

Work from left to right. For more details, see chapter 11 in *The Power of Pressure*.

If peak pressure is preceded by a long haul of preparation:

What you need to do:

Deliver a speech in front of 1,200 people that will make or break our biggest sale this year.

Connect with Importance

What's at stake?

- Finances
- Cement an important new partnership

Why does this matter to you?

- Test of my ability to step up
- Goal is to do many more big stage events

Prepare for Activation

How is your body going to feel under pressure?

- Increased HR
- Jittery
- Tense

How will you manage the discomfort?

- Recognize this is my body preparing me to perform
- Diaphragm breathing
- Humour

Build Certainty

What is your average?
What can you count on?

- No misses in 3 years
- consistent delivery
- Worst case scenario is that it is 'good'

What is your serve?
What can you directly control in the moment?

- Deep diaphragmatic breath before taking stage
- Opening 5 minutes
- rehearse to death

Hold Importance in Perspective

What's not at stake? What won't change regardless of the outcome?

- Love of partner + family
- Tons of great friends
- Successful business

How is this helping you grow?

- If I can handle this, I can do any event

Build a Plan

What 2-3 things will you say or do in the moment?

- Remind myself of my average
- Hold what's not at stake in mind before taking the stage
- Remind myself that activation is part of performance

As performance approaches

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What you need to do:

Connect with
Importance

What's at stake?

Why does this matter to you?

Prepare for
Activation

How is your body going to feel under pressure?

How will you manage the discomfort?

Build
Certainty

*What is your average?
What can you count on?*

*What is your serve?
What can you directly control in the moment?*

Hold Importance in
Perspective

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Build a
Plan

What 2-3 things will you say or do in the moment?

As performance approaches

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preparation:*

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