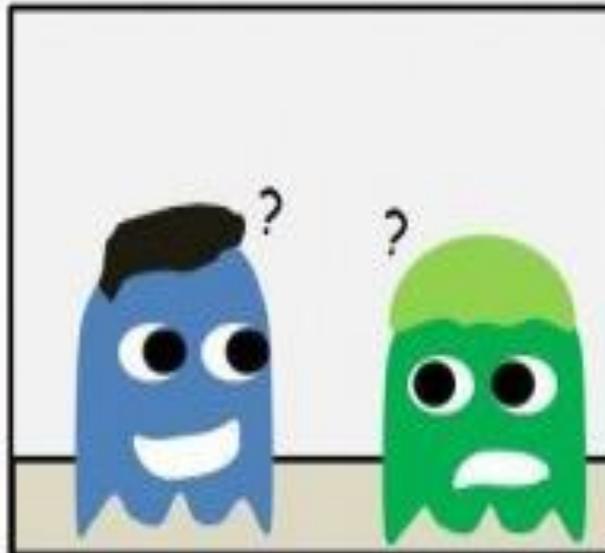
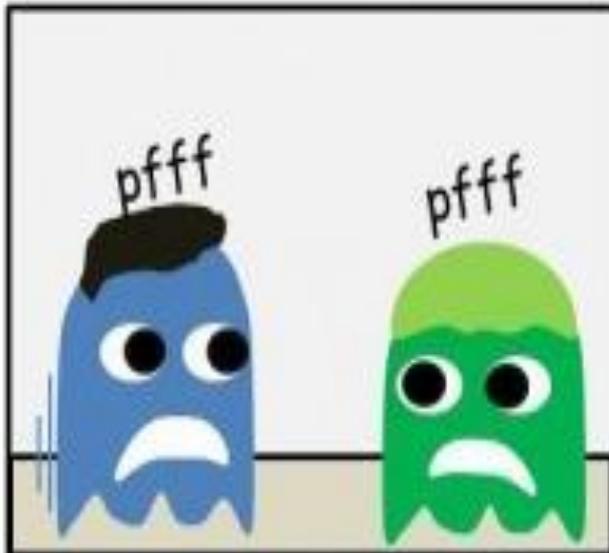


# How to Build Rapport

## Key#3 Pacing & Leading

**Pacing** is trying to \_\_\_\_\_ the other person to build rapport.

**Leading** is when you \_\_\_\_\_ them into another state.



# 4 Steps to Create Rapport

1



\_\_\_\_\_ **the other person**

Observing their physiology, position, movements, breathing, blinking, voice, and words

2



\_\_\_\_\_ **your own communication**

Observing your own physiology, voice, and words

3



\_\_\_\_\_ **the other person** By following or doing the same thing as the other person

4



\_\_\_\_\_ **the other person** By guiding them to another state

# 7 Other Ways to Build Rapport

1. Bring up a \_\_\_\_\_ interest.
2. Listen.
3. Give a \_\_\_\_\_.
4. Give a \_\_\_\_\_.
5. Tell a \_\_\_\_\_.
6. Give good \_\_\_\_\_.
7. Pay a \_\_\_\_\_.



