



# BOOST YOUR BUSINESS

WITH CONFIDENT  
SPEAKING !!

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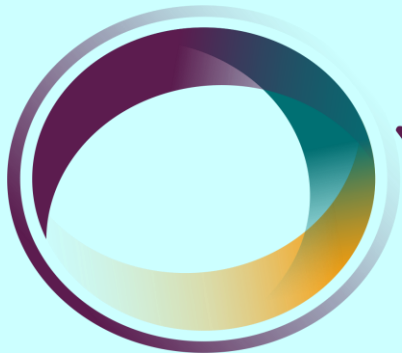
**Facebook & Instagram: @YourWholeVoice**

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*Judith Quin*

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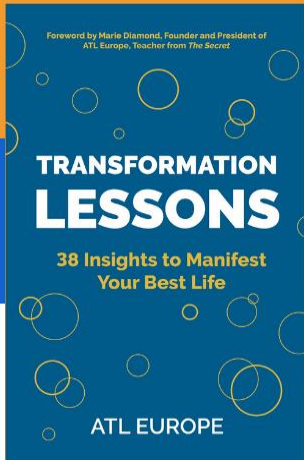


**Your Whole Voice**

confidence • connection • communication

# Who am I?

Qualified Coach, International Public Speaker, Author,  
Member of Association of Transformational Leaders of Europe





“The 2-day intensive with Judith was THE best investment that I have made in myself and my business for a long time.

I’ve got a global business, I get asked to speak a lot, but I was never comfortable doing it – even though I’d spent over £20k on public speaking training before! The sessions Judith did with me were so powerful and I sold more than I’ve ever sold before at the next event I went to.

Find the money, find the time, and work with Judith, it’s a no-brainer. because, seriously, your life will change.”

(Sammy Blindell – CEO & Founder of How To Build A Brand)

# My Mission:

To transform the lives of over 100 million people by creating confident communicators who speak with clarity & conviction, connected to the passion behind their purpose, expressed through the power of their whole, true, voice.

To empower you to:

Discover Your Voice

Express Your Truth

Speak With Ease

# Confidence is ...

a feeling of self-assurance  
arising from an appreciation of one's own abilities or qualities.





# *Your Voice...*

**is a reflection of every experience or  
emotion you have ever had,  
imagined, or witnessed**





Your *Whole* Voice  
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## The 4 B's that effect our speech

- Brain
- Body                      ViBration .. (Energy)
- Breath



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Use Your Brain, Body & Breath to create the  
ViBration YOU want when you speak about  
your business, so you speak with  
**Clarity, Confidence & Conviction**  
**AND – Boost Your Business**



How to not give a damn about what other people think about you or what you do.



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## Judith's Rules To Remember

1. Your Customers/Clients Don't Care About You
2. Your Customers/Clients Have a Problem That Needs Solving (but they might WANT something different)
3. Know that YOU are the perfect person for the people who are right for you
4. Don't give a damn about the others



Your *Whole* Voice

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“For almost a year I had been avoiding what I felt was an awkward conversation with a large corporate customer, I didn’t want to rock the boat.

I did the 1 Day Intensive with the amazing Judith Quin who helped me gain enough confidence and gave me the tools to ask for what I wanted and to stand up for myself. Not only was it effortless **I also secured an annual support and maintenance contract worth £80k** and have been asked to tender for another of the same value!

Stress, anxiety, and financial security sorted in one phone call!”

Kevin Treweek – I.T. Services



Your *Whole* Voice  
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Find Your Voice

Free Your Voice

Liberate Your Life

**Connect@YourWholeVoice.com**

**www.YourWholeVoice.com**

# 2-Day Speak With Confidence Online Workshop

9<sup>th</sup> & 10<sup>th</sup> Oct 2020

"Could be life-changing!"

"Excellent programme"

"Fantastic day"

"The best money I've ever spent"

"I AM SO SO GLAD I CAME"

"Amazing day"



£179 TO YOU

## *Boost Your Business: Speak With Confidence*



**Vocal Confidence. Public Speaking. Self-Expression**  
For speaking up and speaking out: in public, in life, and in business.

