

Your

**EXPECTATION**

MICHAEL WILLIAMS

## YOUR EXPECTATIONS

Hello and welcome back. My name is Michael Williams. You and I, in this video, we'll look at something that is critical to your journey and your success in this process. And that is your expectations, your expectations. So one of the first things that you absolutely must do is to go into this process, having realistic expectations, having realistic expectations. So primarily we're going to be focused on what you can expect to learn. What are you going to learn in this process, what you can expect to experience, what's going to be your experience as you go on this journey. As you go through this process, you go through this course, right And what's more useful for you to focus on them. This may not be very clear to you as I'm saying it right now, but it will become clear when we get to it. What's more useful for you to focus on instead of the end results

So what many people do when they're taking a course or they're going through process and running, focused on the end result. So if it's speaking smoothly, then they just want to speak smoothly. Almost forgetting about the process they have to go through in order to speak smoothly, okay So we're going to give you something to focus on, give you a focus, right To concentrate on while you're going through the process so that you don't get discouraged and you don't give up. So what can you expect to learn What can you expect to learn as you're going through this process What is it that you're going to learn So let's look at couple of things that you're going to learn, right What can you expect to learn as you're going through this process So number one, you're going to be learning how to speak smoothly, right

You're going to be learning how to speak clearly, right You're going to be learning how to speak or feel comps. Let's just say speak calmly, right And you're going to be learning how to speak and feel and become confidently, confidently, right How to speak confidently. So these are the things that you will be learning as you go on each one of these, our characteristics, their skills, their habits, their patterns that you can learn that you can develop. And so this program is structured in such a way to help you achieve each one of these, each one of these goals. So you can expect to learn the skills, the techniques to help you speak more smoothly, right You're going to learn some very specific things that will help you speak smoothly. You, you can expect to learn the techniques and skills to help you not just speak clearly, but also think clearly, right

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So you're going to learn to speak more clearly and to think more clearly, right You're going to learn how to feel more relaxed and more calm and speak in a calm way. Speaking calmly doesn't mean that you don't have energy, that you can't be excited, right Everyone has their own levels of energy and excitement and enthusiasm, but you're going to learn how to feel calmer and speak in a more calm, poised manner. Learn the specific things that the thinking tools that you need, as well as the speaking tools. And finally, you're going to learn how to become, how to feel more confident, how to become more confident, how to speak in a way that projects authority. So you're going to learn exactly how to do that. Now, one of the things that we have to look at first is the journey that you're going to take as you go through this process.

And this is a very common journey and the journey's probably gonna look something like this. So let's say you're starting here. This is kind of where you are now. What tends to happen when you and I take a new program, we were taking a program of course, or something like that. We tend to experience and effect that I'll talk about in the moment and we come down and then we work our way back up again. Okay And this effect is what we call the placebo effect, right So we start here and we get excited. We get excited, right We get excited about what we're doing and that excitement, that hope that faith allows us to experience success in this can happen very, very quickly, very rapidly. It's called the placebo effect. Where because of our belief, because of our hope, we actually see a change in our confidence, in our calmness and the way that we're speaking.

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We're speaking smoother with feeling more confident. Things are really starting to happen. We're like, wow, this is working. This is working. Right So we get really excited about it. It's called the placebo effect. It's a very, very real effect. Okay. But then we often, or sometimes we hit a peak. We hit what I call a bump in the road, right A bump in the road, my bump in the road theory in the road. We hit that bump in the road, and then what tends to happen It's what you began to lose motivation, lose momentum. And we start becoming discouraged and say, I knew this wasn't going to work. you know, I've done this before and it felt excited and it was working. And then a week later, or a couple of weeks later, a month later, all of a sudden I start to revert back to the way I used to feel the way I used to think the way I used to speak, the way I used to perform in high pressure situations.

