

# 21

## UNDERCOVER WAYS TO IMPROVE SOCIAL SKILLS AND BREAK FREE OF SHYNESS & SOCIAL ANXIETY

**Richard Gray**

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*Worry gives a small  
thing a big shadow*

~ Og Mandino





# WELCOME

To this compilation of **quick win social strategies and conversation techniques**. They have been placed in sequential order from being:

- At home and preparing to go to a social setting and meet people
- Arriving at a social gathering, approaching, introducing and engaging
- Creating a feel-good atmosphere, leaving the person feeling good
- Closing down a conversation without leaving the other feeling snubbed

## What these techniques will enable you to do...


- Reframe your anxiety in order to overcome it and multiply your inner strength.
- Discover and copy the tactics used by skilled conversationalists in preparing for social events.
- Learn how to read the body language of the people in a room so you can identify who is approachable and who wants to be left alone.
- How to get the conversation started and go so far as to remembering the other persons name (a skill few people can perform)

I hope you find this short version of 21 confidence strategies, taken from the 'Ultimate Confidence' Program, insightful and highly effective as you apply them to these settings. All the best...



Richard Gray



A close-up photograph of a cheetah's face, focusing on its eyes, nose, and whiskers. The cheetah's fur is a mix of orange, black, and white. A semi-transparent rectangular box is overlaid on the center of the image, containing text. To the left of the text is a vertical black line.

*I just use my muscles as a conversation  
piece, like someone walking a cheetah  
down 42nd street.*

*~ Arnold Schwarzenegger*



# A QUICK PEP TALK

## 1. Take Back The Power

*Opinions of others is possibly the most toxic substance to the liberation of any human that ever lived. Worrying what others think of you will forever hold you back from knowing what it could be like to be truly confident. When the little voice in your head starts using this fear tactic to 'save you from yourself', and keep you invisible, while ultimately holding you back, here's what you do:*

- 1. Give your inner voice a silly form such as a cartoon character.*
- 2. Make your new inner voice character sound ridiculous such as having a squeaky voice.*

*By making your inner voice look and sound ridiculous you take away its power, now its dire warnings about what others are thinking become meaningless and even funny.*

*People may gossip when you take a risk to act beyond your normal character, but that's only an initial reaction. Inside they too have their insecurities, and if they are actually even giving you a second thought, it's most probably to quietly wish they had the imagination and courage to also take the risk and grow.*



# PREPARATION

## 2. Swish

*This is an NLP technique which involves*

- 1. recalling a memory of a scenario where you habitually go wrong or perform a bad habit*
- 2. Take the associated emotions out of that memory by changing it to black and white*
- 3. Shrink the memory down to the size of a postage stamp and send it out to the horizon*
- 4. Create an alternate image of that memory as you would like to see yourself behaving and reacting*
- 5. Give this scene full technicolour, then shrink it down and send to the horizon*
- 6. Bring the negative image back*
- 7. Now, with the negative memory before you, swish the positive image rapidly back from the horizon as though releasing it from a catapult. See it landing on top of, and wiping out, the negative image*
- 8. Repeat steps six & seven (about 7 times) until, by rapidly and constantly overwriting the negative image with the positive, you are no longer able to visualise the negative memory.*

## 3. Reframe

*If you are experiencing anxiety ahead of an event, tell yourself that what you are feeling is related to something else happening after the event you are going to. (This can be surprisingly effective in short circuiting the anxiety sensations)*

## 4. Self-Image

*Get comfortable in your own skin. Once you leave school those minor imperfections that were once so magnified now become invisible to just about everybody's eyes but yours. Forget about feeling ugly and self-conscious, everybody else is too busy worrying about their own perceived imperfections. (even the beautiful ones)*

## 5. Dress Success

*Dressing up for the event and looking smart is a powerful way to feel confident and project confidence*



# READ THE ROOM

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## 6. Who Doesn't Want to be Approached...

*A person with their hands clutched behind their back (professor like) leaving their front exposed, is conversely and subconsciously telling you they don't want to be approached. What is your brain and body language conveying to others?*

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## 7. Who is Feeling Defensive...

*A person crossing their arms while standing or sitting, or otherwise finds a reason to put their arm across their chest such as fastening buttons on an item of clothing, or holds something in front of them, is creating a barrier between themselves and others, they are in defensive mode. (this should not be taken as an absolute as this may be the baseline behaviour of the person in question)*

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## 8. Who is relaxed...

*If you see somebody who has their feet crossed and supporting their weight on one foot, this person is feeling relaxed and confident in their environment. (The flight fight instinct of our brain won't allow this repose unless we are 100% comfortable with those around us)*

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## 9. Who Want to Leave...

