

EFT FACILITATOR TRAINING, 21st DECEMBER 2021

Questions & Answers

1. What to do if I am feeling nervous?

Be honest about it. Open the talk with something like this: "Hi everybody! It's really great to see you. Well, I am going to let you know a secret. I am feeling a little nervous. Who here is also feeling a little nervous and who is not feeling nervous?"

You should utilize the truth of how you feel to connect with the audience. You don't need to perform. Be authentic.

2. What is a Trainer's state?

Trainer's state is the peak emotional state one should have before going on stage or beginning the training. It is important to get into a Trainer's state because sometimes you may get a bit nervous or feel a little unclear. It is about mastering your emotions and developing a positive mindset.

3. How can one get into a Trainer's state?

I learnt a concept from Tony Robbins called the Triad of Success, that I also teach in NLP. This exercise is very helpful in getting into the Trainer's state. It is a strategy to put you into a trainer's state where you can take control of how you want to feel.

The Triad of Success goes like this:

- Map out a triangle on a piece of paper or a writing board.
- Write the name of the emotion that you want to feel in the centre of the triangle. For example, if you want to feel confident, write "confidence" in the centre of the triangle.

- On one corner of the triangle, write the word “body”. Body has to do with your body language. On the other corner, write “words”.
- On the top most corner, write the word “focus”.
- Now, think about how your body language is like when you are feeling confident and try to mould your body language accordingly. Our body language impacts how we feel.
- Our use of words and language also determines what emotions we feel, so choose wise words when you speak to yourself.
- Set your focus on what you want rather than what you don’t want.

4. How to form an instant rapport?

A way to build instant rapport with anyone is to match and mirror their body language. But while working with a group, everyone’s body language is different. So to build a group rapport, you can give them something to do that is the same as you are doing.

5. Why is hesitation a good thing?

A little bit of hesitation at the beginning is a good thing because you are going to have at least 25% of your audience who are auditory-digital. So, they are analyzing on the inside and are doubtful about why they have come to your seminar and what will they learn. They have an internal dialogue going on. So, one trick is that you do the welcome but also hesitate a little or make a little blunder. This helps in building instant rapport with the people who are in their head.

Also, a little bit of hesitation gives your audience a sense of safety and comfort as you don’t come across as overly perfect and seem more relatable and approachable to them.

6. What is the “When I was in your place” concept?

When people are coming in for your seminar or training, they may be having different emotions, expectations and mindsets. Many of them maybe sceptical and have many questions. So, tune into how you felt when you first attended a seminar like this and how you felt then. Say it in a way that the audience can relate to.

You can say something like this, “When I was in your place, attending this kind of an event for the very first time, I felt a bit nervous and sceptical and I wasn’t sure what was going to happen. I had doubts whether will this technique actually work? Then as I sat there, I started to take it all in, and participated fully. I realised to that the pain in my neck started to dissolve, and frankly, I was a bit shocked.”

Here, you have indirectly told the audience how you want them to show up for your seminar.

You basically want to tune into the audience’s emotions, but keep it real. If you have not experienced similar emotions in real, then you don’t say that. Pick an emotion that is true and authentic to you.

7. How do we weave the usage of NLP in connecting with the emotions of the audience?

When you ask the audience whether they are feeling at the “top of the world” or “tender” we are already using language that connects with emotions. You can ask questions like, “What does it look like? What does it sound like? What does it feel like”, to include visual, auditory, and kinaesthetic aspects respectively.

You can also include activities like dance or exercise to engage different aspects of learning.

8. I feel very comfortable in my T-shirts. So can I wear that or do I need to follow a particular dress code while conducting trainings?

Yes, you can. But remember that people like to connect with like people. So whatever you wear should make your audience feel comfortable and shouldn't look weird.

In corporate settings, you can wear whatever you feel comfortable in, once you have developed your authority. But if you have not yet established your authority, then it may make your sponsor feel uncomfortable.

9. What is SNOGA?

When people attend your seminar, they have many different questions, set of expectations, and goals. SNOGA stands for:

- Self (me) and others
- New versus build on what they know
- Options versus procedures
- Goals versus problems
- Action versus reflection

After you welcome the audience, you should give them an idea about how the seminar would be like, what will they learn, how will it help them and others, how will the pedagogy be like, etc and try to incorporate all the above aspects in your explanation.

10. I am someone who is more comfortable with one-to-one interactions. So, I have this fear whether I will be able to capture the attention of everybody.

You can tap on this fear. Ask yourself, what's the reason not being able to capture their attention would be a problem for you? Tap on those emotions.

11. What is Woe to Wow story?

A Woe to Wow story is your story of the pain that you had, and how coming across these techniques helped you transition to pleasure. A good story should follow the 4Es: Engaging, Empowering, Educational and Entertaining.

The story must be relatable, you should be able to open up to your own vulnerability, be honest about what happened, and that's where the authenticity of your story comes from.