

- Jingle: [00:01](#) She Shed Comedy with Linda Schwartz: Empowering your comedy career.
- Linda Schwartz: [00:07](#) Hey everybody. Welcome back to She Shed Comedy podcast. I'm your host, Linda Schwartz. If this is your first time listening, then thanks for coming . The podcast is produced every week for your enjoyment and show notes are found at sheshedcomedy.com . Today we're talking to Jacqui Letran. Jacqui is an author, speaker, mindset mentor, and the host of Stop the Bully Within Podcast. Jacqui dedicates her life's work to help her clients and students transform their inner critic into their best friend and cheer leader so they can create that powerful and resilient mindset needed to be happy and successful in life. It's episode number 17 so come back often and feel free to add the podcast to your favorite RSS feed or iTunes. You can also follow me on Twitter, Instagram, and Facebook. All the links are in the show notes. Now let's get into the show.
- Linda Schwartz: [00:58](#) Hey everybody, welcome back to She Shed Comedy Podcast. I'm your host, Linda Schwartz, and today I'm with Jacqui Letran. I will let her explain what she does, but this is for our business series. She's a mindset mentor. And one of the reasons why I wanted to bring her on is because for me, mindset is everything, especially when it comes to business. And as performers, as people who are entertaining others for a living, I know I get caught up in the craft side of it, doing you know a lot of working on my material and sets and things like that, but perhaps not enough time on the business side. So I'm doing a business series and I have Jacqui here with us. Welcome Jacqui.
- Jacqui Letran: [01:49](#) Hey Linda. Thank you so much for having me on today.
- Linda Schwartz: [01:52](#) Oh! It's a pleasure having you. So can you share a little bit about what it is that you do and how you help people?
- Jacqui Letran: [01:59](#) Definitely. I call myself a mindset mentor. There's not a really good title for what I really do. And a lot of us in the same kind of feel, feel the same way, right? We pick a title that's sort a kind a makes sense that people can sort of kind of understand. But there's so much more involved than mindset mentoring. But what I really do is I help people to understand what their blocks are, whether it's career or relationship or personal happiness, whatever it is that they're trying to achieve. Figure out their blocks, figure out where these blocks came from. Help them to overcome that by changing their mindset, by changing how they see that, you know, how they see that situation, that caused the block in the first place.

- Linda Schwartz: [02:42](#) Very cool. So for me, I think what has been coming forward for me is this idea of going pro in your mind. And I, this concept came forward to me through a book by Eric Worre called Go Pro. And it really shifted some things for me in my personal life in terms of what I wanted to do. And so it's always in the back of my mind that, I mean, and I know for a lot of people who are listening comedy stand up comedy or Improv or whatever they're doing in the field may be doing it as a part time thing and might not feel it as a business just yet. So can you talk a little bit about the idea of going pro in your mind, whether that's full time or part time?
- Jacqui Letran: [03:29](#) So I think for me, I'm not quite sure where your Go Pro is, but for me when I hear that word, what I think about is really about believing in yourself and your ability, whether you're using it for a part time, entertainment, whether you're using for your business, whether you're just having fun in the moment is really about bringing the best of yourself out at any given moment because you believe in who you are and what you have to say and what you have to do and you believe all of that is valuable and important. Playing that A game, I guess.
- Linda Schwartz: [03:57](#) Yeah, I love that. I love that idea of playing your A game and being the best version of yourself and having that be a state of being rather than having it be something that you are rather than just performing, right? Like your state of being. And, and having that for me Go Pro means like just having a shift in your mindset where you know for sure in your heart of hearts that this is something that you want to do. Like, you know, for me, even though I have other things on my plate, comedy is a side hustle so to speak, right? Like it's not something that I'm doing full time yet, but I am pursuing it with bigger and, with a, with a professional mindset. Like I think, you know, going pro is having, showing up as a professional, being on time, doing all the right things, getting your, your head shots done, like doing all of these little things that, that kind of convince yourself that you're in business. Right? But I also love the idea of just showing up as your best self because you know, as a professional you really do show up as your best self. So I, I really love what you said about helping people navigate or reconcile the past and their blocks. Like, could you walk through an example of that? Let's say that a comic, it has fear about going on stage, like you know, they have stage fright, how would you help somebody reconcile that and shift their mindset?
- Jacqui Letran: [05:33](#) So first of all, fear of going on stage is not the problem. That's a symptom of something deeper. Right? So after seeing thousands of clients, what I've discovered is that no matter why

a client come in to see me, there's only four problems which makes my work so much easier. People would come in and they would say things like, Jacqui, I'm gonna to be your best client. Look at this list of problem I have and they list like 40 different things. And I'm looking over the list, I'm like, ahh huh four problems. And they'r like, four problems? What do you mean? I mean, look at my list. And I explained to them that again, you know the list of things that people come in as complaints are symptoms. The four problems that we always traced back to one or multiple of the fours are these.

