

## How POSITIVE are you in these difficult times?

Ann Nobbs launched Telmark in 1984 and has worked with a wide range of people in companies across the UK and Europe. Her training concentrates on '**Positive Thinking**' and '**Positive Vocabulary**'.

**Why are we so negative?** Is it something we're born with or something we learn? Why do so many people point out things about themselves / their ability / their situation that they do not like or are not good at, and then tell everyone not to take any notice of them? Why do we specialise in looking on the **DARK SIDE**?

We can change people's perceptions by changing the words we use to communicate. We need to avoid negative words like "I'm afraid" or "unfortunately" and talk about what we *will do*, instead of what we can't do.

For the past 25 years, Ann has been training individuals in organisations to concentrate on strengths and not to highlight weaknesses. **She is now extending this service to help people make the best of these difficult times.**

If you believe in yourself then others will also believe in you. The habit of talking negatively can be changed – it is, after all, only a habit.

**"If you think you can or if you think you can't...you're absolutely right!"**

### Key points:

- **25 Year Anniversary of Telmark Training on June 4<sup>th</sup> 2009**
- **Ann has a quarter of a century of experience in building confidence and self belief – she can help individuals:**
  - **to sell themselves more effectively (e.g. in preparation for job interviews / work-based scenarios, or socially)**
  - **become their own best champion (without sounding arrogant!)**
  - **believe in themselves**
  - **concentrate on their strengths (and not their weaknesses)**
  - **use positive vocabulary**
- **Ann will be sharing her considerable experience with individuals from the general population on a one-to-one basis**
- **People that might particularly benefit from Ann's services include those that have recently been made redundant and are looking for work, people who consider themselves to be shy or of low self-esteem, and, people returning to work after a career break (e.g. after caring for children or another relative).**