# SPEAK WITH NO FEAR



Go from a nervous, nauseated, and sweaty speaker to an excited, energized, and passionate presenter

MIKE ACKER

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**Mike Acker** 

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Some names and identifying details have been changed to protect the privacy of individuals.

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 $\underline{www.speak with no fear.com}$ 

## **READ FIRST**

Thank you for investing in my book. As an appreciation, I'd love to give you a free gift.

# THE 3 QUESTIONS & THE 3 CLASSICS

This is the lesson I start out with when coaching speech clients.

This lesson has helped hundreds of people gain clarity and direction in creating their speech.

<u>Click Here</u> or use the QR code for your free gift:



# "Courage is not the absence of fear, but the mastery of it." Mark Twain

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U.B.U.

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#ENJOYRIGHTNOW

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**START HERE: 1-2-3-R** 

**MAKE IT YOURS** 

ONE LAST ENCOURAGEMENT

#### DISCOUNT FOR A COACHING SESSION

#### **ACKNOWLEDGEMENTS**

# ABOUT MIKE ACKER

## **PAXTON WANTS TO KNOW IF YOU CAN HELP!**

# **DO YOU WANT MORE?**

#### **INTRODUCTION:**

#### YOU ARE NOT ALONE

I was in the 7th grade. Pimples, growth spurts, and a cracking voice defined my exterior. My parents had forced me to go to a new school in a different country. I was an outsider to the school and a foreigner to the nation of Mexico where my family had transplanted.

The day came when I had to give my first presentation. La Maestra (the teacher) called me forward. All eyes rested on me. Insecurity, doubt, and fear marked my interior. My nerves fried as I stood to speak to the class of forty peers. As my presentation began, so did the laughter. Forty teenagers cackled at me as I stood all—alone. I sped through my words, turning the presentation from merely okay to unintelligible.

Finally, it was over. I made it through the rest of the day amidst teasing and others talking about me behind my back. I literally ran home (we lived 3 blocks away).

Fear gripped me, causing psychosomatic sickness to set in the next day so that I could skip school. I didn't ever want to do that again.

#### YOU DON'T HAVE TO BE AFRAID

*Fear* is why you bought this book. My guess is that you have an upcoming event at which to speak. Or your job or schooling requires you to get in front of people constantly. Each time this happens, your stomach drops, you begin to sweat, and you want to throw up.

#### I get it.

You don't have to be afraid any longer. This book can help you. You will learn 7 strategies you can begin today. These strategies will give you a new perspective, they will prepare you, and they will give you actions to practice. As you implement these strategies, your fear will begin to fade.

How do I know that? I have personally acted out these strategies. Years later, I am widely educated and I am broadly experienced in communication. Additionally, I started a company called ADVANCE and I have twenty clients work with me each week to grow their skills. They are in the middle of conquering fear, or have already learned to conquer their fear. You can do this too!

I understand what you're feeling right now, and I promise you, I know how to get you where you want to go. You can overcome your fear.

I know what it's like to be nervous, worried, sweaty, and anxious. You are not alone. Today, you can take a step in a new direction. You can begin the journey to overcome your fear *right now*. If you are overwhelmed by the fear of speaking, begin to believe that things are going to start to change today. You don't have to be afraid forever.

Or maybe you're a student of communication, and you just want to hone your skills. You already know how to conquer your fear; you just want to get better at controlling your anxiety and your nerves. This book will help you develop that ability.

Or maybe it's just been a while since you've spoken in front of people, and you want to regain a sense of mastery.

Each week, I work with all kinds of clients who express the desire to get better. I believe you are committed to improving as well, and I applaud you as you take this next step. These 7 strategies can be added to your tool belt if you are brand-new or just need to sharpen the tools that you already have.

Ultimately, this book will help you. You can take these 7 strategies and immediately get to work to overcome your fear. If you want to skip ahead, Click Here to download my action checklist. These will give you specific actions to practice. However, this entire book will do more than just provide actions to take: it will give you the understanding to help you develop a new mindset.

Whatever your situation currently is, I understand. I used to get sweaty, nervous, and nauseated even to small groups. Now, I have had the chance to speak to 3,000 people at civic engagements, lead leadership workshops, speak to several thousand people at a megachurch, engage audiences of kids and youth, speak at churches of many sizes, and many more events.

#### **MY PROMISE TO YOU**

I promise you that you can do this. You can speak with no fear.

## Where you are is not where you have to be.

Don't wait any longer. One day turns into one week. One week turns into a month, into a year, into a decade, and into a lifetime. Don't let life pass you by while you wrestle with the same old enemy of fear. Do something about it.

Take action today. Begin to read. Begin to learn these strategies. Start now.