- Jacqui Letran: [06:19](#) And really if you trace it back deeper, it's only one problem. And the one problem is a faulty belief. The four biggest faulty beliefs are, I'm not enough. I'm not funny enough. I'm not talented enough. I'm not rich enough. I'm not pretty enough. I'm not whatever enough. And if you have that belief of I'm not enough, you tend to also have a belief of I'm not worthy. I'm not enough of something, therefore I don't deserve something else. The third thing is I'm not loved or I'm not lovable. And the fourth thing is I'm not safe and it could be I'm not safe to put my true self out there. People will reject me or I'm not safe because someone's going to harm my body. And so once you understand that no matter what the problem is, it will trace back to one of those four. It becomes very easy. Now I can see four different people with fear of stage fright and the they're significant emotional event that caused that fear can be completely different and one of the belief might be the driving force or multiple of them. So just because you have a fear of of , performance, it doesn't know it's a one size fit all type mindset change or treatment is really about looking at the individual and going to the root of the cause of the problem. Discovering that and then overcoming that.
- Linda Schwartz: [07:35](#) Wow. I had a feeling it was going to be traced back to the belief system. I've done a lot of work with my own. I mean I've done a lot of personal development and mindset work myself. And one of the questions I had for you was how do you actually go back and trace a symptom of stage fright to the event that caused the, the belief, right? And then how do you untangle and unravel that belief?
- Jacqui Letran: [08:06](#) That's a great question and I don't have a quick answer for that.
- Linda Schwartz: [08:09](#) That's okay, we have time.
- Jacqui Letran: [08:12](#) So I'm trained in multiple techniques to help clients and the five that I like, actually I added a sixth very recently that I'm super

excited about. So now the six tools that I use, I use hypnotherapy.

Jacqui Letran: [08:25](#) I use EFT, which stands for Emotional Freedom Technique. NLP, Neuro-Linguistic Programming. I use Timeline and I use Life Coaching. That used to be my five and now I've added Name Analysis, which is we're going to do a whole episode on that. It is so, insane. I love it so much. I basically, when I see a client, I would ask them every single time I see that client, I would ask them, you know, what would be most helpful today? And they'll tell me whatever it is. So let's say you say stage fright, right? And what I would do to start finding out the root is I would ask you, tell me what your problem is that you're trying to have me help you with in one sentence. And that gets a lot of people like, one sentence, but you want to really narrow down to that.

Jacqui Letran: [09:10](#) And so your sentence might be, I'm afraid of getting on stage. And then from that I would ask you questions over and over again until we hit one of those four beliefs multiple times. And once we hit one of those four beliefs multiple times, then it's pretty easy then to ask them how they feel about that particular event and then trace that feeling back to the first time they'd remember ever experiencing that feeling. So let's say, you know, you say I'm afraid of performing and then I would say, why is that a problem? Well, because I can't do what I want to do. So why is that a problem? Because it makes me really mad at myself. So why is that a problem? Cause I think I'm not good enough being one. All right. And we keep on going and a couple of more rounds until I see a pattern and the moment I see a pattern, I would ask you deeper questions about that pattern that came out.

Jacqui Letran: [10:01](#) And then I would ask you how you feel about it. And let's say you say, well, I feel really embarrassed, right? And so I would ask you, well, take me back to the very first time you felt embarrassed. And it might be, I was four years old and I just learned how to shut tie my shoes. And I was so proud of myself and I wanted to show off and I couldn't get it right. And people started laughing at me and I felt so embarrassed. That has nothing to do with performance. But the emotions are the same. Is that embarrassment that becomes the seed of view later trying to protect yourself against being embarrassed again. And the way that the subconscious mind works to protect you is cost, fear and avoidance. Because it knows that if you're fearful, you will avoid. And if you avoid you didn't, you put yourself out at risk.

