

BEAT IMPOSTER SYNDROME WITH NLP



TURN SELF-DOUBT
INTO SELF-ASSURANCE,
SO YOU CAN THRIVE IN
LIFE AND BUSINESS



Welcome to Beat Imposter Syndrome with NLP

Congratulations on taking the next step toward a more confident life. Conquering self-doubt and self-criticism allows you to embrace life to the fullest.

Doubting your abilities is a common issue, especially for high-achieving people. At a certain point in their careers, many people start to feel like phonies. It's common to feel as if you don't belong or that you only achieved your current success through dumb luck. You may even feel like a fraud and worry about being exposed for your inadequacies. These feelings may lead to a fear that you won't meet expectations. In turn, you may become a perfectionist and try to overachieve, leaving you exhausted and suffering from burnout.

If this describes you right now, you might be suffering from imposter syndrome. Beat Imposter Syndrome will turn that situation around. It explains a simple process from Neuro Linguistic Programming (NLP). This process transforms your brain from a burned out mess to wired for success. It taps into your brain's natural ability to grow new neurological pathways, build new habits and feel confident, strong and resourceful. As you read the Beat Imposter Syndrome you'll discover how to:

- ✓ Work out exactly what is causing your self-doubt so you can beat it once and for all.
- ✓ Bust 3 myths that keep talented people stuck in self-consciousness, so you can love being YOU.
- ✓ Ditch the thinking patterns that drive self-sabotage, fear and perfectionism. Take on the thinking patterns of Real Deal confidence.
- ✓ Reboot your brain's confidence circuits, so you can build unshakeable self-assurance and feel bold, vibrant and powerful. Starting today!
- ✓ Build Total Emotional Mastery, using the winning combo of NLP and Timeline Therapy.
- ✓ Get your personal, 3-day action plan for eliminating 5 Toxic Beliefs that cause imposter syndrome.
- ✓ Tap into the power of NLP, so you can build authentic confidence, break free of 'what if' thinking and become a high-impact leader.

Beat Imposter Syndrome teaches you to drive your own brain, optimise your thinking and revamp your daily habits – so you can create unshakeable confidence. Let's get started NOW.

What is imposter syndrome?



People with imposter syndrome believe they are not good enough. Despite being successful. Despite putting 120% effort into everything they do. Does this sound like you? If so, you are not alone. And you CAN change the way you think about yourself.

The word 'imposter' refers to someone who pretends to be someone else, thus deceiving others. However, if you have imposter syndrome you do not intend to deceive. Nor are you someone who 'fakes it until you make it'. You are genuinely successful. You have real achievements under your belt and are great at what you do. You just don't believe any of your success is due to your own efforts.

The term 'imposter syndrome' was coined by clinical psychologists Pauline Clance and Suzanne Imes in 1978. However, it is not a clinical diagnosis - which means it is not a mental health disorder. Clance and Imes observed the 'syndrome' among high-achieving women who felt unworthy of their success. Since their original study, more research has shown that imposter feelings are experienced by both men and women. So it can impact anyone. But why don't you believe in your own success? Why the constant self-doubt?

Experts agree there is no single cause for imposter syndrome. Some claim that memories of parents alternating between praise and criticism can be a factor. Other early experiences that can lead to imposter syndrome later in life include:

- ✓ Being pressured to do well in school
- ✓ Getting compared you to your sibling(s) by parents or teachers
- ✓ Growing up with controlling or overprotective parents
- ✓ Having parents who excessively praise your 'natural intelligence'
- ✓ Being harshly criticised for making mistakes



Psychological problems, such as anxiety, can contribute to the feelings of self-doubt associated with imposter syndrome. One frequent trigger for imposter syndrome is starting a new or challenging role at work. Some studies also suggest that social anxiety may overlap with imposter syndrome. This is because if you have social anxiety, you feel you don't belong. You may also believe you lack competence and ability.

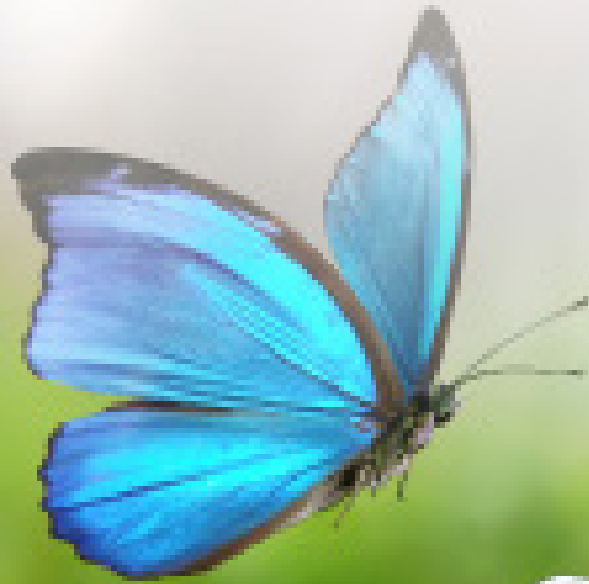
Dr Pauline Clance was one of the researchers who coined the term 'imposter syndrome'. She explains that imposter syndrome has five potential characteristics. Not every person experiencing the syndrome manifests all of these characteristics, but if you suffer from imposter syndrome, at least two of these characteristics will apply to you.