This is a very normal process. Some people never see this dip. I call this a dip. Some people just continue to go up, but other people, average people, I tend to experience a little dip. Okay It's when they hit a bump in the road. So what we want you to remember is that this is likely to happen. Say, Hey, I'm experiencing the placebo effect right now. I'm excited. So you want to use that period of time, that placebo period to build momentum, to build certain habits. So you jump in and you are watching the videos, you're listened to the audience, you're practicing, you're going out. Use that to establish those new patterns, those new behaviors, those new practices. Use that to build momentum so that you continue to stay excited. Because trust me, most people kind of run out of steam after a while. And for some people it could be a week, two weeks, three weeks, four weeks.

When you run out of steam, when you hit that bump in the road and you start to go into that dip, don't worry about it. Don't fret. Just understand how, okay, I'm experiencing a dip. I just went over a bump in the road. When I say bumps in the road, I mean, imagine that you're driving down the highway and you run over a bump. Well, what some people tend to do is they tend to stop. It's like, Oh, I just ran over a bump. Okay, back backup over the bum to get out the car. I looked, so what Why did I run over this bump Where did this bump come from And they go back over the bar, just this pump as a Sotera and they just stay right there running over the bump thinking about it, which causes them to delay their journey. It gets them off track.

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Well, I don't want to go over this bumps, let me go this way. And so let me turn around and go back. Let me try a different road. It's just the bump in the road. It's normal. There's going to be bumps in the road, right So you understand SIS, just the bump in the room. It's not a ditch, right It's a bump in the road. Let me figure out what I need to do to make sure I don't continue to go over the same bumps in the road. Right So you re-strategize so you find yourself in kind of a dip. So what do you do when you lean into the dip and you continue to press and continue to do what you're doing Sometimes you do need to adjust. And this is where having a coach, being a part of a community, making sure that you're going through the material, right

Remember we talked about the importance of listening to the audio, watching the videos. Why Because every time you make a pass over that material, you're going to pick up something that you maybe didn't hear before that maybe you weren't ready to hear before, right So you continue to go through the material and you'll pick up different things that you need as you're going through your journey. So you're listening and you're watching on a daily basis and you're in the step and you remember, Oh, well Michael said that I was going to experience this and that all I needed to do was this. Or, Oh, you know what, I'm experiencing trouble trying to maintain smooth speech. So maybe if I do this, this will work. I remember, I hear, I heard him say that and an audio. So maybe let me try this. And, and then you try it and go, wow, look at that.

That worked. But what if you weren't listening to that audio You were in the dip. Then you're like, Oh, what do I do This isn't working. Then you start becoming very self-conscious. You start becoming anxious cause just don't know what to do. You don't have any options, right But the more information you have right to deal with that particular situation, the more options you have, the freer you feel, the more confident you feel. Now you're like, well you know what Michael said that we might deal with this and he said that we could try this or we could try that or we could do this, that this was work for other people. Right Now you feel more confident. Now you have options and you keep doing that. And what happens is you begin to come out of this dip. And what I've seen happen to people is that as they come out of the dip, they actually end up at a higher, at a higher level than they were when they went in.

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Okay So they progress more. They progress at a higher level than what they were when they went and to that dip. So what's very important is to understand that for most people you're going to experience that placebo effect, which is a very real effect because you believe, cause you have hope that this is going to help you. You actually begin to make changes in your neurological structure, in the way that you respond to different situations. You begin to have neurons firing together that allow you to think in a different way, to feel a different way, to perform in a different way. But this is often temporary, right Those neurons haven't necessarily wired together. They need to wire together to form a new neural network. That then becomes your new pattern. Your new habit becomes a new skill. So what's your experiences is probably more chemical in nature due to your emotions due to your feelings.

Okay Which is still very, very real and it's often what you need to get you started. Okay So you experienced this placebo effect. You use it to build motivation, to build momentum, to drive you forward, to help you establish new habits and patterns. And then you often experience a dip. Sometimes the dip is not this low. Sometimes you'll experience multiple dips along the way. But here's what I've also found that as you go through this process, you may start here, may go up, it may experience a dip here, and then you may come up a little and you may experience a little dip here and then you come up a little and you experience another little bit and you come up experience in that a little bit and continue. So what do you see happening What we see so that your overall trajectory is what is upward.