- Linda Schwartz: [10:50](#) Right? And because, and there's a payoff for it. If you don't do the thing that you want to do because now you're protecting yourself.
- Jacqui Letran: [11:00](#) Right. You quote unquote, you're safe, right? Or so the subconscious mind thinks you're safe to the subconscious mind safe doesn't really mean safe the way you and I once safety see, feel and look like to the subconscious mind. Safe just mean stay exactly as you are. Do not change because change is scary. Change is dangerous. Anytime you try to change, you will get hurt. And so the subconscious mind have that believe. And it's biggest job is to protect you from pain. And of course anytime you do something that's sort a kind a looked like something from the past experience that caused you pain, it will bring up those fear and you don't really logically, you know, consciously think about it. But in the back of ground up your mind is like, yeah, you know what, I didn't practice enough. I'm not gonna to get this right. People are not gonna to get my joke, is not that funny anyway. Right? And then of course what happens? You don't want to go on stage.
- Linda Schwartz: [11:54](#) Yes, yeah, yeah, yeah. I totally, I totally get it. And it's an automatic default setting that occurs and it's so quick that if you aren't, if you aren't aware that there is a source to that, then I mean, I mean it takes people years to really get to, to recondition their, their mind just by, just by keep on going on stage, right? Like that's one way to externally deal with the problem. But the, the source of it is still there. It's just gonna to show up in a different way. And I really, really love that explanation because I think that, for a lot of performers, we have this mindset that if I, I mean for one thing, there's, there's the, the reason why we do it, right? It's still driven by an internal belief.
- Linda Schwartz: [12:52](#) And for me, what strikes me is one of the three, one of the four reasons that, that you said, and the, I'm not loved, I'm not lovable. I suffered from that for a really long time. And perhaps that's one of the reason why I'm doing stand up comedy, right? So there's like, it's two fold. You're driven to do it, but you're scared to do it. And it's driven by this internal belief. And I really appreciate how you drew that out because for me, when I've been working on getting to the source of things and really allowing myself the awareness to acknowledge the these beliefs that aren't necessarily true, that's just what we, when we were younger, live, bought into and believed. And so it became stuck and has been on auto autopilot, auto play or the majority of our lives. Now I've, I've done a lot of work on this myself, but once you, once you isolate that belief, then how do you walk your

client through shifting that or changing that particular belief about themselves like unraveling that belief in them?

- Jacqui Letran: [14:04](#) So again, it really is very individualistic to my clients. So once we get to the root, we might use some timeline or we might use hypnosis or EFT. It really depends on what the client needs, how the client works best. But I love EFT. Have you ever done any EFT?
- Linda Schwartz: [14:21](#) Oh yes, I've done EFT, I've done everything.
- Jacqui Letran: [14:25](#) Okay. I love it. EFT is magical.
- Linda Schwartz: [14:29](#) It is.
- Jacqui Letran: [14:30](#) Like I use, you know, I mentioned those six tools and I use them depending on what's most appropriate for the client I've seen in the moment. But if you were to say, Jacqui, you can only use one tool for the rest of your life on every single one of your client. I would choose EFT. EFT is universal and the coolest part is that the client doesn't have to believe it for it to work. How magical is that?
- Linda Schwartz: [14:53](#) That's amazing.
- Jacqui Letran: [14:55](#) Right? And oftentimes, you know, when I have a client, one of the gauge that I use is I asked him about that emotion. So let's say embarrassment, right? And I would ask you think about this embarrassment as an object. You've got to kind of visualize the whole thing. What shape is it in, what colors it and how heavy it is and people, I get a lot of several hundred pounds and I even get like tons. And then we go through a couple rounds of EFT and I asked them to connect to that emotion again and they can't find it or they found it, but, and you know, instead of being a ton, it's like four pounds. I mean, how cool is it to be able to let go of such a heavy emotional burden within a 90 minute session?
- Linda Schwartz: [15:36](#) Oh, that's amazing. I mean I, I've done a lot of work and paid a lot of money and a lot, spent a lot of time doing the work that I've done. And so if, if I would have met you like five years ago, I can help you in 90 minutes, I'd be all over it.
- Jacqui Letran: [15:54](#) Well, I'm not going to sound, I can help you in 90 minutes, but each of my sessions are 90 minutes and a typical client sees me between 8 to 12 sessions.