The need to be special or to excel

You need to always be the best. There's a reason imposter syndrome is most commonly attributed to overachievers. Perhaps you were a straight-A student in school or you graduated from university at the top of your class — now that you're out in the 'real world', surrounded by other high-achievers, you feel a heightened compulsion to continue to be the best. From an NLP perspective, this is an example of an outdated belief program that needs to be upgraded. Fortunately, it's easy change beliefs with NLP even if they are held at very deep, unconscious levels.

A compelling need to be perfect

Clance says 'the need to be the very best' and 'superman/superwomen aspects' are closely correlated. You hold yourself to impossible standards of perfection. You need to accomplish any task you set out to achieve, impeccably. Any outcome that falls short of perfection is a failure in your book. Even past the point where your work is more than acceptable to other people, you keep chipping away at it because it's never good enough for you. You recognise this pattern, but you're essentially powerless to stop it. As an NLP master practitioner, I can assure you this is a really common problem. It happens because perfectionism is giving you a *secondary gain* (or unconscious benefit). Finding new ways to achieve that benefit is the key to shifting your need for perfection.



Denying your competence and discounting praise

Some people feel awkward about accepting compliments, but you simply can't accept praise as valid. It isn't a display of false modesty, either — you truly don't believe you deserve the credit you're being given. There's also a nagging thought at the back of your mind that your 'more worthy' peers deserve that praise more than you do. NLP practitioners come across problems like this all the time. Again, they're caused by distorted thinking patterns. Usually, the culprit is deletion. This happens when you leave out a portion of your experience as you process life events. For example, you remember critical comments made about your work performance. But you totally blank out all the praise you've received over the years. Being aware of your deletion habits means you can overcome them.

Shame about your success

When your achievements are not like those of your family or peers, it's easy to be consumed by guilt about being different. For example, you might worry about being rejected. Or you might be afraid that your atypical success will make others uncomfortable. The mental programs that drive reactions like this are often coded into the unconscious mind. That's why knowing you 'shouldn't' feel ashamed of your success doesn't fix the problem. What does work, as any NLP practitioner will tell you, is recoding the reference experiences (deep memories) that are triggering your shame. Although this sounds complicated, it's easy to do once you master some NLP basics.

What is complete confidence?



Confidence is the knowledge that you're capable of succeeding at your pursuits. Living a life of complete confidence means that you are free of self-criticism, self-doubt, and all the emotions that come with a lack of confidence.

People who live confidently react positively to life's challenges. They rarely rise to anger or experience unnecessary stress. Confident people trust in their abilities. When a problem occurs, they seek solutions with a level head.

Lacking confidence promotes negative feelings. You may frequently doubt yourself or criticise your actions. You may find yourself engaging in destructive behaviour, such as overeating or abusing drugs or alcohol.

A lack of confidence can also keep you from achieving your personal and professional goals. When you constantly put yourself down, you may feel unworthy of everything you've achieved so far. These feelings tend to lead to imposter syndrome. You may believe that you don't belong or lack the skills needed to achieve your goals.

Imposter syndrome often affects high achievers and people in leadership positions. The responsibilities and expectations of high-demand jobs compounds feelings of anxiety and inadequacy. The pressure of the workplace may lead you to doubt your abilities.

When self-doubt takes over, you may start to believe that your situation is unchangeable. Instead of seeking a solution, you crawl through life in a state of learned helplessness.

Luckily, you have the power to change. Our workshop teaches you how to build complete confidence. Learn to calm down and avoid letting negative emotions get the better of you.

Confidence and greater emotional control allow you to pursue your goals with clearer intention. It becomes easier to navigate life's challenges and find solutions to any problems you encounter.

So, what does it take to beat imposter syndrome and develop complete confidence? In our workshop, Complete Confidence, we use the following three key steps to help alter your mindset:

- ✓ Automate confident thoughts
- ✓ Master your emotions
- ✓ Reprogram behaviour

Boosting your confidence involves learning how to stop letting negative thinking control your emotions. Neuro-linguistic programming (NLP) offers effective solutions for beating imposter syndrome once and for all. It includes techniques for changing your thoughts and behaviours. You'll learn how to develop positive thought patterns and reprogram your brain.

Overcoming self-doubt and self-criticism requires you to recognise negative thought patterns. Random thoughts float through your head all day. Zeroing in on the negative thoughts leads to self-sabotage. You may start dwelling on the past or worrying about the future.

Noticing negative thought patterns allows you to interrupt them. Our workshop teaches you to replace the negative thoughts with positive ones. With practice, the process becomes automatic. You'll have greater control of your emotions. When self-critical thoughts occur, you'll know how to keep them in check.

You'll also learn how to challenge your existing beliefs. The myths of perfectionism and complete control are often the root causes of self-doubt in high-achievers and leaders. Learning to set realistic expectations and practice self-compassion can strengthen your resiliency and confidence.



The neurology of self-doubt

Self-doubt is a feeling that often creeps up when dealing with a challenge. You may think that you lack the skills or experience needed to find a solution. These thoughts can hold you back. Self-doubt may cause you to second-guess yourself and keep you from taking risks.

What exactly is self-doubt? It's doubt in your own abilities and personal value. Everyone experiences self-doubt at times. However, some people deal with self-doubt in ways that only make the problem worse. When you experience self-doubt, your existing thought patterns take over. Your brain automatically responds with the same self-defeating actions that have held you back in the past.

