

# What have you achieved that you're most proud of?

Put your answers in the chat.

Make sure the chat is set to 'everyone'.



# Wins

**Michele and Ellis Spiezia:** Success with LinkedIn networking, reaching out and building interest from a target sponsor.

**James Moore:** Confidence in niche and value has led to employer showing a keen interest in a mutually beneficial partnership.

**Bea Vear:** LinkedIn contact replied and started a mutual-benefit conversation.

**Gary Booth:** Chequered Flag Motorsport ambassador Alisha has won the Ginetta Junior Scholarship, and will be working with Gary on joint partnership proposals.

**Cammie Sturch:** Closing in on a deal to become the creator of all branding, and graphics, for an electric racing championship.









**Confidence starts with  
self-awareness**



**What are your strengths?**

**What are your weaknesses?**

**Why do you feel nervous?**

**When you're anxious, what does that feel like?**



**Would you speak to a friend the  
way you speak to yourself?**



**"Why would  
anyone sponsor  
me?"**



**"This is  
pointless"**



**"I don't know  
what I'm talking  
about."**



**"They'll just  
say no."**



**"I don't have  
any value."**



**This is called emotional reasoning**

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**We assume negative emotions are a realistic  
interpretation of the situation**

Discussion

**What would other people say  
your strengths are?**

5 minutes





**Perception = Reality**



**If you appear confident maybe you are...**



# Limiting beliefs

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These are the things we believe about ourselves that hold us back.

More often than not, they're not even true!

**Memories come with confirmation bias  
built in**



# How do you overcome all this?

- Self-awareness of limiting beliefs
- Breaking the cycle of negative talk
- Remember that feelings don't always mean fact
- Push yourself out of your comfort zone
- Don't let negative self-talk and limiting beliefs stop you

**Exercise**

**What limiting beliefs  
do you have?**

**3 minutes**



**Work on yourself**





**Step outside your comfort zone**

**Exercise**

**How can you push  
yourself?**

**3 minutes**



**The secret of my success**



**Fake it until you make it**































**Turn nerves into something positive**

It means you care!



**Affirmations**

**Exercise**

**Write or find some  
affirmations**

**2 minutes**

# Build confidence

- Be aware of your limiting beliefs
- Challenge negative self-talk
- Push yourself out of your comfort zone
- Remember why you're doing this





# Assignment 6

- **Push yourself out of your comfort zone**

**Let us know what you intend to do and how it goes in Circle**

