

# Masterful Performance

with EFT



by John Hankey

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# EFT Enhances Performance

This program empowers you to transform to be a confident performer who is calm under pressure.

Before using EFT to clear out performance anxiety, tension frays your nerves, creating stress, struggle & sub-par results.

After using EFT, you perform with greater skill AND ease, with a boosted sense of happiness, health & well-being to boot.

Your ability to excel in the classroom, on stage or at the office is crucial for opening doors to a brighter future.



# The Truth about Stress

Stress is not actually conducive to improved performance. Tensing up and stressing out is not the way to get the most out of yourself.

People who stay relaxed and “In The Zone” enjoy a marked advantage over people who constantly get flustered & overwhelmed.

“**Masterful Performance with EFT**” will walk you step-by-step through the process of cultivating a calm state of body and mind when the pressure is on.



# About EFT

## Emotional Freedom Technique

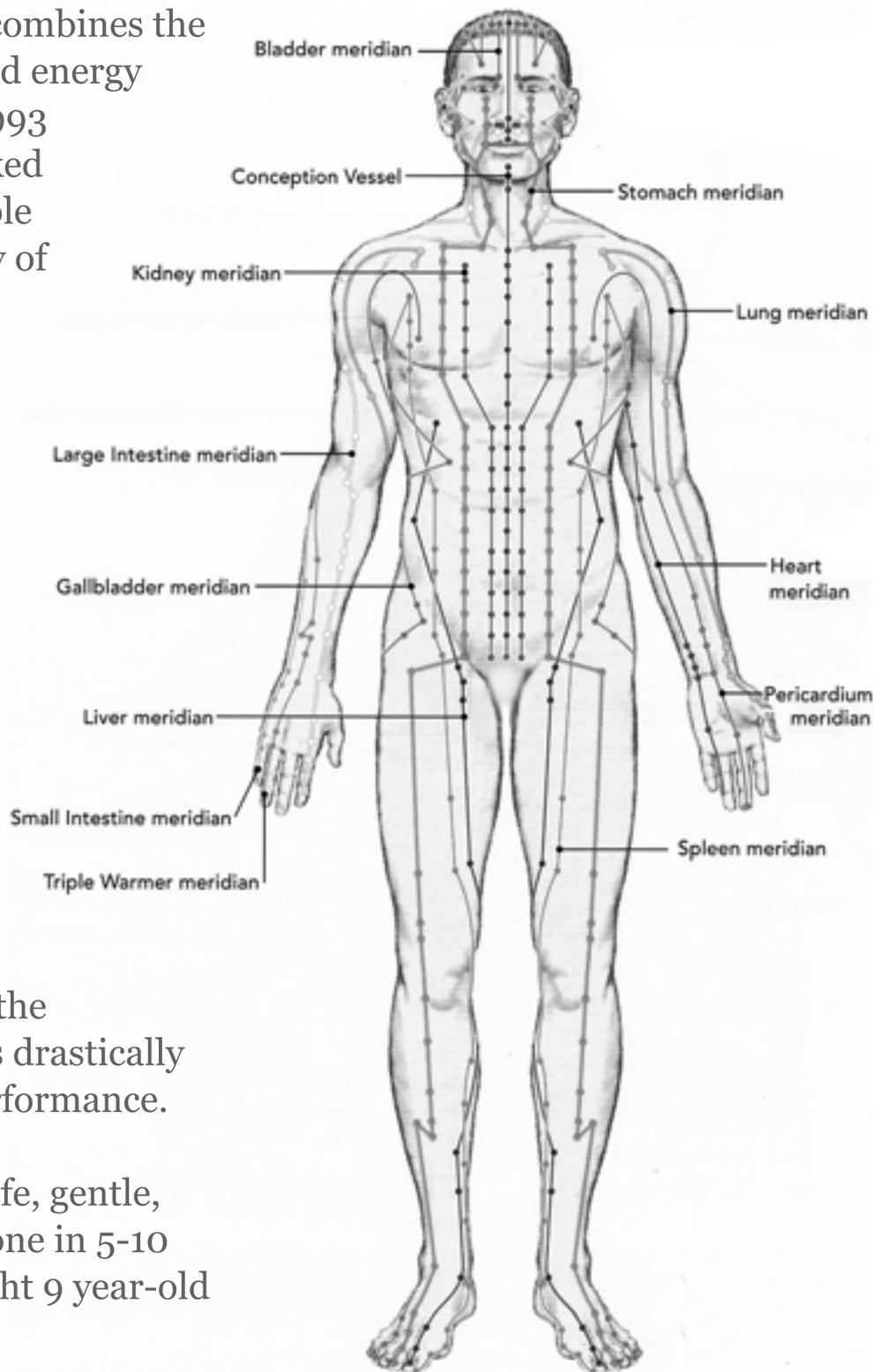
EFT, also called “tapping,” combines the principles of mindfulness and energy psychology. Discovered in 1993 by Gary Craig, EFT has worked miracles for millions of people suffering from a wide variety of afflictions.