Some people handle self-doubt by setting themselves up for failure. For example, you may pursue goals where you're likely to fail. After failing, you can blame the failure on external factors instead of your competence. People also sometimes deal with self-doubt by trying to overachieve. This comes from a fear of failure. You may push yourself too far and set unattainable goals. The extra effort increases your risk of becoming burnt out. Overachieving simply leads to unnecessary stress and anxiety.

As mentioned, self-doubt can also lead to imposter syndrome. This occurs when you start believing that your successes aren't earned. For example, you may believe that you've achieved success due to luck or timing instead of your abilities.

People also occasionally blame outside factors for their failures. For example, you may think that other job candidates have an unfair advantage when you miss out on a job opportunity. Instead of recognising your limitations, you blame others.

Unfortunately, self-doubt can also keep you from seeing the truth. It comes from learned behaviour. You've taught yourself to believe the negative inner critic in your head.

Self-doubt can trigger negative thoughts. However, it's also possible to rewire your brain. Your brain can adapt through a combination of effective coping strategies.

Knowing this about your brain is important. It means you can draw proven, scientific ways to make the change you desire. I've helped over 50,000 people move beyond their complete confidence. The key to success is combining neuroscience, psychology, NLP and plain old action. The single most important tip I can give you is this: don't just think about your confidence problem – do something about it.

3 MYTHS that fire up imposter syndrome



Imposter syndrome is often the result of a lack of confidence and increased feelings of self-doubt. So, where do these feelings come from? Several commonly believed myths likely contribute to your lack of faith in yourself. People tend to hold themselves up to unrealistic expectations. For example, it's easy to assume that confident people are always in control of their thoughts or never struggle in their pursuits.

The truth is that everyone experiences moments of self-doubt and challenges that they can't easily overcome. Thinking that confident people never fail or need help increases your insecurity. It promotes the idea that you're not good enough. You'll never feel as though you deserve your success if you constantly doubt your competence. The following three myths tend to promote imposter syndrome:

The competence myth

This is the belief that if you just get another degree or learn new skills you're suddenly going to feel more confidence, and that just isn't true. Some examples include Sheryl Sandberg and Kate Winslet. Both of these highly competent women have described the way the myth of competence has fuelled their feelings of low self-worth and imposter syndrome.

The idea that developing more knowledge will solve everything is self-destructive. It keeps you from addressing feelings of self-doubt and low self-worth. The competence myth stems from the belief that your self-doubt is due to incompetence. Instead of recognising your talents, you put yourself down. You may feel like a fraud and unworthy of your success.

In response to these feelings, you may push yourself to develop new skills. The extra effort can have the opposite effect that you want. When you push yourself too hard, you're more likely to face extra stress. Your performance decreases, which adds to your self-doubt.



The control myth

The control myth is very common. It's the belief that confident people always know what to do and are in control of their results. In fact, research has shown that confident people often find themselves in situations where they don't know what to do. But confident people handle that. They're comfortable with ambiguity and uncertainty, so their confidence isn't dented by their lack of know-how. They just problem solve and experiment until they find a way of doing things that's going to work.

Believing that you can control everything is another self-destructive behaviour. If you feel the need to control everything, you're also more likely to become stressed when obstacles arise. You may become frustrated or agitated easily. When things don't go as planned, you're confronted with the fact that you don't have complete control.

This creates feelings of inadequacy and promotes more self-doubt. You can't control everything. Even confident people face challenges. The difference is that confident people understand how to successfully deal with challenges. You can too with the right confidence training.

The high standards myth

This is a big one. It's fuelled by the belief that you should always excel. And it's one of the main triggers for low self-esteem in our world today. Our education system installs this belief from early childhood. Every time a young person receives a grade on an essay or a mark on an exam, they're taking in the message of the value of high performance.

High achievers often set high standards. If you set your expectations too high, you're bound to be disappointed. When you don't meet your high standards, you become discouraged. These issues promote lower self-esteem. Falling short of your expectations may make you feel stressed, angry, embarrassed, or depressed. You may also choose to give up rather than find a solution.

After facing failure, people with high standards fear repeating the same mistakes. Over time, your motivation and enthusiasm decreases. You lose joy in pursuing the same goals out of fear of failing to meet your standards.



3 SIGNS

your perfectionism is fuelling your imposter syndrome

High achievers are more likely to suffer from perfectionism compared to others. The desire to perform at an exceptionally high level creates a need for perfection. However, perfectionism is an unrealistic desire. It involves striving for flawless results, which is rarely possible. Perfectionists tend to fixate on every small detail, which can negatively impact their performance.

Perfectionism also includes unrealistic expectations. As discussed, unhealthy expectations are a driving factor behind imposter syndrome. When you fail to reach your goal of perfection, self-doubt can take over. This promotes feelings of anxiety, stress, inadequacy, and low self-worth.

In your pursuit of perfection, you may spend more time ruminating on your perceived mistakes. Studies show that as your self-esteem drops, you're more likely to feel like an imposter. When you start to doubt your abilities, it's easy to fear that others doubt them as well. You begin to believe that you're a fraud and others will find out.

You may then feel the need to prove to yourself and others that you're not a fraud. This can push you toward perfectionism and promote further negative thinking. Here are three signs that your perfectionism is adding to your imposter syndrome.