- Linda Schwartz: [16:01](#) Yeah. I mean, but still that's, that's still a lot less time I actually spent. But you know, and, and, and I think it's great. Like I am a firm believer in as I said at the beginning of the show, mindset is everything. And I know for myself that I suffered a lot and it was, I was just a victim of my own mentality. I was a victim of my own mindset, of my own conditioning by my parents society where I grew up in all of these things. And I know that as we're shifting into like the business side of things, but like for, for mindset and performing, it's so huge being able to, to wrap your mind around the audaciousness of performing in front of a crowd and knocking it out of the park and doing what you do. And enjoying it and being in love with it. Like it takes a certain grit for that. Right? And also for me, it's like this mindset, this going pro mindset has really allowed me to do a lot of things that I never would have imagined myself doing. And, and so I love this conversation and I know that it might be getting a little woo woo for people, but, but it's true. I, I thoroughly believe that if you shift your mindset, you can shift everything even in the realm of performing and performance and show business. And I'd love to hear more about, for me, if there are, I mean you talk a little bit about EFT for the listener on the other end who might not know what EFT is. Could you explain that for us?
- Jacqui Letran: [17:43](#) Sure. It stands for Emotional Freedom Technique. And so it just imagine, you know, the EFT is very similar to acupuncture in terms of what the believe is. And the belief is that we are all energetic beings. We are made of energy and energy flows smoothly. Life is wonderful. There's no problems. But when you have a significant emotional event, that energy grows and it grows bigger and bigger and bigger. And if it grows big enough, it gets stuck in the Meridian, which is the path that the energy flow back and forth on. Now, once it stuck, it stays with you for the rest of your life. And that's why many of us see the same sort of problems over and over and over again. So imagine, you know, we all have a person in our life that can just piss us off so easily.
- Linda Schwartz: [18:33](#) I got too with people right now.
- Jacqui Letran: [18:36](#) I love my mom, but she's my person, right? And she means well. And I know she means well, but the way she mothers is very different than the way I mother and the way I would like to be mothered. And so she was saying very horrible things from the deepest, most loving part of her heart.
- Jacqui Letran: [18:59](#) But you know, like again, I know she means well, but she can trigger me so much because of past history, there's been many stuck energy balls, right? But let's just, you know, let's just take

a typical mom. So let's say you and your mom got into a huge fight. And energies growing. They got really big now is stuck in the Meridian, but you have a life and you love your mom. And so you don't think about that event 24/7, but it's in the back of your mind all the time. And so let's say you guys go, you, you and your mom go out to dinner and your mom has been on her best behavior because she knows she messed up. She knows she hurt your feelings and she's doing really well. But a word that she used, a tone of her voice, the look on her face, something about her triggers the memory of that last thing she said. All of a sudden you're upset again and you're reacting from that place of pain and you're mad at her and you're raising your voice or you're not talking to her however you deal with your anger.

Jacqui Letran:

[19:58](#)

And your mom was like, wait, what happened? I didn't do anything right? And you know, she didn't do anything this time, but you're so pissed off and those emotions are real and you don't know how to handle it. Well that when that happens, all it is is that the situation in front of you is triggering a memory from your past and all the things from your past is sort a kind a look like that all those trap Meridian balls, tons of them are flooding back all at once. And that's why those emotions, they feel so big, so powerful, so heavy and you don't understand them because there's like 4, 10, 20, 50 events all coming back at once. Right? Now with EFT in that it's like acupuncture is that acupuncture they use long thin needles into deep meridians who released that energy with EFT, we use fingertips on superficial Meridian and it does release that energy.

Jacqui Letran:

[21:29](#)

And I hear it over and over and over again from clients. Oh my gosh. Wow. And you can see their shoulders drop and they relax and the facial expression change and yeah, it sounds completely woo woo, but it works like magic. And again, I would not give up this particular tool and it's something that anybody can learn. It is the most easiest tool to learn how to use. And again, we're so universally that, you know, if you go on YouTube and you search for EFT, there are tons and tons of providers out there. The only problem though is those YouTube videos are very generic. And when you did the tapping and you're repeating these generic statements that don't mean anything to you, they don't really connect to yet your trap energy ball. So when you are listening to a YouTube video on how to EFT, remember to think about your particular circumstance and change the words that they're recommending so that it matches how you truly feel about that situation. You're going to notice a significant improvement in symptoms when you're talking about your true feelings, not some generic words out there.