Yes. But you're still experiencing dips along the way, right This is very, very normal. So as you are working through this process, it's a journey. You're still moving up you're still moving up. Sometimes you have a dip, but you continue and you move up. You learn something new, you have a D, you move up. So each time you're reaching a higher and the higher level, a higher and higher level. Now when is this not true This is not true. If you give up, did you give up If you quit, if you stopped, if you go back and just start another program, you go over here, right them, then you'll probably experience reversals and setbacks and all that kind of stuff. As long as she continued, you figure, okay, this isn't working. You troubleshoot. Can I need to do this I need to work on this instead.

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Right And this is where coaching can help and or a community can help and or going through the material meticulously and looking for answers to your questions, okay You will have an upward trajectory. So that's very important to remember as you go through this process. So we talked so far about what you're going to expect to learn. You can expect to learn the techniques, the tactics, the strategies, the skills to help you speak smoothly. You can expect to learn all of those things that you need. Two to think and speak clearly, right You can expect to learn how to feel calmer and more relaxed, more poise, and to speak in a calmer manner when you need to and you can expect to learn how to feel and how to be more confident. How to project authority when you're speaking, expect to learn those things. In addition, you can expect to experience the placebo effect, especially in the beginning.

You can expect to go through some dips. You can expect to go over some bumps. I tried this and it didn't work, right So some people might call these failures, negative experiences, whatever you call them, bumps in the road, that's all they are, bumps in the road, and you'll need to restrategize sometimes to figure out, okay, well this isn't working, so let me try this, but everything's going to be there. I remember I've been doing this now that is working in this field for now at the recording of this video. It'll be 11 years. I've been working full time with people for at again at the recording of this video for eight years, full time coaching people, speech coaching full time. Prior to that, virtually all of my jobs for about 20 years required me to speak. I was a minister. It was a professor.

I was a workshop leader. I did all kinds of things. I've even taught classes for a little while in Spanish and my Spanish wasn't that great, but I challenged myself to do it so I understand the intricacies. I can see the patterns because I've worked with so many different people. Most of my clients are multi-lingual, they're from all over the world. I have clients who are doctors, lawyers who are engineers, who are multimillionaires, who are professors, who are students, so all kinds of different clients, all different classes from all over the world, male, female. So I have, okay, very, very good solid understanding of speech patterns and how people speak and what you need to do in order to speak well in order to perform well under pressure. Many of my clients, many, many in fact have clients right now are getting better jobs, right

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Better jobs are moving into different positions because of their speech. So I say all of that just to let you know that this is something that you're going to experience and the content that you're going to be getting in this program can help you. It's, it's real life, it's realistic, it's practical and it works. So you want to consume it, you want to flood your mind with it because when you need to access it, you want it to be there or you don't want it to be sitting in the audio. You want it to be sitting in your mind. So this is what you can expect to experience. And because you know that you're going to be able to handle the experience much more commonly, much more smoothly, and be able to navigate it more successfully. Now let's talk about what it's more useful for you to focus on during this process.

So what's going to be more useful for you to focus on during this process Well, the thing that will be most useful for you to focus on is what we call the process, the process. Now you can also say, your daily activities, your daily activities. So let's take a look at that. What do we mean by that Rather than focusing on the end result, the end result is I want to speak, let's say I'm going to speak smoothly and confident. That's the end result. So as you're going through this process, you begin to think about, okay, well I'm not speaking smoothly right now. I've been working on this for a week and my speech is still not that smooth. So then people become frustrated. Well, what does it entail Right How do you get to the place where you're speaking smoothly Well, first you have to understand what does speaking smoothly look like

What does it sound like What does it feel like So we have a process that we take you through so that you can experience that you, you're modeling, we call it modeling observational learning. So now you can feel, you can see it and you can hear it, you can experience it. Oh, this is what it looks like. Sounds like what It feels like. The speak smoothly. So I understand that. So that's the goal, but how do I get there Well, have to actually practice. What is it that I need to practice to help me to start speaking smoothly So I have to practice the skills that are necessary, the skills, the techniques to help me to speak smoother. And then not only do I have to practice them by myself, they have to practice them in some kind of pressure in front of other people around other people.