1. You're super proud of going 'above and beyond'.

You're a high achiever. Your motto is 'If it's worth doing, it's worth doing well'. You're passionate about doing a fantastic job every time. These beliefs demonstrate a high work ethic and a professional mindset.

But what if they're actually signs of a problem caused by socialisation and pressure to excel from an early age? For example, imposter syndrome (a chronic fear of being seen as incompetent). Sadly, this could well be the case.

2. You're an all-or-nothing thinker

If your work isn't 120% brilliant, you believe you've failed. You don't just want to pass the exam, you're not satisfied with anything less than 9/10 – even though your final results will simply classify you as 'competent' or 'not yet competent'. In other words, no-one else will know your mark on that exam. Ever. This is a classic example of what Carol Dweck calls a 'fixed mindset'. Sadly, this type of mindset often makes people successful. But not happy. And not authentically happy.

3. You never feel comfortable in your own shoes. (Plus, the shoes aren't up to scratch, either.)

Let's face it: Perfectionists are never satisfied with themselves. They harshly criticise every aspect of their physical, emotional and behavioural lives. They set ambitious goals for self-improvement and never rest. Does this sound like you? If so, you might benefit from learning to accept yourself as you are.

NLP includes techniques for helping you shift your thinking patterns. You can learn to beat perfectionism and recognise your strengths and limitations. Gaining a realistic perspective allows you to achieve greater success. Instead of setting unrealistic expectations or striving to overachieve, you can set healthy goals.

NLP training helps you control the thoughts that drive perfectionism and the fear of failure. You'll learn how to practice more self-compassion and control your emotions. By accepting yourself as you are, you can avoid negative thinking. These steps help you find solutions when problems arise instead of over-worrying or stressing about your abilities.



Your brain on self-compassion

Want to boost your self-esteem? Try a little self-compassion. Research shows that people with imposter syndrome are overly self-critical. Luckily, scientists at Kingsway Hospital in the UK and the University of Texas at Austin have also found that compassion can help counter the negative inner critic inside your head. The key benefit of doing this is your self-esteem goes up.

Let's face it, self-esteem influences every aspect of your life, including your career. A lack of self-esteem may keep you from excelling in your role. It's common for people with low self-esteem to feel as if they are imposters. This often leads to a cycle of self-criticism and decreased motivation.

So, what's the best way to increase your self-esteem? Simple. Start thinking about yourself with compassion and care.

Scientists in the UK and the US published research suggesting that self-compassion helps you combat self-criticism. They also explain that self-esteem, criticism, and compassion are connected to three distinct emotional systems in the brain. These systems include the drive system, the threat protection system, and the mammalian caregiving system.

The drive system is linked to your self-esteem. It motivates you to accomplish things, such as career or relationship goals. It also relies heavily on dopamine. The threat-protection system relies on adrenalin.



It's also called the fight or flight system. It's responsible for helping you decide whether to fight, flee, or submit when faced with a threat. Most of us are ruled by the first two systems. If you lack self-esteem, your drive system is low. When presented with a threat, you may choose to flee.

The mammalian caregiving system provides a healthier alternative to the first two systems. It relies on oxytocin and opiates. Scientists believe that the caregiving system evolved out of our need to care for the young. However, the caregiving system can also be used to support your own needs. Based on the information presented by the authors, self-compassion can help fight self-criticism and low self-esteem. Practicing a little self-compassion can go a long way towards boosting your confidence. However, self-compassion is just one path toward building greater self-esteem and confidence. It's also important to gain self-acceptance. Accepting that you possess negative and positive qualities allows you to see more clearly. Failing to accept yourself forces you to resist change.

Reframing your old beliefs is another method for gaining self-compassion. It's also a common NLP technique. Try looking at yourself through someone else's eyes. Using someone else's perspective may help you uncover reasons to be more compassionate with yourself.

Building complete confidence with NLP

Building complete confidence is the key to beating imposter syndrome. Having confidence in your abilities keeps you from falling into the traps associated with imposter syndrome. People with complete confidence are less likely to struggle with perfectionism, overachievement, and other self-destructive behaviours.

Confidence in yourself keeps you from feeling that you're not worthy of your successes. It keeps self-doubt from ruling your emotions. Complete confidence is the antidote to the feelings that come with imposter syndrome.

When you feel like a fraud, you're likely to doubt your judgment, skills, and ability to cope with challenges. These thoughts keep you from thriving. They hold you back from your full potential. You stop believing that you can reach your goals.

Building greater confidence gives you trust in your judgment, skills, and ability to cope. Complete confidence allows you to stop being so hard on yourself. With confidence comes greater resilience. You'll overcome obstacles with increased ease and no longer dwell on the past or future.

Confidence is like a muscle. You can train it and make it stronger. Everyone has the capacity to overcome low self-worth and build greater confidence. You can learn to alter your way of thinking and stop worrying over every little detail.

Here's the good news. There's a simple way to change. Neuro Linguistic Programming can help you crush self-doubt and build self-assurance, so you can thrive more, achieve more and BE more.





What is NLP?

NLP is a personal change system. It is based on the idea of modelling human excellence. So, what does this mean? Well, anyone who achieves excellent results has developed patterns of thinking and behaving that can be copied. Modelling excellence simply means finding recipes for success and using them to transform your life. The name Neuro Linguistic Programming explains the three areas of human performance that NLP codes.