**Personal Programmes**  
**Company Training & Retainers**  
**Workshops, Retreats & Sound Healing**  
**Personal ½-Day, 1-Day, 2-Day & 3-Day VIP Experiences**

*“Doing the two-day VIP Intensive with Judith was THE best investment that I made in me and my business for a long time. I would absolutely and whole-heartedly encourage you, find the money, find the time, and get your back-side on to this two-day VIP Intensive with Judith, because your life will change. Make the commitment, make the change, make it happen – you will be so glad that you did”*

**(Sammy Blindell – CEO & Founder of How To Build A Brand)**

**Where are you not showing up for your business when it comes to speaking with confidence?**

The stresses of speaking can appear in different ways and different situations. What situations do you avoid speaking in OR where are you not fully confident yet speaking about yourself or your business with full confidence. Become aware of what you're really afraid of/don't like. Because it's NOT speaking.

**BRAIN: Your Thoughts Create Reality.**

**What are the speaking situations you don't like?**

Write them here, there might be more than you thought: (ie sales calls/client calls/cold calls/from stage/workshops/camera/difficult conversations/corporate sales etc)

**How does avoiding these situations get in the way of boosting your business?**

**What thoughts come in to your brain when thinking about speaking in the situations you don't like?:**

(what you think people will think about you / what you're afraid of going wrong etc)

**How do these thoughts get in the way of you boosting your business?**

**What are your take-aways from the brain section?**



## *Boost Your Business: Speak With Confidence*

### **BODY: Posture, Pronunciation, & Projection**

Your body has a thousand 'tells' and if your brain says you're nervous, or should be afraid, or hide – your body will respond. BUT also .. if you control your body and put it in strong positions and smile, your body will tell your brain "I'm OK".

### **How does your body let you down, or stop you from being visible?**

(What symptoms do you get? Where in your body? How do you hide?)

### **Exercise 1) "I feel fabulous" / "I feel awful" how did you feel - do you believe yourself?**

SO even if you feel terrified - stand tall, look up, smile, then speak -

### **Exercise 2) Go 'BIG' with your body.**

Practice your '60 second pitch' by 'going big' use your body in different ways (write underneath the impact it had for you)

- 1) Pretend you're chopping logs. (this will subconsciously bring out what's really important and help you explore the energy of strength)
- 2) Imagine you're catching butterflies, holding them, and letting them go. (this will help you explore the energy of lightness, gentleness, and nurturing.)
- 3) Imagine you are paddling a canoe through white water (this will give you a chance to explore the energy of speed, resistance, exhilaration)

Then just say your vision/mission/or pitch out loud without games - and see, hear & feel the difference

**How does this impact how you say your pitch?** What energy fits for you and your business? What is useful or different for you? .. Also how does it feel bringing your body in to play - how does opening it up change the energy of what you say?

### **What are your take-aways from the body section?**

## *Boost Your Business: Speak With Confidence*

### **The VIBRATION of VISIBILITY:**

Explore the physical and emotional energy of your voice and how this can not only change your state, but also that of your audience.

Being able to adjust your energy to your audience is key. For example if you are very excitable but speaking to a room of introverts you may need to ground or steady your energy, if you are in physical or emotional pain you may need to lift your energy, if you are naturally shy and quiet you may need to raise your energy, if you are angry or frustrated you may need to calm... etc

Get feedback from your group to answer these questions:

**1) What is your usual energy state?** (are you upbeat/laid-back / timid/ assertive etc)

**2) How does (or might) that create challenges in connecting to your clients/customers?**

(Are your customers/clients people like you? Different to you? How might that be challenging in how you're communicating and getting business?)

**3) How does your usual energy state create challenges in getting your message across clearly?**

**4) How might you adapt or change your state to get yourself in the right state to be seen and heard?**

Humming is the quickest way to adjust energy & it's also a vocal warm-up. Remember to hum!

