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Ultimate Confidence

The Secrets of Feeling Great About Yourself Every Day

Marisa Peer

Published by Sphere

Extract

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SPHERE

First published in Great Britain in 2009 by Sphere

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A CIP catalogue record for this book
is available from the British Library.

ISBN 978-1-84744-138-6

Typeset in Sabon by M Rules
Printed and bound in Great Britain by
Clays Ltd, St Ives plc

Papers used by Sphere are natural, renewable and recyclable products sourced from well-managed forests and certified in accordance with the rules of the Forest Stewardship Council.



Sphere
An imprint of
Little, Brown Book Group
100 Victoria Embankment
London EC4Y 0DY

An Hachette Livre UK Company
www.hachettelivre.co.uk

www.littlebrown.co.uk

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Foreword

I have known Marisa first professionally and then personally for over fifteen years and the day I met her was my lucky day. She is the most extraordinarily gifted therapist and I have sent her literally hundreds of people over the years, some international celebrities, some extremely famous, some a little bit famous and some not famous at all. They all had one thing in common: they needed help and I gave them her number knowing that she would change their life.

I can therefore easily say that her skills are unique and completely life-changing. Because of my high regard for her brilliant ability to change people's lives, and because of my job, I also gave her a significant role in one of my programmes, *Celebrity Fit Club*, where she worked with eight celebrities over a four month period and achieved extraordinary results. She is internationally considered to be the very best in her field and people travel from all over the world to seek her help. She is the only person I have ever met anywhere in the world who I know has the unique ability to help people with the widest assortment of problems, including those who have suffered the most severe forms of abuse, and achieve dramatic lifelong changes.

When people ask me why Marisa and her methods are different that's easy, here's what I say: when you have a heart problem, you go and talk to a heart specialist who diagnoses what is wrong and tells you that you need surgery. So you go and have surgery. If you just talked and talked to the heart specialist, that heart problem would be diagnosed but untreated and at best remain the same, at

worst get a whole lot more serious. With Marisa, she is both the specialist who diagnoses and the surgeon who operates. You talk, but then you dive deep and sort it out.

I have been asking her to write her therapy book now for over twelve years, for all those people who just can't get to her or who she can't see. And here it is at last. And it is just wonderful. Full of her wit and wisdom. Full of her honesty and total lack of judgement. Full of her cutting-edge therapy.

For every single person who reads this book, it is their lucky day. Patterns and behaviour that make you unhappy do not need to stay that way for ever. People tend to accept that they are hopeless at this or that, they tell you that they have 'always' had relationships that go wrong, or do jobs they don't really enjoy – why?

Without even realising it, people adapt to their negative patterns until those patterns rule them. When you feel like that, or when your brain feels like Spaghetti Junction, just read this book and feel the knots unknot.

The brain can change and is happy to, if you help it develop new neural pathways. This book is just like a session with Marisa. It is effortless to read and to do, and then in the days and weeks that follow you just feel totally changed.

I hope every person who reads this book allows it to help them change their life. Marisa is wonderful and so is this book.

Claudia Rosencrantz, Director of Television, Virgin Media TV,
former ITV Controller of Entertainment

INTRODUCTION

'*Confidence comes not from always being right but from not fearing to be wrong*' – Peter T. McIntyre

Why This Programme Works

There are so many books already published promising to show you how to be confident and promising instant results, but this book is different. This book reactivates the innate confidence you were born with and then massively increases it. This book takes you back to where and how your confidence became eroded and, through a series of simple exercises, regenerates within you lasting high self-confidence and high self-esteem. Within these pages are the keys to unlock everything that can and will give you lasting inner confidence and permanent self-esteem. Throughout this book I will focus on the methods that really achieve a lasting effect on your self-confidence. You are going to change your attitude, your language, your thinking, your beliefs and your whole mindset to become supremely confident and remain that way for good.

This book is written in a very specific hypnotic style using language patterns that will trigger significant changes in your thinking and in your mindset. It also includes a CD that plays a very important role in reinforcing everything you have learnt in the book. Just reading the book and listening to the CD will make you feel better about yourself and about what you are about to achieve.