- Linda Schwartz: [22:00](#) Thank you for that explanation. And what came forward for me while you were sharing that was that you know, this stuck energy had, for me it has always felt like, cause I had a lot of stuck energy. I had a lot of, like I said, a lot of suffering from, you know, from that 5 to 23 so I was carrying a lot of that and whenever I wanted to start something, whether that be creative or business, I always felt like there was this invisible weight literally holding me back. It were, it was, you know, like once I started doing work, I came to the realization that the thing that was holding me back were all of those past emotional blocks that were spawned from lights, from with my mom, with my brother and, and other, other deep seated beliefs that that happened when I was a child.
- Linda Schwartz: [22:55](#) So I love that, that we have the simple tool to unblock that energy. I used a lot of different things, but, but what really is coming forward is if, if you're a performer and you feel like there is something that's holding you back, like I know that that was, that's a real experience for some people. Like they, they want to move forward, but they hit a particular point and they just stop. They give up. They, they turn away from their dream or they, you know, and no matter how many times they try, it's always there, right? That, that weight, that past, that, that, that, that feeling like something is holding you back is always there. So I'm really happy that you're sharing this simple tool that anybody can use to release that energy and allow themselves to move forward. Because I know that as per, as a performer myself, I have those moments where I had done a lot, I've done a lot of work.
- Jacqui Letran: [23:50](#) I think you said that four times now.
- Linda Schwartz: [23:52](#) I know. When I say it, I mean I've spent thousands of dollars out, you know, feels like millions of how ..
- Jacqui Letran: [23:58](#) Well good for you though. I mean like you are worth it, right?
- Linda Schwartz: [24:01](#) Yeah. And it, and it's big and it's come to a point where, because I've recognized that that you can shift your belief systems. You can alter the trajectory of your life by just looking at your belief patterns and recognizing them for what they are. Beliefs that you made up when you were a child. And realizing that you can rewrite your future. And, and just by acknowledging that there are blockages that have happened in your past and allowing yourself the freedom and the space to acknowledge it and say, this isn't true. I am worthy. I am enough. I am loved.
- Jacqui Letran: [24:44](#) And I am safe.

- Linda Schwartz: [24:46](#) And am safe like, and that's, that's a big thing. And I think to have that acknowledgement and to shift that belief is such a huge stepping stone for a lot of people. And time and time again, when I ask Comedians who have come on my show, like what is it that you wish you knew before you started? And a lot of the answers are like, I wish I believed in myself more. I wish that I told myself that I deserved it. But it all comes back to this believing in ourselves, right? So I really acknowledge that these things can be shifted and these belief patterns can be, I wouldn't say eliminated because I think that we just replace our belief patterns with more empowering ones rather than ones that are diminishing our, our forward movement. But I really love that you have these, these tools and you have.
- Jacqui Letran: [25:39](#) Shall we talk about another one?
- Linda Schwartz: [25:41](#) Yes. Let's talk another one, what I see, so aside from EFT, what other tools would you recommend?
- Jacqui Letran: [25:49](#) So you, you mentioned rewriting your beliefs. That is something I truly believe in. Is that one of the tools that I mentioned that I use, but it's a tool that I use in all of my clients. And I guess I never really, it's not like a body of science, but a small tool within the body of science is what I'm trying to say. And so mindset, right? So let's say you have stage fright and, and you really want to perform, you know you got good stuff, but you're just terrified because you're afraid of rejection. Before your big performance, right up to that point, what kind of thoughts that you have in your head?
- Linda Schwartz: [26:22](#) For me, some of that, some of the things that I, that some of my self talk you mean?
- Jacqui Letran: [26:26](#) Yes.
- Linda Schwartz: [26:26](#) If I let myself indulge in my negative self talk, it's, you know, like what do you, what do you think you're doing here? Who do you think you are? Why do you, you know, no one will listen to you. What do you think? You know you don't matter. So why even?
- Jacqui Letran: [26:42](#) Okay, so let's, let's take those. Those are awesome negative stuff, right? And so here's the thing about your subconscious mind. Your subconscious mind is your personal assistant who is there to give you the experience that you're looking for. Whatever experience you're looking for, your subconscious mind will give it to you. And the easiest, quickest way possible. And your subconscious mind won't say, Linda, are you sure

that's what you want? You ask, it delivers. But here's the problem. Every single thought you have, every single feeling you have is a command to your subconscious mind. This is the experience I want. Make sure I have this experience. So with what Linda just said right now, Linda, what did you ask for? What kind of experience did you ask for?

Linda Schwartz: [27:24](#)

Ohh, I just asked for a bomb, basically.

Jacqui Letran: [27:26](#)

Like tomatoes to be thrown at you. You asked for a horrible experience. And so I, by the time you go on stage, you have had those thoughts for a while. For some days, for others is hours, others is minutes. But you have what I would say practice in your mind. Felling the event, right? And so you go on stage and now you're so nervous because your self talk has just been so defeating and you forgot your line. And you forgot you know the, the funny little movie you going to do and all these things and you just stumble on your words. And of course the audience stare at you like, are you a comedian or I don't get it right? And of course you leave the stage and you just reaffirm you to yourself. All those negative things you program into your mind prior to heading onto the stage. Now what have you practice the opposite even if you don't believe that yet.

