



# Mentoring Program

## Successful Business Building Steps

### Course 7 Module 4 Lesson 6

## Presentation Tips

### Leading the Presentation

In TETA Mentoring Course 1, you learned that when you begin a client session you follow a “session structure.” Your workshop or class should include a similar structure.

I always begin my presentation with a statement like:

*“Welcome to (TOPIC) I am Jan Luther and I am so excited to see what healing lies in store for you tonight.”*

*“I like to be sure that we’re all on the same page as we begin, so let me just say that . . . ”*

*“TET Tapping is an amazing new tool that has had profound results for millions of people on millions of issues for over 30 years now.”*

*“I will tell you that the process looks really strange...but, I know you’re all mature enough to be trusted with 2 truths:*

- 1. You are taking full responsibility for your health and wellbeing (they should each have signed a release form to get in)*
- 2. You are wise enough to know that, often times, the simplest things have the most profound impact on our lives and so we will all experiment with this process tonight and have **fun doing it, okay?**”*

**\*\*\* Whenever you ask a question – GET a response or ask it again! \*\*\***

Nodding, saying “yes,” smiles, etc. You can even ask for a verbal “YES” or “AMEN!” This is part of getting them to open up and contribute to the conversation!

By prefacing the program with the word experiment, *you* and your audience can relax! Make it fun and alleviate the expectations for your group.



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### Course 7 Module 4 Lesson 6 (continued)

What agreements do they need to make before you begin? Adults NEED to feel safe and **these four things are very important** in getting them to fully participate.

1. You have a structure they can depend on.
2. You're holding the space and keeping everyone respectful and on topic.
3. You're having FUN, you know healing is possible and you want to help.
4. You'll believe in them for MORE healing. You won't let them down by letting them miss the opportunity for more, and deeper, healing after this introductory program.

I've done effective presentations ranging from 10 minutes to 90 minutes with profound success by using the formulas and templates I'm giving you here.

**Here's a TET Tappers Insider Secret:** The reason TET Tapping is so phenomenal is that **the client does most of the work.** 😊 Your part is to be open, accepting, follow their lead and tap!

You ask a question... they give you all the content!

Jan: *"So, what do you crave and when?"*

Sue: *"I find I crave sweets when I am anxious."*

Mary: *"I crave salty things in the afternoon."*

Deb: *"I eat ice-cream before bedtime."*

Notice that I **asked one generic question and we have loads to tap on for the next 20 minutes.**

You'll have the best time when you realize that your participants WANT to be heard.

They want to have their stuff cleared. It's fabulous that you can wait for them to give you the tapping phrases and follow their lead every time.

They literally do the work of uncovering the themes and phrases.

Your job is to listen, ask great open-ended clarifying questions and use their words to help them tap through their stories.



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### Course 7 Module 4 Lesson 6 (continued)

**(Review Course #5 Skills Module on Deep Listening!)**

Once you have THEIR input, you can tap right away and then take the next logical steps.

When did this first start?

Get a few aspects and be sure you're writing stuff down because during the closing remarks you want to have SPECIFIC points that you can tell them STILL need to be addressed.

Just roll with the conversation and tap, tap, tap. Check in to recheck the SUDs and adapt the phrases, pointing out the healing and the hope each step of the way!

I think of myself as an orchestra conductor when I do presentations...

Have FUN and enjoy the healing, the funny reframes from Spirit, the laughter and insights from Spirit AND from the attendees.

This can be one of the most joyous things you do in your business when you keep the attention on the participants and rely on Spirit to lead the process.