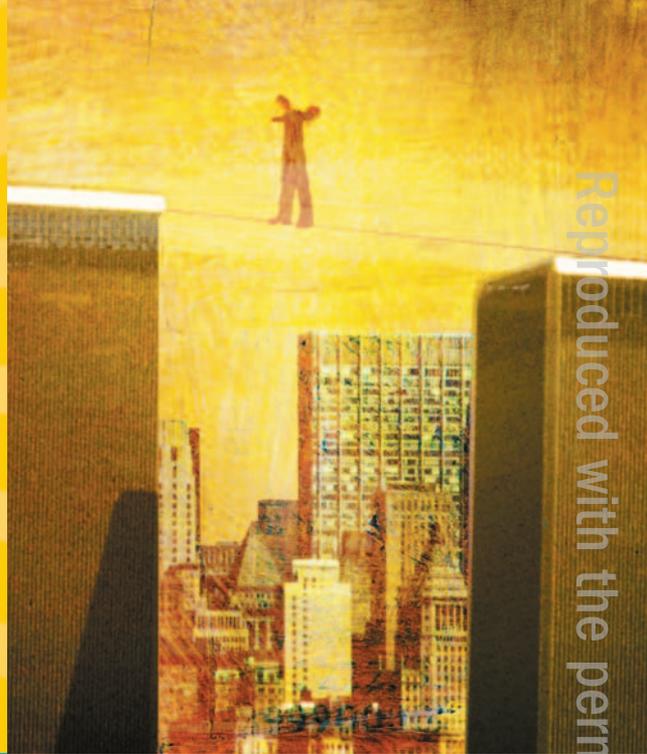


6 Serious Fear Busters

Do your doubts and fears stop you from achieving your goals?

By Marcia Wieder



Quote seen on a tip jar in a coffee shop:
“If you fear change, leave it here.”

Do you dream of a thriving coaching practice where you have impact, contribute to others, and maintain a certain lifestyle? “Of course!” you say. But as you get closer to fulfilling this dream (or others) don’t be surprised when doubt and fear surface. Despite this, rest assured that there are simple and practical steps you can take to keep dreams—not fears—front and center.

The number one way we sabotage our dreams is by saying things such as, “But, what if?” and imagining the worst. But, what if I...

- Fail
- Succeed
- Say or do the wrong thing
- Don’t know the answer
- Get a client
- Don’t get enough clients
- Can’t quite cut it
- Don’t make enough money

Unreasonable doubts attack our rational mind, inventing terrifying tales. This further justifies or magni-

fies your fears. When you hear yourself say or think, “But, what if?” you are caught in a common pattern of projecting fear and doubt into your dream. With this thinking, as you move toward your dream, you’ll also move toward your fears and worst nightmares. With too much to risk, most of us give up or never even begin.

Six ways to confront fear

1. If you feel afraid or indecisive, do this simple exercise: Draw a line across the center of a paper. On the top, write your dream in as much detail as possible. On the bottom, write out your reality (about this dream) including your fears, doubts, and “but, what ifs.”

Now look at the two sides. Are you more committed to your dream or to your fear? Two things will cause you to be more committed to your fear. First, if you don’t have a clearly defined dream. Second, if you project your worst fears into your dream, you’ll choose reality because it’s safer. But

when fear is placed in its proper place, as part of reality, it is easier to be more committed to your vision. Fear simply becomes something to manage.

2. As you move along your path, connecting and growing closer to your dreams, you’ll often run into the voice of your “Doubter.” We typically ignore or obsess over this aspect, because it tells us everything that might go wrong. Left unattended, this voice can be disruptive. But turn the Doubter down and it becomes the voice of the “Realist.” This voice primarily wants to know what you are planning, and its concerns are usually related to time and money issues. Early on, you may not have all the details figured out, which is why going to strategy too soon can actually hinder or limit your dream.

3. Your Doubter can provide a list of obstacles based on its fears and concerns, which are either limiting beliefs (an internal job) or require a strategy (an external job). Some obstacles may

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THE FEAR ISSUE

be both and they can be real or imagined. The Dream Coach rule is, whenever there’s an obstacle, you should design a strategy to manage it. Make a list of your obstacles and identify which ones are negative self-perceptions or beliefs and which ones require active strategies.