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When I say practice, I mean use, implement. And when you do that, you're going to find that sometimes just doesn't work. Just like learning a new language. You try, you can't think of the words, I know this because I'm experiencing it myself. Can't think of the words. Doesn't want to come out, but you keep doing it and all of a sudden it just starts to work. It starts to click, right So you, you understand what it's going to take for you to develop this smooth speech and then you focus on the daily activities. What do I need to do each and every day, little by little to help me build this skill that's habit of speaking smoothly. So here's something that you'll probably hear me talk about. These are the components of characteristics of building a habit. One of those is what we call consistency, right

Consistency, repetition, repetition, and then time. Time. Okay. These three are critically important. So yeah, he must have consistency, must have repetition, and it must be over a period of time. So let's break this down. This means that you can have two of these and be lacking on the one and it not work out. So that means I can do something each and every day. I can do something every day for a week. But if there's not enough repetition, stay. Let's just say I just do something once every day for 30 days. Just, just one little time. Just takes me a few seconds to it. One little time. That's good. All right, that's good. But for haven't done it, there's not enough repetition of that. Then I have it. I've done it enough to actually build a habit or build a skill, okay It's just not enough repetitions.

So the time is there to consistent is there, but the repetition is not there. So what if I did something 100 times, but I only did it once a week Well, there, there's not enough consistency. I've only done it once a week. So there's still not enough consistency to why are those neurons together that's required to build this new pattern, this new habit, this new skill. So I did it consistently over time, but there's not enough repetition or there was enough repetition, did it a hundred times, but I didn't do it consistently. I didn't do it five days a week or six days or seven days. What if I did something a hundred times every day But I only did it for a week Well, now we have consistency and repetition, but there's not enough time, right A week is not long enough to build that habit, that pattern, that skill.

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Does this make sense So we need to have a good amount of all three need to do something consistently each and every day. Enough repetition, right That's this could mean 10 minutes a day. It could mean 30 minutes a day could mean longer, right So we have consistency, we have repetition, and I need to do it long enough so that it actually can become a pattern. So some people ask, well how long does it take to form habits or skills So there's been a few studies out there done. Some people think 21 days, 30 days. Those numbers are close. The based on the studies that had been done, a very, very simple habit. For example, drinking a couple of glasses of water a day, let's say, let's say you just really don't drink any water. You drink a lot of sodas. So just drinking a couple of glass of water a day.

Well you can develop that. So it's kind of a simple habit in around 18 days, right So the shortest period of time they found in this study, it was around 18 days, close to 21 writes about three weeks or so. But the average time it took was 66 days, so around two months, around eight weeks or so, this was the average, but some habits which are more complex took up to 254 days, almost nine months, almost nine months. Now, this doesn't mean that you didn't experience or that you wouldn't experience some automaticity is when something becomes automatic, becomes a habit. This doesn't mean you don't experience that along the way that you have to wait for eight weeks or wait for nine months. It just means that when it becomes automatic, you're no longer thinking about it. For some people, it took them three weeks.

For the average person that took about 66 days and then some other habits. For some other people, it took them nine months. So what I've personally found and working with my clients is that they can begin to see results. They can start to see results in a few weeks, right They start to see results. Generally speaking, it's not automatic yet, but in about six weeks, somewhere around six to eight weeks, you start to experience automaticity, which starts to become kind of automatic. Second nature subconscious, they're not thinking about. It starts to become, and then as you move closer, two, three months and four and five and six months, automaticity becomes, or it increases, right Becomes more and more automatic for them until they get up to about a year. But what's required to reach automaticity is these three elements, right And if you do this, then I found people experiencing very consistent results.

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things are really starting to become automatic inside of about three to four months, about three to four months. So three to four months, four, five, six months. You can actually create brand new speaking, brand new thinking habits. So what do you need to focus on instead of the end result? What do you need to focus on to help you set up realistic expectations? You need to focus on the process, not the goal, not the end result. That doesn't mean that you can't visualize the end result, but you need to focus more on what is it that I need to do? What are the activities? What are the behaviors that I need to repeat consistently over time, each and every day that will add up to the end result that I'm looking for? Okay, let me say that again. What are the activities? What are the, the thoughts that I need to have?