The beauty of this book is that the repetition within it is designed to do all the work for you as you absorb the instructions and become fully receptive to change. That is why it is so worth your time to read it and do the exercises. You might just find it's the best investment you ever made. The hypnotic commands in this book don't require you to do what I say; it's not about following my advice or rules. Instead, the hypnosis triggers you to review what I say, absorb the information and then naturally implement changes, changes that are amazingly effective and permanent.

The method behind *Ultimate Confidence* is unique in that it offers you a way to regain the kind of quiet inner confidence that radiates out from you and makes an impression on the people around you. It shows you how to increase your sense of self-worth, self-esteem and self-value so that others will respond positively to you and even follow your lead and increase their sense of your worth and value. This is so much more than a book: it's a programme written to help you become the best you can be. It enables you to surpass your own expectations and those of others too, while motivating you to live your life to the fullest and achieve the things you really want with a new level of self-belief and with an inner confidence that will always be there. Through my approach to building confidence you are tapping into the vast reserves of confidence that we are all born with.

The programme's ten steps include exercises that free you from the past while giving you a more confident future. It has steps that you can use to improve your relationships, your career and your communication with anyone in any area of your life. It has case histories and client stories to learn from and includes proven habit breakers and psychological techniques that get results and can free you from anxiety and depression. It also has the secrets that successful people naturally use that you can implement into your daily life to permanently boost your confidence.

When addressing confidence it is worth distinguishing that it is not the same as motivation. There is a huge difference between someone telling you 'You can do it' and showing you 'You can do

it' by giving you the specific tools and techniques that always work. Motivation does not always make us take action and it does not always come before action; often it is taking the action that then makes us motivated to do more. Sometimes when I go to the gym I am unmotivated and tell myself I will just do thirty minutes, and then I get into it and do sixty minutes or more as I start to enjoy it. Sometimes I am not motivated to write but as I begin it I get motivated to do more because I find the more I do the more highly motivated I become. Motivation means you can psyche yourself up to do something that may be challenging, such as going for an interview, or you can use motivation to make yourself take action. But when you are confident you don't need to constantly motivate yourself; you will feel sure that you can do things since, once you achieve real confidence, it's always with you.

The journey this book will take you on will subtly and irrevocably change your beliefs, your thoughts and your actions. You will learn specifically and in detail exactly how to visualise for success and discover for yourself the fact that scientists agree that visualisation can powerfully increase self-esteem. By the end of this book, when you come to A Day in the Life of the New, Confident You, you will be rewired to respond to any and every situation with more natural and easy confidence. You will have achieved so much and will be able to enjoy the success of liking yourself because, until you do, nothing really matters or has a real benefit. You will be rewired to be the person you were meant to be, and we are all meant to like ourselves. The definition of high self-esteem is actually how much you like yourself. You will be reprogrammed to have lasting, visible change in your self-esteem, self-confidence and your sense of self-worth.

The free CD at the back of this book is recorded as an exclusive session with me and it will help you keep all the changes you are going to make through reading *Ultimate Confidence*. The CD is designed to reinforce everything this book will teach you so please don't play it until you have finished the book.

In my practice of over twenty years I have worked with thousands of clients who enjoy huge success, including supermodels, celebrities, millionaires and even royalty, yet they were not happy and did not have the self-esteem that you would expect given their achievements. I would be a millionaire too if I had a pound for all the times they told me they felt like fakes or frauds and were waiting for it to all go wrong, and that, despite seemingly having everything, they couldn't enjoy their lives because they lacked confidence and self-belief. I don't believe in instant confidence or the fake it till you make it concept; I have worked with so many clients who have faked it and have absolutely made it but still feel like they are faking it twenty years later and, as a result, they are unhappy, anxious and stressed and feel as if they are living a lie.

I always remember one of my very famous clients who had enjoyed fabulous success – including winning more than one Oscar – telling me that he was waiting for everyone to find out that it was just a fluke and he really had no talent at all. No amount of awards and gold statues on his mantelpiece alleviated his feeling of inadequacy because his inadequacy came from within. When people told him he was wonderful he didn't believe them and felt they had an agenda, or wanted something from him, or were bullshitters, or were so easily pleased that their opinion was worthless. His belief system had told him he was not good enough long ago and he had achieved fame to make everyone believe in him, but he still didn't believe in himself. This feeling of not being good enough is apparent in so many people, whether they're famous or not. Many people who have huge talent and have achieved success or fame are still very unhappy because they don't believe in themselves. This book will give you every technique that will allow you to believe in yourself, like yourself and feel good about yourself. You can't really have lasting confidence until you locate and remove the beliefs that make you doubt yourself; once you have done that you can have THE ultimate confidence – the kind of permanent, effortless confidence that becomes a part of who you are.