The 'neuro' in Neuro Linguistic Programming stands for neurology. This part of NLP focuses on thinking and mental processing. The 'linguistic' part of the name refers to the words and language you use when speaking to yourself and communicating with others. The 'programming' part of NLP refers to action-habits, which the founders of NLP claimed were like computer programs. The important thing to remember about 'programs' is they can be changed.

Indeed, creating fast and effective change is what NLP is all about. NLP helps people do more of the things they want and less of the things they don't want.

With NLP, you can build a confident mindset. You'll find yourself filled with positive emotions instead of letting negativity get the better of you. NLP includes a wide range of techniques for helping you overcome imposter syndrome. Anchoring, challenging beliefs, and modelling are just a few of the ways that NLP alters your thought processes. You can change the way you look at things. Instead of seeing negativity everywhere you look, you'll find opportunities and positive experiences.

NLP training offers a way to detect and alter unconscious biases. For example, you may have deep-set beliefs that keep you from excelling. This includes beliefs and fears related to your abilities, skills, and sense of self-worth.

A lack of confidence occurs when these biases control your thoughts, emotions, and actions. NLP provides solutions for challenging your beliefs and developing better habits. You'll learn to analyse your perspectives to gain a brighter outlook on life and your capacity for change.

NLP helps you recognise your self-worth. It allows you to understand that you deserve everything that you achieve. You're worthy of success. NLP can give you the confidence to accept yourself for how you are and achieve even more in life. If you want to boost your confidence and self-worth, get started with NLP.





Do this to power up your self-worth

Your self-worth is vital to your overall happiness, confidence and mental health. Everyone has self-worth, even if they don't see it. Psychotherapist Virginia Satir was one of the original Models of Excellence that inspire NLP. She taught that your thoughts and interactions with others are largely influenced by your self-worth. She also explained how to boost your self-worth with a simple visualisation activity.

So, how do you increase your self-worth? A great place to start is with a simple self-esteem-building activity. It's an activity featured in Virginia Satir's article *Self-Worth: The Pot Nobody Watches*. In this article, she used the metaphor of a pot to represent a person's self-work. The following activity is based on this idea. As you complete it, you'll create three separate pots that you fill with negative and positive messages.

First, you need to create a pot of 'pot drainers'. The pot drainers include negative messages. Fill this pot with the self-critical messages that make you feel bad about yourself. This typically includes messages from the inner critic during moments of self-doubt.

The second pot includes 'pot cleansers'. The pot cleansers are positive messages and thoughts. Think of the things that you like about yourself. Pot cleansers help cleanse the negative thoughts from the previous pot. You can use the positive messages to reframe the negative messages. Balancing these two pots helps transform your outlook on life.

The third pot includes 'pot fillers'. The pot fillers are positive messages sent to you from others and yourself. Filling this third pot with compliments and recognition of your skills, abilities, and positive traits. When your first two pots are balanced and your third pot is full, you're likely to experience more positivity in your life. You'll be able to see more opportunities around you instead of feeling stuck in place. If you're a high achiever looking to build greater confidence and broaden your horizons, I highly recommend using Satir's visualisation activity. Your confidence is linked to your sense of self-worth. If you don't believe in your skills and abilities, it's difficult to build confidence. The visualisation activity makes it easier to fire up our self-worth. Combating your negative messages with positive ones reshapes your perception of yourself. And that beats imposter syndrome.



Quitting imposter thinking

The “neuro” in neuro-linguistic programming refers to the ability to restructure thought patterns. NLP offers effective thought programming techniques for identifying and changing the thoughts associated with imposter syndrome. You’ll challenge existing mental processes that hold you back. You’ll be able to identify the situations that trigger negative thoughts, anxiety, and self-doubt.

A major part of NLP involves addressing your perceptions of things. This includes perceptions of yourself and the way that you think others perceive you. For example, if you suffer from imposter syndrome, you may think that others have doubts about your skills. You may also doubt your skills yourself. A lot of this doubt comes from the thinking patterns that you’ve developed over time. Luckily, you can retrain your brain to quit imposter thinking.

Negative thinking patterns tend to appear when you face an issue. We also refer to these thoughts as cognitive distortions. They’re distortions of reality that occur during times of stress and anxiety.

For example, you may believe that your worth is defined by your success. When a setback occurs, existing negative thinking patterns automatically pop into your head. This forces you to overanalyse the situation. You may exaggerate the severity of the problem, which leads to greater anxiety.

Low self-esteem, heightened anxiety, stress, and depression are hallmarks of imposter thinking. These beliefs are also often deeply ingrained into your brain. You’ve developed patterns that become so commonplace in your mind that you’re often unaware of the negativity.

Imposter syndrome typically comes from longstanding habits and thought patterns. NLP holds the solution for overcoming imposter syndrome and building greater confidence. NLP offers a way to break your cycle of thinking.

One of the first steps is learning how to identify your negative thoughts. Attempting to suppress these thoughts is virtually impossible. Everyone has feelings of self-doubt and anxiety at times. With NLP, you’ll learn to identify and change your thoughts instead of trying to hide from them.