Jacqui Letran: [28:23](#)

What have you practiced that? What have you wrote out a mini script. And I have all of my clients do this and I call it a masterpiece. We work on the masterpiece of the life they want to have, but let's take it to performance. How do you wanna to perform? How do you wanna to show up? How do you want the audience who respond to you? So instead of having all this negative self talk, what have you start reciting and not just reciting but visualize it, see it, touch it, taste it, feel it right, hear it, bringing it all in and I'm so relaxed as I head onto the stage, I smile widely. I make great eye contact. People are excited to see me and to hear me, they're scooting up closer to this stage. They need what I have to give. Right? And you have those kind of self talk.

Jacqui Letran: [29:11](#)

How do you think you're going to be walking onto the stage, if you had wrote a mini script like that, of course a little bit more detailed than what I just shared and practice living that in your mind 20, 30 times prior to heading onto the stage. How do you think you would feel heading onto the stage then?

Linda Schwartz: [29:29](#)

Oh my God. I think, I mean the experience would be completely different. I'm, I, I would be owning the stage. I'd feel more confident. I'd have a banner night. I feel, you know, like even just thinking about it is the experience in my mind now has

completely shifted, right? I mean I don't have those, I have the tools to actually deal with it now, but for those of us or you know, for those of you who don't, this is, this is what we do. Like we are, we play victim to our minds and we, we allow that voice to, we give power to that voice and we believe it's true. Right? And if we have the awareness to notice that voice, I feel like just a shift in perspective, a negative experience to a positive experience and visualizing it. I love that you are talking about visualizing because it's something that I, I do before performance. I do a little meditation just like I did with you earlier and then I walk myself through a few things and I, and, and then I work on my, on my positive self talk.

- Jacqui Letran: [30:34](#) Which is so important. And the thing to that, that I'll want to like really focus on is that don't do it once right before you go onstage, practice
- Linda Schwartz: [30:43](#) Over and over.
- Jacqui Letran: [30:45](#) Living that, that masterpiece over and over again. Because here's the thing, your mind cannot be blank. You're going to have thoughts and they can be the old negative thoughts if you're stuck in that pattern. Or you can choose to have the positive thoughts. Your mind will shift to one of those two places. Why not choose the one that's going to, you know, help you to really rock the stage when you go on.
- Linda Schwartz: [31:06](#) Yeah, and I've always heard, you know the phrase, you might as well win and your fantasies right?
- Jacqui Letran: [31:14](#) Why not? And win big when begging your fantasies,
- Linda Schwartz: [31:17](#) hit it out of the park in your fantasies. And if you, if you fall a little short, it's still going to be great.
- Jacqui Letran: [31:23](#) Exactly. And if you use play to small though and you fall a little short. Oops.
- Linda Schwartz: [31:29](#) Exactly. No, I'm thank you so much for coming on and sharing your thoughts with us about this mindset thing because I know it's so important. I know it's been important to me and the things that I've done in my life. So thank you for sharing yourself. And if anybody wanted to learn more about you or find out more about your work, where could they, where can they find you?

- Jacqui Letran: [31:51](#) So the easiest way to get a hold of me is on my website, Jacquiletran.com and that's jacquiletran. And if you go onto that site, you'll see links to what I do through my books. I have three award winning books. I'm very, very proud of . They're written to a teenage audience because I love teenagers, but they do apply to anybody who wants to improve their mindset. And then the other thing that I think could be incredibly helpful is my podcast on there it's called Stop the Bully Within that self talk that we talked about just right now, you know, you know people call it the inner critic, they call it, you know, all these names. I call it the inner bully. And so in my podcast, Stop the Bully Within my husband and I actually, co host that together. And each segment is about maybe 30 minutes. And we really teach a concept very tightly so you really understand a concept. And then we have, I forgot what we call it, it's been a while since I release a new episode, but we have action steps. And so we teach you a concept and then we give you action step to take so that you can really understand your mindset. And instead of having an inner bully, you can transform that inner bully into your best friend and have the biggest support system ever.
- Linda Schwartz: [33:03](#) Very cool. Well thank you so much for being with us today. And before we leave, if you could walk us through creating a masterpiece. I feel like this would be very helpful for any of us who are suffering from stage fright or negative self talk or you know, whatever it is that's holding us back from performing. Would you, would you kindly walk us through how to create this visual masterpiece for ourselves?
- Jacqui Letran: [33:30](#) Definitely. So you can do that for your life as a whole or you can do that for different areas in your life that you're working to improve. Right? And so we talk a lot about performance. So let's just keep it to that. So imagine yourself as on top of your game, you're A game, A++ game. What does that look like? How does it look, how does it feel and how do you know that you're there? What are your evidence of that? So you know, like for example, I went through a little short version of it. So in stand up comedy, do you get awards? I mean like what? What is like the biggest thing you can get?
- Linda Schwartz: [34:07](#) I don't even know girl. I've never done a research.
- Jacqui Letran: [34:10](#) Okay. But so let's just say that you want to be on, I don't know who is
- Linda Schwartz: [34:15](#) Yeah. Having a sitcom or a show or a comedy special. Netflix special. Yes.