Many years ago I was reading a bestselling relationship book by a renowned author and was very taken with the chapter that said all you have to do to make a man feel great about himself is to praise him endlessly. Being a shrink myself I knew that was not strictly accurate. For praise to work it has to be intermittent and often unexpected and it has to be somewhat justified. Nevertheless, I tried this method with my boyfriend; he was someone who had issues with his self-worth, probably because he was dispatched to boarding school at seven. He was talented, successful, smart, very good looking and funny but did not believe in himself, so I decide to practise on him and praised him a lot and was rather surprised at his reaction: he became angry and irritable. I praised him for what he looked like and that produced irritation; so I praised his conversation skills but he didn't like that either; and later on in bed I praised his skills (and they were very good) and he just got more and more pissed off until finally he asked me what I wanted and why I kept on telling him stuff that he knew was not true. I really wanted to write to the author of that book and ask him what to do with his advice when the person you are praising won't let it in and won't believe a word you are saying. It sort of proved my point that when people feel they aren't good enough what you believe about them is less important than what they believe about themselves. You have to change your own habits of thought (your beliefs) before you can change your habits of confidence. This book will locate the beliefs that have been holding you back and then eliminate them for good.

How This Programme Is Different

This programme is different because it does not show you how to get yourself into a confident state by engaging in physical or mental exercise of the kind that athletes or performers use before a performance. Doing this is called 'getting into state' and the

techniques to get you into a confident state do work but have to be repeated at every situation.

I want to give you an inner confidence that will always be there within you.

The major cause of lacking confidence is because at some level we don't feel good enough. Feeling not good enough is a horrible, pervasive feeling that we are always trying to compensate for by achieving more, working harder, looking better and getting better results. However, once you are free of this feeling and can know with unshakeable certainty that you are good enough, you will no longer need to battle with the feeling as it will no longer exist within you.

This feeling of not being good enough is something I've come across many times as a therapist to the stars in Britain and America. Over time I have developed certain techniques of my own that achieve amazing results. I've become known as a top therapist and have won awards, including being voted Britain's best therapist, for my methods. I've devised particular techniques that have become my favourites because they are so effective and many clients have written to me to tell me just how powerful and effective they found them. These techniques are all here in the book so you can benefit from them too. Having personally experienced low self-esteem and almost no confidence in the past, it always thrills me when I can instil the same great changes in others that I instilled in myself and my patients.

Like many people, I started off quite well. My parents were pleased with their little daughter and my grandmother always told me I was a genius. I even won a prize for being the smartest person in my year, but somewhere it all began to unravel and I became insecure, self-conscious and lacking in confidence. I also thought I was hideous to look at, too. I was tall and gangly from seven to about fifteen and thought I was supremely ugly, like a daddy-long-legs. The boys at school called me Twiglet because that's what my skinny legs and knobbly knees reminded them of. Eventually I grew into myself and at seventeen got a great

boyfriend who loved my long limbs and thought I was wonderful, but because of my experience of growing up I always felt like I was acting, pretending to be confident, when inside I was a mass of insecurity. At one stage I was living in Los Angeles teaching aerobics for Jane Fonda and had a gorgeous fiancé, but the stress of pretending to be confident and self-assured was horrible. I always felt that because the way I felt about myself was so different from the way he saw me, it meant that he didn't really know me and loved a person who did not really exist. I felt that if he knew the real me he would be disappointed, so I put on an act of being confident 24/7, which was a huge mistake because, when people liked me, I felt like it was the act they liked and not the real me, which made me even more insecure. It's odd to look back at the person I was then because it seems as if who I was then was another person altogether. Having gone from feeling I was never enough to being more than happy with who I am, I want you to get the same results, and this book will give that to you.