You can’t change your negative thinking patterns by ignoring them. You need to address your thoughts and challenge them, which is why NLP remains so effective. It helps you take back control of your emotions and thoughts. With the right techniques and training, you can confront your negative views. Over time, you’ll find it easier to recognise when your beliefs are simply not true. You’ll see through your negative inner critic and accept yourself as you are.

Building emotional mastery

The “linguistic” part of NLP helps you change your emotions. Linguistics involves the words and language that you use when communicating with others and yourself. For example, when you feel like an imposter, you may frequently suffer from negative self-criticism. You may create unnecessary worry, anxiety, or doubt.

NLP teaches you to eliminate negative self-talk using techniques such as cognitive reframing. You can learn to reframe your negative internal dialogue. Reframing allows you to see things from another perspective.

For example, you may believe that people never listen to you. You may feel that others always ignore your opinions. However, have you ever stopped and challenged these thoughts? These thoughts include “absolutes”, but almost nothing in life is an absolute. Instead of thinking that people NEVER listen to you and ALWAYS ignore you, you should reframe your thinking. Try thinking, “some people seem to pay less attention to what I have to say.”

Reframing involves altering your negative self-talk to create more positive inner dialogue. You stop dealing in absolutes and focus on the things that you can achieve and control.

Another example is the negative self-talk that keeps you from trying new challenges. You may tell



yourself that you can't succeed. You may also think that you don't have the skills necessary to overcome the challenge.

These thoughts are incredibly common for those who suffer from imposter syndrome. Taking the time to reframe these thoughts can help you see through your distorted thinking. You can see the truth of the situation, which opens the doors to more positive thoughts. It takes practice, but you can gradually learn to stop negative self-criticism as it occurs.

People who suffer from imposter syndrome also tend to over-personalise things. When a situation doesn't go as planned, you may blame yourself. The inner critic in your head may assign more blame than you deserve, which adds to feelings of low self-worth.

Reframing and other NLP techniques help you change your perceptions. You learn to recognise that you can't control everything, which means that you're not to blame for everything that happens.

NLP helps you build greater emotional mastery. You'll develop the skills to keep your inner critic from filling your head with negative thoughts. You'll get better at shifting your perspective. Seeing things from another angle gives you a more realistic view of setbacks. This equips you to approach challenges with a more optimistic outlook.