- Jacqui Letran: [34:19](#) Okay. Netflix special is awesome, right? And so you can start off with I'm the star of whatever Netflix special name, right? Oh, and before I go on to that, when you write your masterpiece or a two things that you need to remember, these are very, very important rules that you have to follow. Rule number one is everything you write down has to be in the present tense. 'I AM'. Not I will. Not I might, but I AM. Own that statement, bring it into the present. Because here's the thing about your subconscious mind. Your subconscious mind is here to serve you. And like I said earlier, in the easiest, quickest way possible, right? And so if you say, I will, your subconscious mind eh, I don't have to do that yet, it's down the future sometimes. So it's going to ignore that whole statement. But when you say 'I AM', your subconscious mind is going to be busy at work, bringing that to you. So being in the present tense is really important. And the second thing is that everything you write down for your masterpiece have to be 100% positive.
- Jacqui Letran: [35:23](#) Only the things you want, not the things that you don't want. And that's really tough for people. Even people I'm seeing and I'm sitting there with them and I'm going through this and I'm correcting their last statement. And the second statement right after is still a hidden negative statement. So let's say you have anxiety with performance and so your statement might sound like, and I don't have anxiety with performance.. To you, that sounds sort a kind of good. But the problem is your subconscious mind doesn't understand negatives. So when it doesn't understand a negative command, it ignore the part it doesn't understand and it follows the rest. So when you say, I don't have anxiety, your subconscious mind, like don't, I don't get that. Ignore that. So now what's left is I have anxiety. So be sure you'll write everything in the present tense in the things you truly want.
- Jacqui Letran: [36:18](#) And so again, start big like the overarching picture. I have my own Netflix original show call, whatever, and then talk about what that looks like and then what are you going to do and go, and this is really important to go to the feelings. The visual is nice, but if you don't feel anything when you visualize that mention or you know 100,000 people cheering you on and you don't feel anything, that's probably not the goal that you truly want. Feel something that really derive you into action. And if you're not feeling it, look a little bit deeper and see if this is really your goal for yourself or the goal you think you should do, because people expected of you and be true to who you are. It really go with what really motivates you. What puts you know on fire to want to go for that thing.

- Linda Schwartz: [37:05](#) Very cool. Thank you. So let me reiterate a little bit what I've just heard. So to create your living masterpiece and your vision, two important things. Number one, bring it in to the present moment with 'I AM' statements. And number two, go for the things that you want. An example of that is rather than saying I don't want anxiety, what you can say is I want the freedom to be self expressed.
- Jacqui Letran: [37:32](#) Go even stronger than that because 'I Want' is sometime in the future, isn't it your subconscious. I was like, Eh, yeah, whatever ..
- Linda Schwartz: [37:38](#) I am fully self expressed and confident in.
- Jacqui Letran: [37:41](#) Right. And so the other thing about you know, the masterpiece and this is just like a bunch of affirmations strung together really. And a lot of people say, you know, I do affirmations and they don't work or here's why they don't work.
- Jacqui Letran: [37:54](#) When you say a statement, a beautiful statement, as in, you know, I believe in myself, I am awesome, right? That's a great statement. However, if when you say I am awesome and you have that sinking feeling, your subconscious might pay attention to your feelings much more than the words. And so if you have a beautiful statement and a negative sensation in your body, your subconscious mind will follow the negativity. And so it is working. It is rewiring exactly what you asked for. This feeling is stronger. And I'll give you an example to understand that. So Linda, let's say you and I are best friends and we call each other jerks for fun. Yeey. You had the grocery line and you have your back turned to me and I see you and I come and I shove you a little bit harder and say, move jerk. And you turn around and you see me. How will you feel?
- Linda Schwartz: [38:45](#) If we're best friends? And that was the context? I think behave like mentally but if I didn't feel a certain way about myself, I'd, I'd be like, I,
- Jacqui Letran: [38:55](#) But if we're best friends. And that's how we address each other. We call each other jerks. You turn around, you'll see me, you'll be smiling, won't you?
- Linda Schwartz: [39:03](#) Yeah, it'd be smiling.
- Jacqui Letran: [39:04](#) You shoved me back and go, what's up Jerk? Now if I'm somebody you don't like or I'm a stranger and I say, move jerk. Totally different thing. Isn't it?