The following example illustrates how you might organize an Obstacles List pertaining to your dream to grow your practice:

- I don’t know how. (belief and strategy)
- I’m afraid I will fail. (belief)
- I don’t have the money. (strategy)
- I’m too tired. (belief and strategy)

The first step in managing fear is to identify exactly what you are afraid of. Just saying, “I’m afraid,” can keep you stuck. Identify what you fear. If you are afraid you can’t make a good living as a coach, explore ways to check out your assumptions or to get training. Go and secure a paying client, find a mentor coach who can help you figure out what to charge or inspire you to raise your fees, or sign up for a program like “Coach & Grow Rich.”

Sometimes there is no evidence that this is the right time to pursue your dream, especially if you focus on your fear or even some aspects of reality.

Don’t look in your checkbook, the stock market, or in the approval of others for evidence of whether or not you should believe in your dream. The place to look is in your own heart. Can you believe in something because it matters to you? Can you demonstrate that you believe in it by taking action? This is where powerful breakthroughs occur.

4. Here’s a critical and proven point: Beliefs are never neutral. They either move you forward or hold you back. The good news is you do have a choice about what to believe. The way to move from limiting beliefs that hold you back to empowering beliefs that move you forward is through willingness, courage, and practice. Be willing to believe in yourself and your dreams. Have the courage to act on what you believe. Develop this as part of your identity by practicing this behavior continuously until it becomes true.

5. Are you aware of what typically stops you? For most of us, it’s having to do something we hate, are not good at, or have no idea how to tackle. It can be frightening when that task is essential to the success of your venture. It could spell your demise. Don’t allow one need or issue to destroy your dream.

DOUBT CAN BE YOUR ALLY

Dreams can get derailed when doubts start to surface. The solution? Interview your Doubter and be curious. Capture its needs, insights and wisdom by completing these sentences (multiple times):

“The way I sabotage _____’s (your name) dream is by _____.”
Example: “The way I sabotage Jenny’s dream is by having her doubt herself and quit.”

“When I am running _____’s (your name) life, I _____.”
Example: “When I am running Jenny’s life, I keep her too busy to focus on what’s important.”

“What I need from _____ (your name) is _____.”
Example: “What I need from Jenny is for her to have faith, to get help, to breathe.”

Task clarifiers:

- Identify the block or area of concern.
- Decide if you are going to tackle it yourself.
- If not, find someone who can do it with you or for you.
- Hire them or trade for something they need.
- Get back into action on the areas where you excel.

If your dream is to write a book but you can't type or are computer-phobic, this doesn't have to stop you. Learn a new skill or hire someone. If you can't afford that, explore bartering. If you are branching out into a new area and lack knowledge or experience, educating yourself is essential. But does it make more sense to take a class or would it be faster and easier to find a mentor? Get creative and get going. The time you waste worrying would best be used seeking guidance and finding answers.

6. Overcome fear and other obstacles (even time and money issues) by enrolling others into your vision. Master this skill and you'll accomplish bigger dreams with less effort. One of the most powerful ways to overcome the fear of not having clients or making enough money is to be able to talk to anyone, anytime, and anyplace about their dreams in a way where they feel inspired. Ask what their personal or professional dreams are and explore how you can help them achieve what they want. Build enough value and the objection around cost often disappears.

Enrollment steps:

- Establish rapport and relationship.
- Build value by asking good questions. If you're not interested, move on (or refer this person to another coach).
- Overcome objections by revisiting the previous two steps.

SHORTCUTS TO SUCCESS

- Separate your dreams from your fears.
- Clearly recognize your doubts.
- Identify if your obstacles require belief or strategies.
- Prove that you believe in your dream by taking action.
- Learn the necessary skills or get assistance.
- Talk to everyone you meet and master enrollment.

- Secure an agreement by negotiating as needed. It could be for a meeting, a complimentary session or to begin your paid coaching relationship.
- If your prospect says no, be courageous and ask why. Make specific requests allowing it to be easy for others to say yes.

Build an arsenal of winning behaviors and people that you can reach out to in a pinch. There's nothing worse than feeling desperate and having no place to turn. Develop a robust database of brilliant resources that you can access at any given moment. Build a community of fellow dreamers or join one that already exists.

Life will rush in, systems will fall apart and you may have a meltdown. Being a coach doesn't mean you won't have setbacks or ever be afraid. Quite the contrary—it's incredibly freeing to fail without considering yourself a failure or to be afraid and to risk anyway. Successful coaches have ups and downs and live to tell. By sharing your life's experiences and magical moments of fear and of courage, you best serve your clients and the world. •

Marcia Wieder is a world-renowned speaker, author and founder of Dream Coach® University and has certified over 200 Dream Coaches® worldwide to lead her masterful work.



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