# "Now is the time to fix the next 10 years." Jim Rohn

# THE SEVEN STRATEGIES

- 1. Uncover & Clean the Wound
- 2. Imagine the Worst
- 3. You Be You
- 4. Speak to One
- 5. It's Not About You
- 6. Channel The Power
- 7. Be in the Moment

"We are what we believe we are."

C.S. Lewis

#### **BEFORE YOU BEGIN:**

#### **BELIEVE**

You are welcome to jump into the strategies below. I won't stop you from taking action. Just promise me that you won't start with doubt.

Doubt deters you from taking strategies seriously. Doubt erodes confidence. Doubt makes truth seem like lies. Doubt will feed your fear and give you more speaking nightmares. So you have to let go of your doubts and start believing in yourself.

#### Where you are is not where you have to be.

This sentence was included in my introduction. Do you believe it? Do you believe in yourself? At least some part of you does. Otherwise you wouldn't have picked up this book! Let's build on this belief. Take a moment and whisper the immortal words from the classic story, *The Little Engine That Could*, "I think I can. I think I can. I think I can."

Are you struggling? Do you find yourself dwelling on negative thoughts? "It's not going to work for me." "I'm just not a good speaker." "I'm an introvert. I just can't." "I've tried in the past, and it didn't work."

If you are struggling to believe, will you suspend disbelief while you read?

Read this book as a believer, not as a skeptic. Education will often teach you to think critically. Keep that mindset for work and academics. This book needs you to think receptively. Trade in any negativity for positivity. Think well of yourself. Believe in yourself. Where you are is *not* where you have to be.

I have lived this mantra. I really can help you live it as well. That is why I started my coaching practice, ADVANCE, Coaching and Consulting (<a href="https://www.stepstoadvance">https://www.stepstoadvance</a>.

com). I help people take their next step forward so they can advance their

goals, business, skill sets, careers, and life. I want to help you. And *belief* is where that help begins.

I believe in you. You can turn your speaking nightmares into living your dreams.

#### MY SPEAKING NIGHTMARES

Imagine (or better yet, recall) one of these scenarios: You are asked to give a toast for a wedding. You are requested to give a presentation on your area of expertise. Your company has grown and you want to pitch an idea to obtain additional capital. You need to give some kind of speech or presentation. And what happens? You're nervous. Sweat starts to pool under your arms. Butterflies begin to flutter in your abdomen. You want to throw up. Your anxiety causes you to endlessly ramble. You wish you could quit the speech and run away. But you can't; you have to get up in front of people and speak.

If you have a speech coming up, then you are being forced to face the number-one fear in America (above even death). Yes, you read that right; public speaking is often ranked as the number-one fear in America. Do you relate? You would rather die than speak in front of people!

If you feel fear, anxiety, and nervousness at the prospect of public speaking, then you are not alone. Hundreds, thousands, actually millions of people are right there with you. And each day I get to help some of them overcome that fear.

You don't have to have that same fear forever.

You really don't. I believe in you. You can conquer that fear!

I can help you. I can't erase the fear but I can give you understanding, tips, and skills that will ease your fear. That fear can devolve into the appropriate type of energy. I can teach you how. It's what I do.

Don't wait to get started. Don't push this off to another day. Today is the day! Don't delay. Unattended fear only feeds on itself and grows into nightmares.

Every time I spoke in front of my middle school and high school class, I was made fun of. It became a common theme for people to laugh at my stage presence. Each month, I had to wrestle that familiar sensation that struck

me when yet another presentation was assigned to our class. I grew friendly with the fear of public speaking. Over time, I learned how to manage the fear, but every presentation was still accompanied by fear.

Outside of my school fear, I had the opportunity during high school to speak at a banquet. I had some good thoughts to share but when I spoke it came across poorly. While I meant to honor another person, my speech seemed to focus only on myself. Later, my mom pulled me aside and rebuked me. She was embarrassed that I had talked so highly of myself. But I didn't mean to brag! I was honoring someone else. However, my speech went wrong and I was humiliated. 20+ years later, I'm still embarrassed of that speech.

These negative experiences tainted me. After the banquet, I panicked at the next opportunity to speak in front of others. "What if I screw up again? What if I embarrass myself? What will my mom think? I should just shut up. I should run away. I should fake sickness. I should move to Australia. I should become a silent monk. Yes, I will become a monk." And that is what I did. I moved to Australia and became a monk. I don't have to speak to people anymore...

Of course not. That isn't how life works. You can't run from public speaking. At some point in your life, you will have to speak at your business, your school, a wedding, a memorial, a party, an interview, or one of a hundred different scenarios. You will have to get up in front of people, so you might as well learn how to do without fear. And that is what I did. I gradually worked on managing my emotions. I learned how to use my personality, how to switch my focus, and how to use fear for good. I began to believe in myself.

I internalized how to ease my fear and turn the negative to something positive. My only wish? I wish I'd started earlier. Don't delay it anymore. Begin to believe in yourself today.