- Linda Schwartz: [39:15](#) I'd be so offended? Yeah.
- Jacqui Letran: [39:16](#) Right? The words are the same. Move jerk.
- Linda Schwartz: [39:20](#) Yeah.
- Jacqui Letran: [39:21](#) Right? And it can be sending that exact same tonality and you can have two very different experiences because the feeling is what your mind will follow. So when you do affirmations, when you do this masterpiece and you have any negative feelings, stop and take a moment to work on that particular affirmation.
- Linda Schwartz: [39:42](#) Got it.
- Jacqui Letran: [39:43](#) Otherwise you would have just reinforced the negative. So if you said, I'm awesome, I'm, you know, I am awesome, sinking feeling. Stop, take a couple deep breaths. Say that statement again and see how you feel. If you still have negative feelings, take a couple more deep breaths in. Release a slowly soft in the statement to, I'm willing to be awesome. How does that feel differently immediately?
- Linda Schwartz: [40:10](#) Yeah.
- Jacqui Letran: [40:11](#) Right?
- Linda Schwartz: [40:12](#) Yeah. At least one of the, a little bit for sure..
- Jacqui Letran: [40:14](#) Big time. One of them is like, I'm trying to trick my mind to believe I'm awesome and the other one is just I have the space for me to step into my awesomeness and usually your mind will soft and big time. Now let's say you say, I'm willing to be awesome and you still have like a not such great feelings, less than before, but still negative, keep working on it. Do not stop when you have negative feelings. Otherwise you will reaffirm the negative couple more big, deep breaths. Soften it once more. I'm willing to know it's possible for me to be awesome. Your mind is gonna to fight that one.
- Linda Schwartz: [40:48](#) Yeah. That's amazing.
- Jacqui Letran: [40:51](#) Right?
- Linda Schwartz: [40:51](#) Yeah. Yeah. These are, these are really great tips. Thank you so much. Oh Wow. I just, I can talk forever about this.
- Jacqui Letran: [40:58](#) Obviously I can too.

- Linda Schwartz: [41:01](#) I know. It's, it's such important work. I love what you're doing. I love what you're bringing out to the world and through your work and through your mentorship and your leadership. So I so thank you for, for doing everything that you're doing. I know that, I mean I could go into it a little bit more, but we're at the top of our time together and again, if you guys are interested in learning more about Jacqui, you can go to her website at jacquiletran.com and I will have all of that in the show notes for you. But thank you Jacqui so much and I would love to continue this conversation offline, but for now I think we have such great content and I hope you guys find it very valuable. Please leave us a comment and let us know what your thoughts are. I know this might be a little woo, but I don't care. So, I know it's helpful and I hope it helps you and thanks again for listening. She Shed Comedy. Take care, bye .
- Linda Schwartz: [41:54](#) Friends. You love comedy and you love being empowered. That's why you listen to this podcast, but we know what you don't love, paying a ton of money for tickets to a comedy show and those Pesky two drink minimums most club have nowadays. We'll I got some good news for you, Stand Up New York has launched the Laugh Pass. It's a new way for comedy fans to get a VIP experience for less than the price of a typical night out at a club and get this. They're expanding to clubs all around the country. So check out, getlaughpass.com for the full list of clubs in the Laugh Pass network and Laugh Pass holders. Get unlimited access to comedy shows plus some amazing perks such as a free ticket to bring a friend, VIP seating, advanced notification when big name comics are scheduled to perform and a bottle of wine on your birthday week, what? The pass is normally \$159 but it's been discounted for fans of our show to \$139 and that's like \$10 a month. Dude, that's insane. So get yourself over to standupny.com/laughpass or getlaughpass.com and get yourself a true comedy fan VIP experience and make sure you enter the coupon code SHE SHED so you can get that discount and I can collect my commission. Thanks guys.
- Linda Schwartz: [43:20](#) Hey guys, it's Linda again. Before I let you go, I just wanted to say thank you for listening and if you enjoyed this episode, please come by and show your love on one of our social media pages. You can find us on Instagram, Facebook, YouTube, and if you want to download our RSS feed, you can do so right on iTunes. Thanks again, and I look forward to sharing more content with you. Take care. Bye
- Jingle: [43:44](#) She Shed Comedy. Like us. Follow us. Share us. Tune in next time.