### **BREATH: Pace, Pause & Project**

Your breath helps support your voice, impacts your words and volume, as well as being able to calm you before speaking. Your breath doesn't just come from your nose and mouth – your belly and ribcage are the core support for your voice – so if you want to be heard (and therefore share your message with clarity) you need to feel this support.

**How do you normally breathe when speaking in your challenging situation?** (Do you grasp breaths, not think about it, run out of breath, get a dry throat...)

**How did you find the pump?**

**How did you find the deep breathing to slow your heart-rate and slow your pace?**

## *Boost Your Business: Speak With Confidence*

**Don't You Give A Damn!**

**Judith's Rules To Remember**

- 1. Your Customers/Clients Don't Care About You**
- 2. Your Customers/Clients Have a Problem That Needs Solving** (but they might WANT something different)
- 3. Know that YOU are the perfect person for the people who are right for you**
- 4. Don't give a damn about the others**

**Connect to your CLARITY, PASSION & PURPOSE.**

When you're showing up and being or becoming visible through speaking you need to be CLEAR on what it is you are saying and why you are doing what you're doing, as well as why you're speaking where you're speaking (especially if it's for other people and either you're not being paid or paying to speak.)

**CLARITY is key for communication and confidence** - if you're not clear you won't be confident. If you don't know what it is you want as a result of the conversation, video, talk, etc – you will lack conviction and sound uncertain, and uncertainty from you creates space for uncertainty in others. So be clear on your PURPOSE.

For Example: Why have I done this talk for free? (Immediate Purpose)

- 1) It's a GREAT way to raise my visibility and give clarity on who I am & show the value of what I do
- 2) It's part of my giving back to those who need to grow and haven't allocated budget for this training yet.
- 3) It may lead to clients – either directly through one of you, or indirectly, by someone you recommend me to.

All of this connects to my HIGHER purpose of impacting the lives of more than 100million people by creating more confident, connected, communicators.

It's vital to have a higher purpose for your business in order for this to actually motivate and drive you, **it needs to come from your PASSION.**

So, what are you passionate about about your business? Not 'It would be lovely if everyone ...' But fiercely PASSIONATE. ... passionate enough that you don't give a damn about what other people might think or say – you're going to get out there and talk about it anyway.

How passionate are you about it on a scale of 1-10 .. if it's not AT LEAST an 8.5 you need to reconnect to your passion.

**What is the next time you're speaking about your business?**

**What do you want from that session?**

**Remember to ask for what you want from your audience. Finish with what you want from them ... like this**

....

## *Boost Your Business: Speak With Confidence*

If any of what I have said today has resonated with you, get in touch.

If you like the sound of the voice-vibration work and you want to recognise and release the emotional baggage you're holding on to that restricts your voice and keeps you playing smaller than you know you could be, let's talk about releasing that rubbish to boost your business. There's the **self-study online course for just £27** at [www.yourwholevoice.thinkfic.com](http://www.yourwholevoice.thinkfic.com) or I've got a **7 week in-person online course coming up** from the 16<sup>th</sup> October, book a clarity call to chat about it. (link below)

If you'd like to work with me on more technical public speaking, so that you can boost your business by speaking with clarity, confidence and conviction, no matter the situation. I've got my **2-day online vocal confidence workshop happening next week – the 9<sup>th</sup> & 10<sup>th</sup> October** - I've got **33% off available** – if you choose the 'discount ticket' then add 'My10%' in the coupon code box in the online basket.

Details & booking here: <https://yourwholevoice.com/product/speak-with-confidence-heart-soul/>

If you want me to speak at or run workshops for your company, or some 1-2-1 work for yourself, or you just want to chat to explore what your next step with me might be ... **book your complementary clarity call with me to see what will work for you:** [click here https://calendly.com/yourwholevoice/20minute-clarity-call](https://calendly.com/yourwholevoice/20minute-clarity-call)

*Best to you*

*Judith Q x*