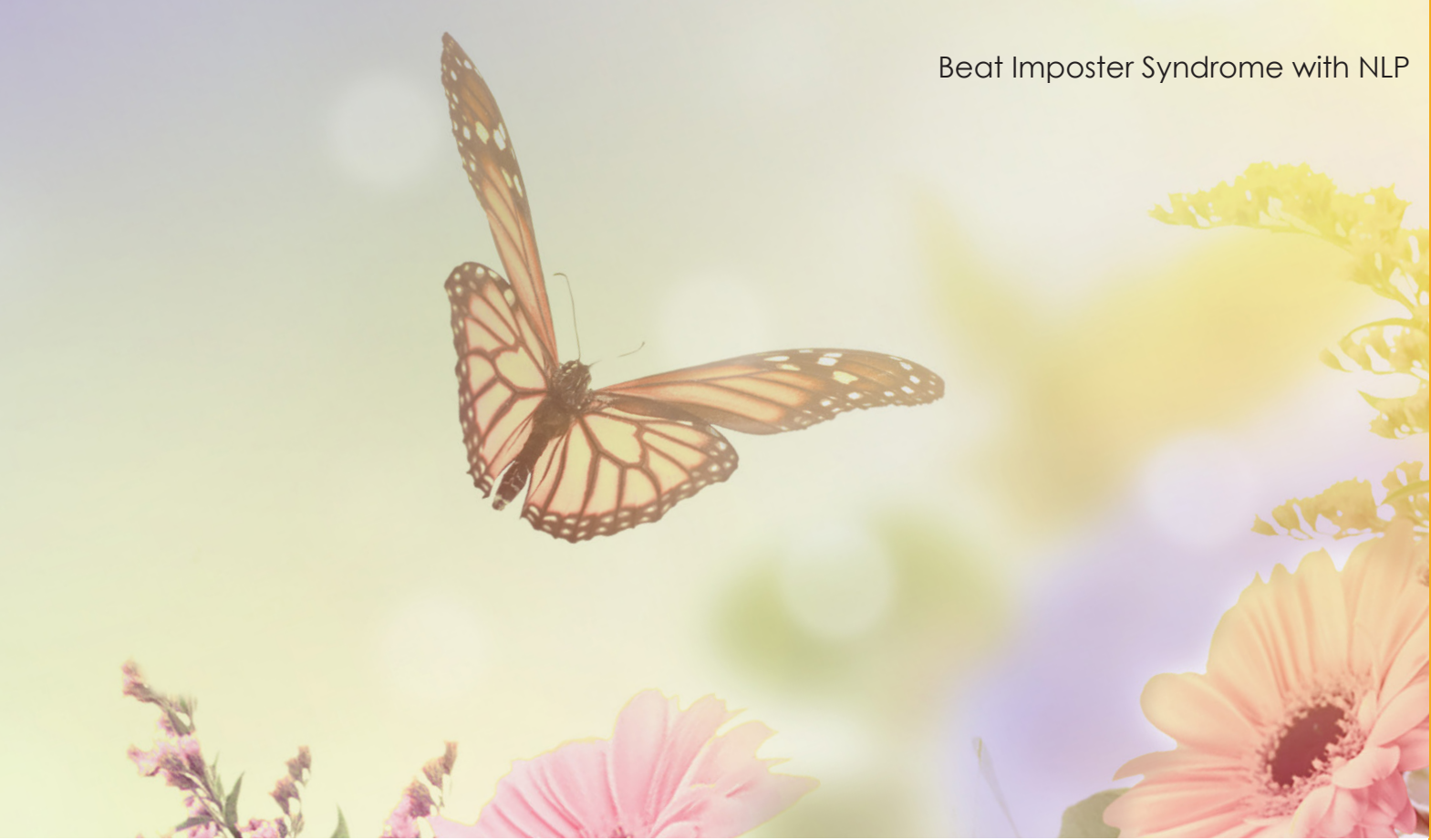
Stepping into best-self mode

NLP involves behavioural programming. The “programming” part of NLP involves action habits. Learning how to develop new habits and behaviours is a major part of NLP training. You’ll develop the tools needed to replace behaviours that hurt your confidence with behaviours that build greater confidence. People who suffer from imposter syndrome may exhibit a wide range of negative behaviours. For example, you may also avoid challenges out of fear of failing or take on extreme challenges to set yourself up for failure. Other common negative behaviours include comparing yourself to others and engaging in people-pleasing behaviour.

Avoiding challenges out of fear of failure limits your opportunities. Avoidance can also easily become a habit. You’ll gradually stop seeking challenges, which keeps you stuck in your comfort zone. If you doubt your abilities, you’re more likely to avoid things that challenge you. This limits your chances of advancing in your personal or professional life.

A confident person accepts challenges. They understand that most opportunities come with risk. Yet, they have the confidence to face those risks. They know that they don’t hold all the answers but can find a solution when necessary.

Instead of avoiding challenges, people dealing with imposter syndrome may look for unnecessary challenges. This is a form of overachieving behaviour. It’s intended to keep people from thinking that you’re a fraud. However, it also shows a lack of confidence. A confident person understands and recognises their limitations. They know when to ask for help when facing a particularly challenging hurdle.



Another common behaviour of people with imposter syndrome is comparing yourself to others. This can lead to feelings of envy, jealousy, and unfairness. You may feel that others have achieved the success that you deserve. You may also question your abilities when comparing yourself to others.

Instead of accepting yourself as you are, you use comparisons to bring yourself down. Developing greater confidence keeps you from constantly comparing your level of success to others.

Engaging in people-pleasing behaviour can also be destructive. Instead of focusing on your own needs, you put others first. You may push yourself to please others, which can leave you exhausted and increase the risk of making mistakes. You may even feel guilty when you turn down an opportunity.

Having confidence allows you to focus on your needs. Confident people practice self-compassion. They cater to their needs instead of saying “yes” to everything that comes their way.



Top 10 NLP tools for crushing imposter syndrome

It's true! Neuro linguistic programming is the fastest way to overcome imposter syndrome. If you're struggling with self-doubt and insecurity, NLP will help you develop a more positive self-image, increase your confidence levels and manage stress and anxiety. So if you're ready to conquer imposter syndrome once and for all, NLP is the tool for you! Here are my top 10 NLP for building confidence.

1. Meta Model challenge limiting assumptions

The Meta Model is a linguistic toolkit for challenging assumptions that hold you back. People who suffer from imposter syndrome tend to have highly critical self-talk. You can use Meta Model questions to challenge this type of self-talk and shift to more constructive inner dialogue. You can also use the Meta Model to banish perfectionist self-talk. Instead of saying, 'I will work back and finish it properly' say to yourself, 'I will finish it as well as I can, given the time constraints I'm under'. The Meta Model is an exceptional tool for helping you shift and reframe negative internal dialogue.

2. Use swish patterns to over-ride doubt

Another NLP technique that will help you beat imposter syndrome is the swish pattern. This involves visualising a situation or experience that triggers your feelings of self-doubt or insecurity. Once you have identified the trigger, you then over-write the unhelpful internal patterns that create your self-doubt. For example, if you feel like a fraud during job interviews, you swish that feeling away. Then you imagine yourself answering questions and feeling proud of your achievements.

3. Upgrade your beliefs

One of the main causes of imposter syndrome is self-doubt. Where does that come from? Your beliefs. These are deeply held assumptions you have about yourself that aren't necessarily true. But you believe them anyway - until you master the art of reframing. NLP teaches you exactly how to do that. Without going into therapy or spending dollars and years on self-help systems that, quite frankly, don't work.

4. Reconfigure your brain's stress circuits

Imposter syndrome and low confidence catch you in a classic double bind. Stress and anxiety are triggers for both negative states. And imposter syndrome is a trigger for stress and anxiety. NLP can help you change all that - transforming self-doubt into self-assurance. Fast. How does it work? By helping you reconfigure thinking patterns, feelings and behaviours. This means the next time those negative thoughts and feelings crop up, you'll be able to manage them better.

5. Use pattern interrupts to banish bad habits forever

As you learned earlier, outdated 'action programs' habits are another common contributor to imposter syndrome. Pattern interrupts can help you break these bad habits for good. A pattern interrupt is a technique that NLP uses to disrupt the normal sequence of thoughts, feelings and behaviours. This can be helpful in breaking bad habits, as it will prevent outdated thinking habits and emotional reactions from happening automatically.

