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Psychology of Success: Overcome the Fear

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Thank you so much for attending my presentation at this year's POMA conference. I've prepared this handout to help you retain the most important concepts from my talk.

If you'd like to connect with me after POMA, I'd invite you to do so in the following ways:

Let's be friends on Facebook: <http://www.facebook.com/rachnajain>

Join my Facebook Fan page: <http://www.facebook.com/rachnajainfans>

Join my network on LinkedIn: <http://www.linkedin.com/in/rachnajain>

Get a copy of my book, "Overcome Rejection, The SMART Way" at <http://www.overcomerejection.com>

When we look at the Psychology of Success, Overcoming the Fear, there are several key things to remember. First, everyone feels afraid. It is difficult to feel comfortable with all the new technology and the fast rate of change within the media and publishing worlds. Most people try to deal with their fear by avoiding it, ignoring it, or just hoping it will go away. Second, it is possible to work steadily to overcome your fear. You can learn new ways of marketing and promoting yourself (comfortably!) to remain relevant and competitive within your industry.

Let's get into the content from my presentation:

I. What is Fear?

- a. Stress or anxiety about the unknown
- b. When we feel the demands on us are bigger than our resources

II. How Does Fear Show Up?

- a. Irritation
- b. Procrastination
- c. Fretting/Worry without Action

III. What is the 4 Step Process to Being Successful?

- a. Create an internal foundation for success
- b. Find easy ways to share your passion
- c. Take small steps everyday
- d. Find ways to overcome resistance

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IV. Internal Foundation for Success

- a. Really good self care
- b. Get a lot of support
- c. Share ideas
- d. Work on your biggest fears
- e. Realize that changing takes time

V. Easy Ways to Share Your Passion

- a. Let go of selling
- b. Practice with people you know
- c. Promote yourself comfortably
- d. Gradually expand your network

VI. Take Small Steps Everyday

- a. Do at least 5 actions per day to promote yourself
- b. Make a reward list for completing your marketing actions
- c. Pursue multiple opportunities simultaneously
- d. Track your successes

VII. Overcome Resistance

- a. Realize that “NO” is just a word
- b. Don’t overinvest in any outcome
- c. Be flexible where you can be
- d. Foster collaborative solutions

Is Rejection Your Biggest Fear?

Then you might benefit from reading and applying the principles in my book, “Overcome Rejection, The SMART Way.” Learn more at <http://www.overcomerejection.com>

Again, thank you for attending, and I look forward to the next time we connect.

Warmly,

Rachna