My purpose for writing this book is to invite everyone who reads it to get back the confidence nature instilled in us and use it to have a happier, more fulfilled life. For years my clients have asked me to write out my methods and techniques because for the first time it is a way to achieve inner change that really makes sense to them and it works. This book will give you the same therapy and the same results from the privacy and comfort of your sofa in an effective and easy-to-follow approach. My patients swear by my methods to such an extent that I have never, ever had to advertise for clients; they have all come along by personal recommendation.

Why the Results Last

Following the processes in this book will allow you to change your habits of thought and then your habits of action so you make permanent emotional adjustments, ensuring you change

from the inside as well as changing on the outside. The benefits to be gained from this book come from doing the exercises rather than just reading them. Do all the exercises in the sequence in which they are they are written and you will get great results. Really use this book by highlighting parts that you really relate to, using the techniques and exercises as they are written and recognising this is a process more than a book. Think of it as a journey to fantastic inner confidence and self-esteem. To get to your destination you need to complete the journey; if you get off early you will miss the best bit. The great thing about making mental changes is that it's free; it's instant, painless and easy. The adjustments and changes I will ask you to make are often small and simple but the benefits can be huge and life changing. When you are making physical changes there is no doubt that the harder you work the better the results will be. With mental changes the opposite applies. It does not require huge effort or constant and ongoing work, it just requires that you do it and spend a few moments every day reinforcing it in your mind.

You have a few moments every day, don't you?

Many of the mental changes I will introduce can be reinforced when you are lying in the bath, travelling to work, even when you are cleaning your teeth. Since you spend all day thinking and communicating with yourself you are going to continue doing that only so much more productively.

Everyone has a few minutes in their day.

This may be a hypnosis book but it isn't going to send you to sleep; it's going to wake you up.

The Benefits of Your Free CD

The session recorded on the free CD is powerful enough in itself to achieve results. However, I am a great believer in the saying 'You can't heal what you can't feel' or, in more simple terms, you can't fix what you don't understand. The book will take you

through an understanding of how and why your confidence became diminished and show you how to reinstate it. The programme really gets to the root of any issues you may have that are affecting your confidence and builds from there, while listening to the CD repeatedly for a few weeks will lock in all the new suggestions, building on the essential foundations that the programme lays until very quickly being confident is not something that you consciously work at, but is a permanent part of you. Listening to the CD is like having a private session with me which will flood your mind with the images, words and beliefs that are necessary to achieving confidence and maintaining it permanently.

One of the rules of the mind is that it cannot hold conflicting thoughts or feel conflicting emotions, so while your mind is filled with confident thoughts and motivating images you cannot be thinking of or focusing on negative thoughts and images. For this reason this book is written in a style that makes changes to your thinking to ensure that this conflict of thoughts and beliefs ends, and the powerful CD enhances those changes and permanently locks them into your mind so that you benefit from lasting, lifelong confidence. Every exercise you do in the book and every chapter you read will be compounded and enhanced by repeatedly listening to the CD, so please be sure to wait until you have finished the book before you play the CD.

STEP 1

'*The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind*' –
William James (1842–1910), US psychologist

Attitude Adjustment to Get Results

It's useful to think of confidence as a journey. We come on to the planet loaded with confidence, only to lose a lot of it during adolescence; we then spend many years trying to get it back but not really sure how to. This programme will give you back all the confidence that is your birthright and the journey to get it back is simple and workable. As you change your attitude, your beliefs, your thoughts and your language you will dramatically increase your confidence.

Changing your attitude begins as something that you do and then it becomes who you are. I can hardly recognise the insecure, self-conscious person I once was. When I was working in Chicago some years ago I met up with my lovely ex-boyfriend from LA. I had not seen him for about ten years and when he asked me what I had done to change so much I said, I don't really know what I have done; it's not what I do it's who I am, and it's true. First I had to make myself change, I had to make myself do things that did not come naturally and eventually it stopped being what I did and became part of my behaviour and a part of me. I learnt specific methods of thinking and acting that made me more confident and also a lot happier. You are going to learn those same techniques as

you work your way through this book. Those techniques allowed me to become the person I was meant to be. We are not meant to be insecure and self-conscious, hiding ourselves away and not believing in who we are or what we have to offer. The spiritual teacher Marianne Williamson wrote that 'Your playing small does not serve the world. We are all meant to shine as children do. As we let our own light shine we give others permission to do the same.'