6. Future pace success

A really fast way to overcome imposter syndrome is to future pace an alternative state: confidence. This involves imagining yourself being confident and enjoying all the benefits that come with it. The key to success is being detailed – using visual, auditory and kinaesthetic program for your brain to take on. When you do this, you're essentially putting yourself in a state of mind where you feel like a successful, confident person. Because your brain can't really tell the difference between real experience and imagined experience, it therefore learns how to be confident in real life.

7. Anchor resource states you can use at work

Anchoring is a process for connecting a stimulus to a response. For example, you could anchor a state of being confident and relaxed to a pattern of taking three deep breaths. To create an anchor, first decide on the stimulus you will use. This could be something like a movement or visualising a specific image in your mind's eye. Next, think of the state that you want to elicit. For example, you might want to feel relaxed and comfortable standing in front of an audience. Now remember back to a time when you experienced that state naturally. Imagine it in full, graphic detail remembering what you could see, hear and feel in the situation. As the state peaks, fire your anchor. Repeat this process three or more times to establish a strong neurological connection between the anchor and the state that you desire.

8. Future pace feeling confident in your role

Take five minutes in the morning to close your eyes and do a quick mental rehearsal of how your day will pan out. Mentally create pictures, sounds and feelings to represent your ideal day. Do this three or more times and you'll find that you've created a mindset that will take you through the day feeling confident.

9. Build rapport to improve difficult relationships

Many people with imposter syndrome feel that others don't like them. You can prevent this mindset from holding you back at work by consciously and deliberately building positive relationships. For example, actively seek out points you have in common with other people. Make sure that you talk about these. Or try subtly mirroring and matching body language patterns when you're in conversation. The more that you do this, the easier you will find it to connect with, and feel comfortable around others.

10. Use state management techniques every day

Remember that confidence is a state of mind. This makes NLP state management tools ideal for building your confidence. I teach a range of state management tools in my course, Complete Confidence. Many students find they are the fastest way to shift into high confidence mode. Keep in mind that state management is something you need to do actively. Don't wait for a good mood to descend.

3 STEP

confidence reboot plan

Congratulations! Now you know how exactly how NLP can transform self-doubt into complete confidence. That means it's time to turn theory into action. Powering up your confidence means doing things differently. You need an action plan. One that will reap fast results. I've created that plan for you. All it takes to begin your confidence reboot is 3 steps.

Step one: silence self-criticism

The first step is to silence the 'imposter voice' in your head – that internal dialogue that keeps saying you aren't good enough. Pay attention to your self-talk for 3 days. Notice WHAT your inner critic says and HOW it sounds. Successfully changing your internal dialogue doesn't just mean replacing negative self-talk with affirmations. It's often faster and more effective to change the qualities of the voice in your head. Imagine, for example, if your critical inner voice had laryngitis. Suddenly it would be far less intrusive.

Step two: rewire your fear circuits

Step two involves rewiring your brain's fear circuits, so you can break the cycle of perfectionism and overwork associated with imposter thinking. Yes, fear and imposter mindsets go together. Step two will be important for YOU if you're scared of failing, making mistakes, looking foolish or just not being up to others' expectations. You can't beat imposter syndrome if fear drives your brain. Luckily, NLP gives you lots of tools for rewiring your fear circuits. This involves clearing your old fear responses and changing your reactions to external triggers. Here are two quick ways to do this. First, focus on what you want to experience instead of what might go wrong in the future. Second, remember the saying 'this too shall pass'. Simple though they are, these techniques can clear your fear instantly.

Step three: upgrade your self-care habits

Finally, I encourage you to upgrade your self-care habits. It's important to feel nurtured and supported from the inside out. However, many people with imposter syndrome use self-care strategies that make their confidence problems worse. Understanding what NOT to include in your self-care plan is just as important as soaking in that bubble bath or taking that weekend break. Step three will help you shift into high confidence mode if you currently feel 'looking after yourself' is just too much hard work. It will also help if you feel guilty about investing in yourself and investing in your future.

To help you put this plan into action, I've created a FREE video series.

The first video will be arriving in your in-box tomorrow. Make sure I'm on your email safe list, so you can start your journey to confidence with the support and inspiration you deserve.



About the author of Beat Imposter Syndrome

Eleanor Shakiba has taught over 50,000 people to change their thoughts and behaviours with NLP.

She is a trainer and coach, with a passion for working with ‘positive deviants’. These are the people in a business, community or group who get better results than their peers. They think differently, find better solutions to problems and stand out as exceptional. Eleanor is passionate about developing these ‘outliers’ and the organisations which foster their brilliance. To this task, she brings expertise in positive psychology, social anthropology, experiential learning and Neuro Linguistic Programming.

Early in her career, Eleanor was a playwright and theatre director. During this time, she developed the performance skills which underpin her signature training style – dynamic and bold, with a dash of quirky humour. In 1994, Eleanor entered the training and development field, occupying a range of facilitation and management roles at the University of Sydney. Today, she is the driving force behind Think Learn Succeed.

Eleanor’s core strength is creativity. This is reflected in her dynamic presentation style, colourful workbooks and custom-made videos. If you want a chalk-and-talk NLP course, Eleanor is not the right choice. But if you want an interactive, thought-provoking workshop, she’s the trainer for you.