

# Overcoming the Fear That Is Holding You Back



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***“Face Fear Directly in the Eye and Conquer It!”***

“Failure to face fear never resolves it. It only gives it time to grow.”  
- *Dave Dean*

**FEAR = FALSE EVIDENCE APPEARING REAL**

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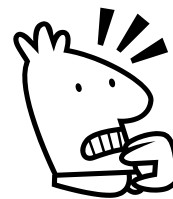
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**AREAS FEAR APPEARS IN OUR CAREERS:**

- Fear of Prospecting
- Fear of Cancellation/Confirmation
- Fear of Asking for Referrals
- Fear of hiring help and losing money
- Fear of shooting for a real high goal



ALL OF THESE ARE FEARS OF FAILURE!!!

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*But...*

Over and over in history it has been proven that Success usually comes after experiencing many failures.

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# Solutions and Suggestions to Overcome FEAR

Positive Self Talk

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Do what you FEAR most as often as possible

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Take the situation you FEAR and ask yourself what happens if you fail, and just say, SO WHAT!

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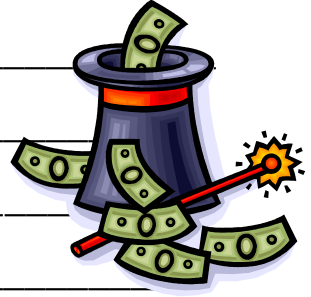
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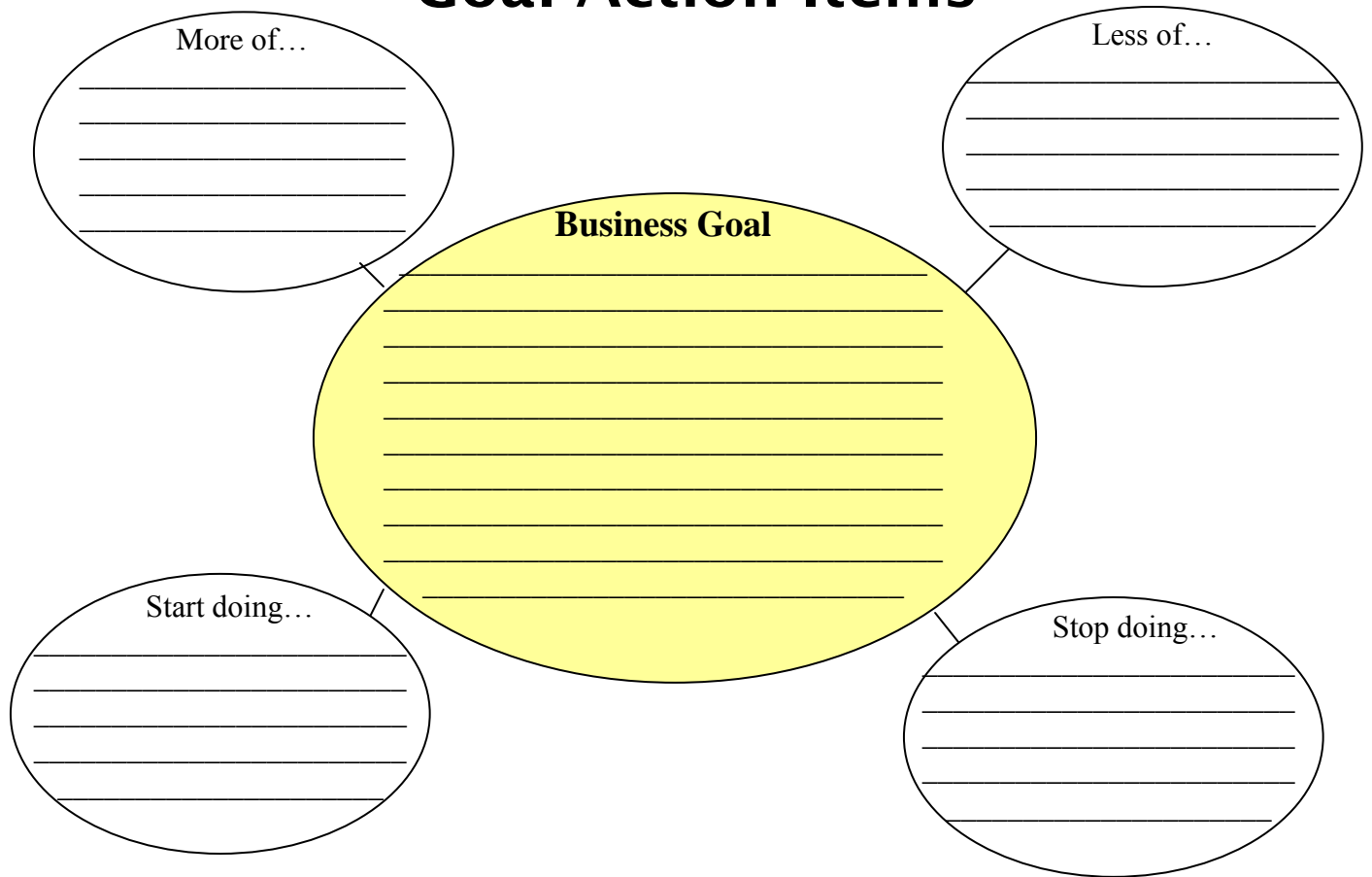
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“Magic Wand Theory”



Have a very **SOLID PLAN** to **SUCCEED**

# Goal Action Items



# Goal Action Items

**More of...**

**Less of...**

**Personal Goal**

**Start doing...**

**Stop doing...**

Be completely focused on what you want to achieve

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## My Challenge to You:



- 1) Identify the Fear you want to overcome.
- 2) Why do you want to overcome this fear?
- 3) How will you overcome this fear?
- 4) By when will you overcome it?
- 5) Who will be your accountability partner/s to help you overcome this fear?



## Continued Support and Tips

If you have questions or comments as you go through this process, or would like to keep me and others posted on your progress, please connect with me on Twitter, Facebook, Email, Blog Comments, or LinkedIn.



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