*At a party or social gathering watch the feet of the people talking to each other. If their feet and torso are square on to each other they are in harmony, but if at least one foot is pointed away from the other person then they are ready to leave the conversation. If this is happening while in conversation with you then let them go*



# APPROACH & INTRODUCE

## 10. Get Decisive

*Act within five seconds. Nothing good comes from dwelling and analysing your options, you will only end up in analysis paralysis. Take action before you are ready and make an approach to someone before you know what you will do or say. Count yourself down from five to one then go (Or just ensure you have a few questions prepared in advance)*

## 11. Energy

*As you approach someone at a gathering, gradually match their energy and body language until you are in rapport with them. (To come across as likeable you should be fun, positive, and interesting. Others will calibrate to the person with the strongest emotion in the group)*

## 12. Eye Contact

*The main thing to know about eye contact is the perception it gives the other person when you DON'T look them in the eye. They feel you are not interested, or you have something more important on your mind than them. There is no meridian line of eye contact time, only opinion, but surveys reveal 73% is the optimum eye contact time. Don't overthink it, aim to match the eye contact time the other person is giving you, or a little more if they are not giving you much.*

## 13. Have You Been Accepted

*At a party everyone is in pairs or groups chatting away. Work the room by approaching a group and stand close by, facing them, listening to their conversation. If their body language opens up (the nearest foot of each person in a pair shifts to point toward you, torso's turn to include you) you have been accepted into the group. If not just move on.*



# ENGAGE

## 14. Intro Questions

*To begin a conversation, start with a closed question (one that has a yes/no reply) just to test the waters of their willingness to talk, if they appear friendly follow up with an open question relating to the event you are both attending such as: 'What is your connection to the event?' or 'What about the event inspired you to attend?'*

## 15. Who is Anxious

*If the other person is rubbing their neck or arms, or legs (when they are sitting down), then they are anxious and trying to pacify themselves.*

## 16. Rapport

*People feel more comfortable around someone they perceive as being similar to them, you can encourage this perception by subtly matching their actions. If they cross their legs you do the same a few seconds later, they lean forward you do the same etc. (Don't be too blatant and don't copy any personal mannerisms as they will pick this up at a conscious level)*

## 17. Remember Names

*There are powerful techniques beyond the scope of this confidence report for effectively remembering names, but as a minimum, repeat the person's name several times as soon as it is spoken, and if it is the same as somebody you already know, or a famous person, imagine that person and your new acquaintance interacting together.*



# VOICE CONTROL

## 18. Speaking

*Air passing over the vocal chords gives sound to your voice. In times of anxiety your breathing becomes more shallow and rapid in order to rapidly oxygenate the blood. As a result, you run out of air while speaking forcing your throat muscles to tense up and force the sound out.*

*Practice taking deeper breaths before speaking so your voice is projected out on a cushion of air. (Your voice will sound richer and more confident)*



## 19. Mumbling

*This is a result of not opening your mouth wide enough when speaking, often because of nerves or an unconscious desire not to be noticed, as a result the syllables run together as you push them past partially closed teeth and lips. Practice enunciating your words and speaking clearly by opening your mouth wider and speaking with exaggerated clarity. Repeat speaking the following vocal chord exercise daily: 'The lips, the teeth, the tip of the tongue.'*



# WRAPPING IT UP

## 20. Closing a Conversation

*The way to end a conversation is the same way you begin one - with a closed question. The question will depend on the type of setting you are in so have a few prepared in advance. Did you like this confidence strategies cheat sheet? I've enjoyed our time together, shall we catch up again another time?*

*Often the other person does not know how to bring an end to their side of the conversation so carries on talking regardless. Practice delivering your closing questions with a little extra volume, a committed tone, and a proffered handshake (if appropriate)*

## 21. End of the Day Reframe

*If it all goes wrong, simply ask yourself who will care in a hundred years from now. This is an effective way of putting our little drama's into perspective. Just know, it's never the end-of-the-world event it feels like in that moment.*

*And if it is, then go back to strategy N.o 2 (Swish) and take the emotion out of whatever happened so you can move on and keep growing. Practice will get you there :)*



# OK SO THAT WAS AN NICE LITTLE DISTRACTION!

**But ultimately, these conversation strategies do little to help you get over Shyness and Social Anxiety...**

*What you NEED is a real solution, not just a bunch of nice little conversation strategies, helpful/useless advice, tips and (weird little) tricks, and a shove in the back to get you out there talking to people. Exposure therapy Ugh.*

*\*If I speak English to a non-english speaking person, will they understand me?*

*\*If I speak English louder and more slowly to them, will it now help them understand me?*

*No more so than if I tell you to just get out there, be more assertive, be more confident, and talk more. Not even if I repeat myself slowly and loudly.*

**What you need before you ever get to that stage is the Shyness & Social Anxiety Past, Present, Future Freedom formula...**



[\*\*CLICK HERE TO SEE HOW THE FORMULA WORKS\*\*](#)