What are the things I need to tell myself were the things that I need to do moment by moment, day by day, week by week, month by month, so that if I do those things, it will automatically produce the end result that I'm looking for. So I focus only on doing those things every moment, every day so that I reach and achieve the end result, the goals that I'm looking for. Process, daily activities. Okay, well this is obviously very, very important because if you focus on the end result, you can get yourself frustrated and you can give up quite easily. Now here's something else that I'll share with you and then we'll wrap this up. Set your expectations to one. Okay, set. Set your expectations.

Expectations. Two, one. What does that mean? That means you want to look for one small change each and every day or each and every week. Just look for one small micro mini change, one small micro mini improvement. It's all you want to look for. And that may mean in fact for many of my clients and probably for you, that change will be that you feel you start to feel more confident. Wow. Feeling more confident. That's a change. You want to celebrate that. I want you to go back and reference, or I want you to go in a reference and check out my series called how to retrain your brain, how to retrain your brain. We talk about this, but set your expectations to one so that when you see that one small change, Oh wow, I had a 10 minute conversation, but I improved in two minutes of that conversation.

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Normally that whole conversation, that whole 10 minute conversation would have been bad. Most of it would have been bad, but I improved in one or two of those minutes, right So don't look at the eight minutes that you didn't speak that well. Look at the one or two minutes that you did set your expectation to one, just one small change or wow, I felt more confidence because of all this I would like, but I felt more confident. I actually went out and I spoke. I raised my hand, I voice my opinion. Right That's setting your expectation to one and you celebrate that. You say, wow, if I can do that, if I can speak better for one minute or two minutes, if I can be more confident to go out and speak to people, then that means that I can speak better for three minutes or four minutes or five minutes and he's, I can go out and speak to more people.

Does that makes sense So you're building momentum, you're celebrating your successes. You're not focused on what you didn't do well. Okay, that's simply not helpful. So here's some questions to questions that you can ask yourself. When you've had a speaking experience, you ask yourself, what did I do well What can I do differently the next time What did I do well and what can I do differently the next time The reason you want to do this is because when you say, what did I do well, you can go back and evaluate why did this well, I did that well, maybe I didn't do a whole lot. Well when I did these one or two things. Well, all right, now what can I do better the next time Well, the next time I can make sure that I tell myself to relax, that I slow my speech down, that I focus on this, right

So by talking to yourself and focusing on those activities or strategies that you can do the next time, you're literally feeding your mind, flooding your mind with something that's constructive with something that's going to help you the next time. What many people tend to do is they say, man, look at what I did. I didn't do this. I didn't do that. And the next time I make sure I don't do this, and I don't do that. So all they're doing is they're focusing on negative activities, right They're focusing on negative behaviors. So everything that they're thinking, they're literally re-imagining and meditating on and visualizing negative things, right Which is going to frustrate them. It's going to cause them to feel more anxious. They're actually filling their mind with negative pictures, negative images, negative self talk, which let me ask you a question. Do you think that will help them or hurt them next time

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Probably going to hurt them. What if they say, what did I do well Okay, well that's kind of positive, so well, what can I do better So we're not just saying, what did I do well, let's just forget about what I didn't do well. This is what did I do well And then that's it. Well, that's not as helpful, but what did I do well the second, what can I do better the next time So when you do this, you're setting yourself up for success going forward. All right, so today, well, we talked about, we've talked about a few things, what you'd expect to learn, right We talked about what you can expect to experience. Hmm. We talked about what's most useful, what's more useful for you to focus on instead of the end result. So go back, watch or listen to this video, and you'll be able to set yourself up for, for success because you will have understood how to set realistic and a very, very clear, practical expectations for you.

Set your expectation to one, one small mini micro improvement at a time. Understand how long it can take you to form new thinking patterns, new beliefs, new speaking, new behavioral patterns. It can take awhile. So when you understand it, it's cool. I understand that you need to focus on the behaviors and activities that you have to take every day consistently. You have to repeat them enough times over a period of time in order for you to get the results that you're looking for. Thank you so much for watching this and listening to this and we'll see you in the next session.