Babies, puppies and kittens all have such enthusiasm for life. They don't shy away, they like being the focus of attention, they expect us to like them and we do. True inner confidence is really all about liking yourself and feeling good about who you are, not having to try to be someone else or to big yourself up and not needing to impress others or work to make them like you. But confidence is not arrogance; they are so different because arrogance is the opposite extreme of lacking confidence. Arrogant people are just trying to convince themselves and you that they are someone, but if they really believed it they would not be concerned with or care about what you thought of them.

Confidence can be a quiet self-assurance that radiates from you. It's like when someone knows that they are good with children or animals, or a natural cook, dancer, athlete or painter: they don't tell you how good they are, they just get on with it. Children and animals can't be fooled: they know if you like them, if you can handle them, and it can't be faked. You can learn to have a genuine and authentic confidence about the things you are naturally good at. We are all put on the planet with a talent. Everyone is good at something, but it's important to remember that you are not meant to be good at everything. People who know they have a talent don't try to be good at anything else; they know it's enough to be good at one thing and they feel confident about how good they are, too.

Years ago my partner had prostate cancer and he had been to see one particular specialist who said, 'Well, I will do my best; we have to see how you respond to treatment, we must hope it works

but there are no guarantees.' I persuaded him to see another specialist who was considered to be the best prostate cancer specialist in England. He ran some tests and then said, 'I can help you, you will survive this, you are in the best hands. I am the BEST prostate specialist in Europe.' I can't tell you how good it was to hear that; it was reassuring rather than arrogant and his confidence made me feel so much better and helped my partner to make a full recovery.

Similarly, when I was on a flight once that hit really scary turbulence the pilot came over the airways and said, 'I'm sorry that I am giving you an unexpected Disney ride here but, don't worry, I am a very experienced pilot, one of Delta's best, and I know how to deal with this. We will be through it soon.' Again, his confidence was welcome and made us all feel better. We didn't think the pilot was arrogant or conceited; we were reassured by his confidence. People don't dislike confidence and confident people – they love it. If you rang up Gordon Ramsay and said, 'Gordon, I am coming for dinner at your restaurant tonight; how do I know the food will be good?' Gordon would probably reply, 'I am the best f***ing chef in the world; it won't just be good it will be bloody marvellous.' Most people, including his staff, really like and respect him. He doesn't say he's also very good at gardening or painting, he just states that he is good at one thing: food. It's his passion, and it's great to have a passion for something.

I used to take my daughter with me to give food parcels to homeless people, which was a great thing for her and me as when we came home we were so grateful for everything we had. Just having a house, a bed and a fire made us feel like royalty and so lucky. The organisation I belonged to that helped the homeless would try to get them off the streets by offering them work. When they asked them what they were good at they would run off a long list: I am good at carpentry, gardening, I am a chef, I am a builder, plumber, janitor, driver, mechanic, handyman etc, etc. What they were all saying was 'I am a jack of all trades and master of none'. But really you only need to be good at one thing

and what you are naturally good at lies behind and is connected to what you love to do, so find out what you love to do and be amazing at it.

Jane Asher began her career as an actress and then used her creativity to become excellent at designing and making cakes and writing many successful books showing us how it's done. She is an excellent example of someone who only needs to be good at one thing: she is a fantastic baker who only needs to focus on cakes. It's her niche and she does it brilliantly. Kim Wilde and Monty Don both switched careers and made a success out of their passion for gardening. People who love what they do would do it for no salary if they didn't need one. When you do what you love your confidence soars; on the other hand, it's almost impossible to feel good about yourself when doing things you hate.

In Step 5 we will focus on what you love to do and what your natural gifts are, but please don't skip ahead to that part as this book is written in a very special format that changes your mindset chapter by chapter, so read it in the sequence in which it is written to get the best and most permanent results.

Confidence-affecting Triggers

One of the rules of the mind is that feelings will ALWAYS overcome logic as they are so much more powerful, so it stands to reason we have to change the feelings rather than the logic. We have to change the feelings that make you hold back and fear taking risks or taking action. This is exactly what you are going to learn to do. By changing the feelings about putting yourself forward, being the centre of attention or speaking to strangers, those actions will cease to be a worry to you and you will find you can enjoy them. You can be as at ease with attention as a small baby is. You won't have to work to make it feel natural; it will feel and be natural. It is so empowering to be happy in your own skin.