

How to Achieve Confidence during Client Presentations

By Marisa DVari

How to Achieve Confidence during Client Presentations

Marisa DVari

mdvari@deg.com

<http://www.EffectiveCommunicationSkills.com>. <http://www.deg.com>

How to Use 'Mind Power' to Telegraph Confidence

First, relax.

I'm not going to go to the outer limits ...

... Just remind you that how you think of a situation has much to do with the way it turns out.

Your mind is the most important organ in your body.

You can use it to shape your reality and make circumstances more favorable to you –

-- Especially when you are on the podium.

Think about it.

When you are hungry, you “see food” – you don't simply think the words “I'm hungry.

So, in the same way, when you are feeling anxiety before a presentation, you don't simply think “I'm anxious” – you FEEL ANXIOUS.

You feel the sweaty palms, shortness of breath, and all the rest that goes hand in hand with a looming presentation.

In the same way, consider how useless it is to say the words --

“I feel confident”

You must FEEL CONFIDENT.

So, how do you accomplish this?

The answer is to actually recreate the feeling of being confident.

In short, you must SEE yourself as confident.

You must SEE the audience responding to you in a favorable fashion.

Understanding the Subconscious Mind

We exist in two states of reality. The “conscious” mind directs our actions.

But we are driven by subconscious fears, dreams, and desires.

Logically, we know we must present our ideas in a confident, successful fashion if we are to attract clients.

But subconsciously, many wonder “am I good enough?”

Will people believe what I have to say?

Will they buy into my ideas?

Recognizing “Fear” is nothing but a Self-Created Thought

Fear and anxiety, in the course of a public talk or client presentation, is a self-created thought with no basis in reality.

The secret of ridding yourself of fear and replacing it with confidence is what you need to master.

Here are 6 Secrets of Confident Presentations

1. Actually see yourself giving a confident presentation (don't just think it).
2. Think of your successful event as if it already happened.
3. Use lots of positive self-talk and affirmations.
4. Create a "treasure map" (described in the free ebook)
5. Position yourself as a friend to the audience.
6. Make an emotional connection with the audience

Marisa D'Vari is the president of Deg.Com Communications in Boston, and invites you to subscribe to her free ezine by sending a blank email to <mailto:join-BusinessSuccessSolutions@pluto.sparklist.com>

You can see samples and private (your email is private) at <http://www.deg.com/ESS/ezine.htm>

Or - just get your free ebook on Confident Presentation skills by sending a blank email to <mailto:presentations@getresponse.com>

[Get-Articles.com](http://www.get-articles.com) : 1000's of reprintable business and internet marketing-related articles.

[Submit your article for reprint.](#)