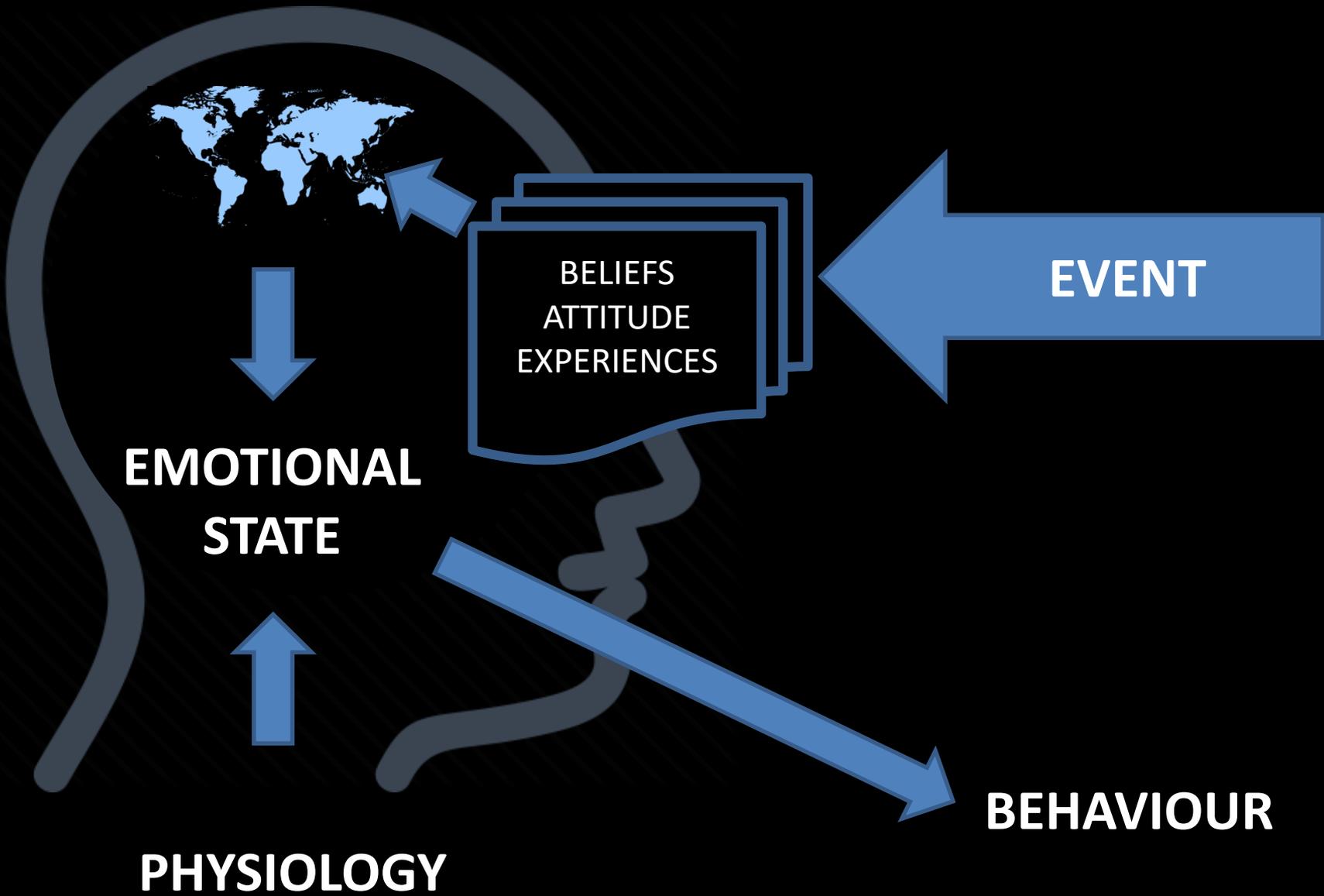
# Our Brain is Like a Computer

**Output**

**Input**

**Processing**





**EVENT**

**BELIEFS  
ATTITUDE  
EXPERIENCES**

**EMOTIONAL  
STATE**

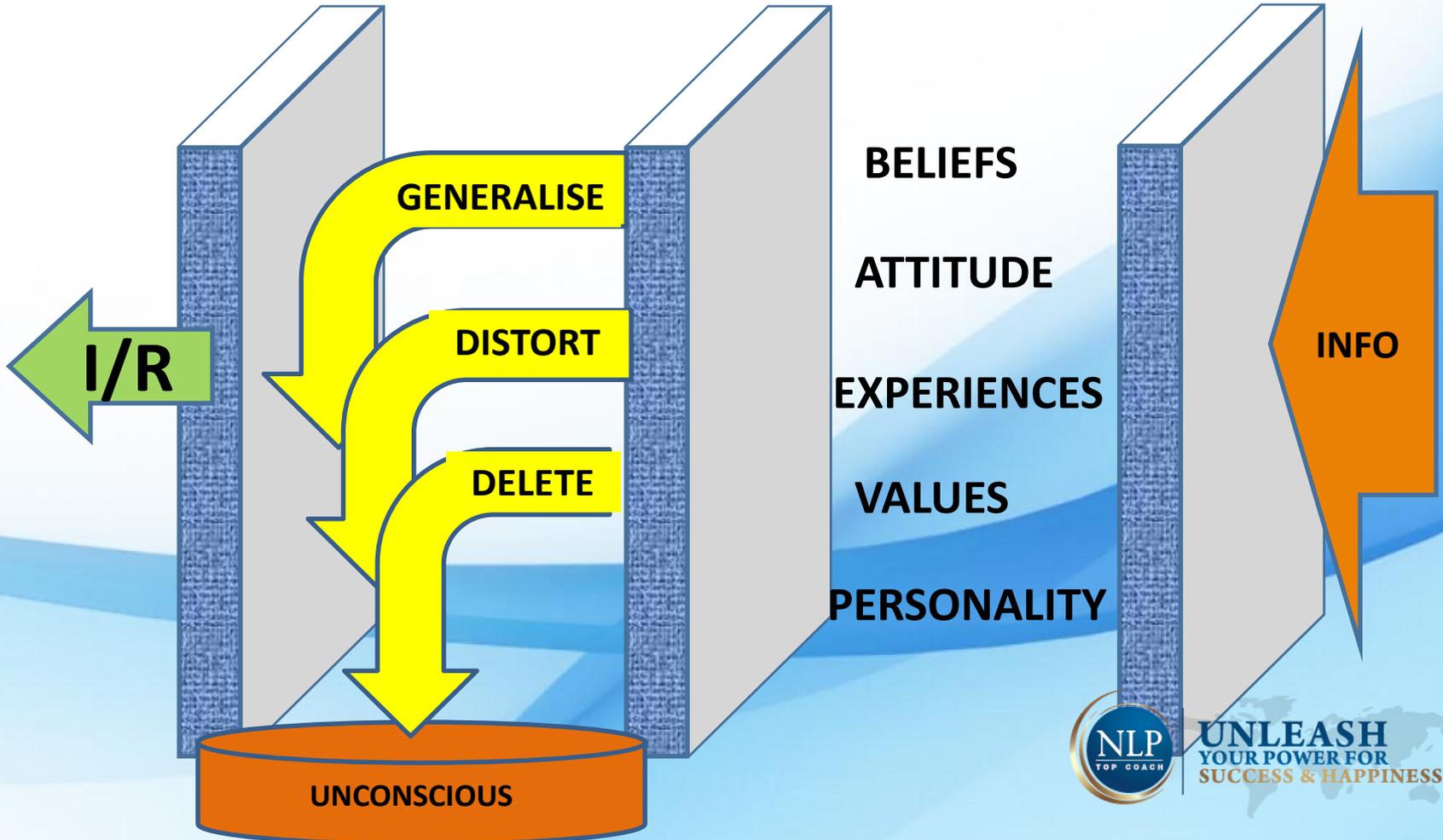
**PHYSIOLOGY**

**BEHAVIOUR**

# FILTER

134 BPS

2MIL BPS



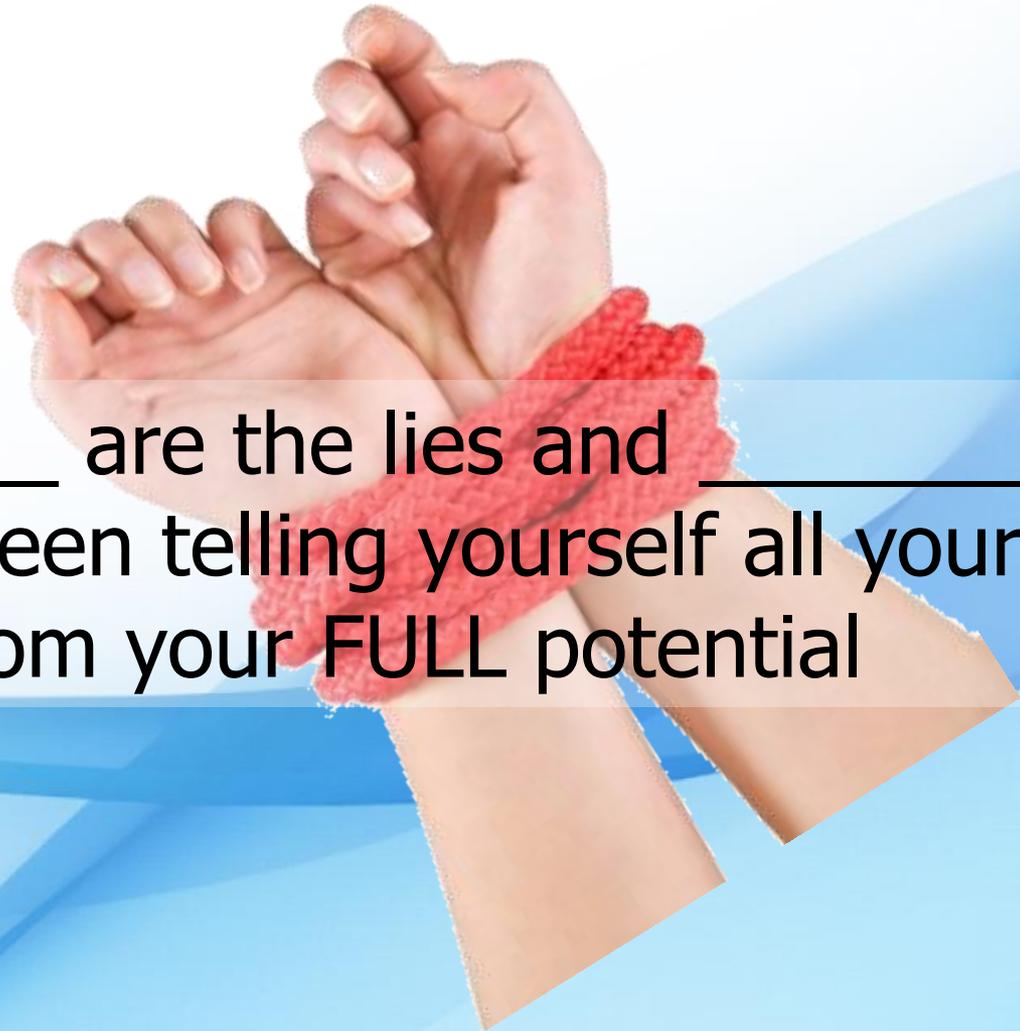
**UNLEASH**  
YOUR POWER FOR  
SUCCESS & HAPPINESS

# What is a Belief ?

A belief is a principal  
accepted as \_\_\_\_\_  
or \_\_\_\_\_ with out any  
proof, also know as an  
\_\_\_\_\_ or  
\_\_\_\_\_.



# Enemy 1: Beliefs



\_\_\_\_\_ are the lies and \_\_\_\_\_  
that you have been telling yourself all your life  
that keep you from your FULL potential

# How Are Our Beliefs Formed?

1:



2:



3:



Our beliefs are not always \_\_\_\_\_.

**Beliefs are either;**

**OR**

Negative/limiting beliefs hold us  
\_\_\_\_\_ and prevent us from  
moving \_\_\_\_\_.



- What are the **empowering beliefs** that you hold that have helped you become a successful?

---

---

---

---

---

---

---

**S**

**M**

**A**

**R**

**T**



Specific



Measurable



Attainable



Relevant



Time Based

# Ultimate Success Formula

1. What is your goal/outcome?



2. Why is achieving this goal important?



3. How confident are you from 1-100% that you can achieve this goal?



4. What would need to happen for you to be 100% confident?



5. What do you need to do to achieve this goal? Brainstorm.



6. Prioritise them with No. 1 being the highest level of importance



7. Take Top 3 priorities and chunk down further.



8. Take Action



Success



Feedback



9. Evaluate

A baseball player in a red jersey and blue cap is captured in the middle of a powerful swing, his body twisted and his face showing intense concentration. The background is a solid green field.

**All I need is within  
me now!!**

**I am confident, I  
can do it,  
YES !!!**