EFT’s theory is that all limitations manifest as blockages in circulation and therefore energy flow.

Internal tension stops the natural movement of energy-in-motion (emotion), creating a host of health problems and crippling behavioral patterns.

After blockages are cleared, the resulting sense of calm focus drastically improves well-being and performance.

The method is completely safe, gentle, do-it-yourself, and can be done in 5-10 minutes per day. I have taught 9 year-old children to do EFT.



# How long does it take?

Milder cases can receive relief in 10-15 minutes of daily tapping for just 1-2 weeks. More pronounced cases take longer, but EFT rarely takes “months and months” to resolve a specific pattern.

Additionally, you are using a mindfulness technique overflowing with health benefits while directing this power of presence to create lasting, concrete change in a formerly troubling area of life.



# Who am I?

I am John Hankey, a performance and life coach based in the Bay Area. I help adults and children overcome performance anxiety using the philosophy presented in this program.

My clients have used EFT to increase test scores, lose weight, overcome phobias, land acting positions, transform relationships, and more.

I have spent thousands of hours testing EFT on myself and with clients. In my experience, it has worked systematically by organically transmuting the foundation of sub-optimal performance (stress & tension) into stratospheric levels of health, presence and personal power.

After graduating from Stanford with a B.S. in Mathematical & Computational Sciences, I went to Wall Street and encountered incredible inner turmoil. My own unresolved issues and the financial world's volatility in 2008 had me seeking relief.

I proceeded to dramatically transform my quality of life with EFT and nutrition among other mindfulness-based tools.



# What is the Flow State?

EFT releases stress in a foolproof way, teaching you progressive relaxation: the ancient secret of meditation and the foundation for The Flow State.

**The Flow State** (or **The Zone**) is the beginning, middle and end of any discussion on personal change.

Why? Because Flow is how you experience yourself when you are in harmony and performing at your best.

Flow is the universal indicator of resolution in any life situation.

When you subsequently encounter the scenario, mentally or physically, you feel a sense of stability, equanimity, and balance.



# Finding the Flow State

Your ability to relax is the driving force of The Flow State.

You cannot have a limiting thought or feeling without tensing up your body. To have empowering thoughts and feelings, you must relax your body.

Once you learn how to progressively relax your body deeper and deeper, you become hooked to practicing it and your whole life changes.

Energetic healing techniques such as yoga, massage, and meditation generate this beneficial effect on body and mind.

## **Flow's Characteristics:**

Clear, focused mind

Soft, relaxed muscles

Deep, diaphragmatic breathing

Enhanced circulation

Abiding by certain principles can welcome Flow into our lives with increasing frequency, intensity and duration.



# How EFT Utilizes Self-Acupressure

EFT's methodology involves tapping on acupressure points while stating phrases about a specific life situation: "I feel stressed while taking tests."

Tapping releases tension and boosts blood flow. The stated phrases invite the old stress-based response to arise in your body in the moment as you speak them.

At first, the relaxing effect of tapping and the words' tension-inducing effect neutralize each other.

Eventually the tapping "wins," releasing tension-based reactions and enabling you to stay relaxed while stating phrases that used to trigger reactions.

This process epitomizes "facing your fear."

Next, you state phrases consistent with how you desire to feel at the end situation, i.e. "I feel confident when performing on stage."

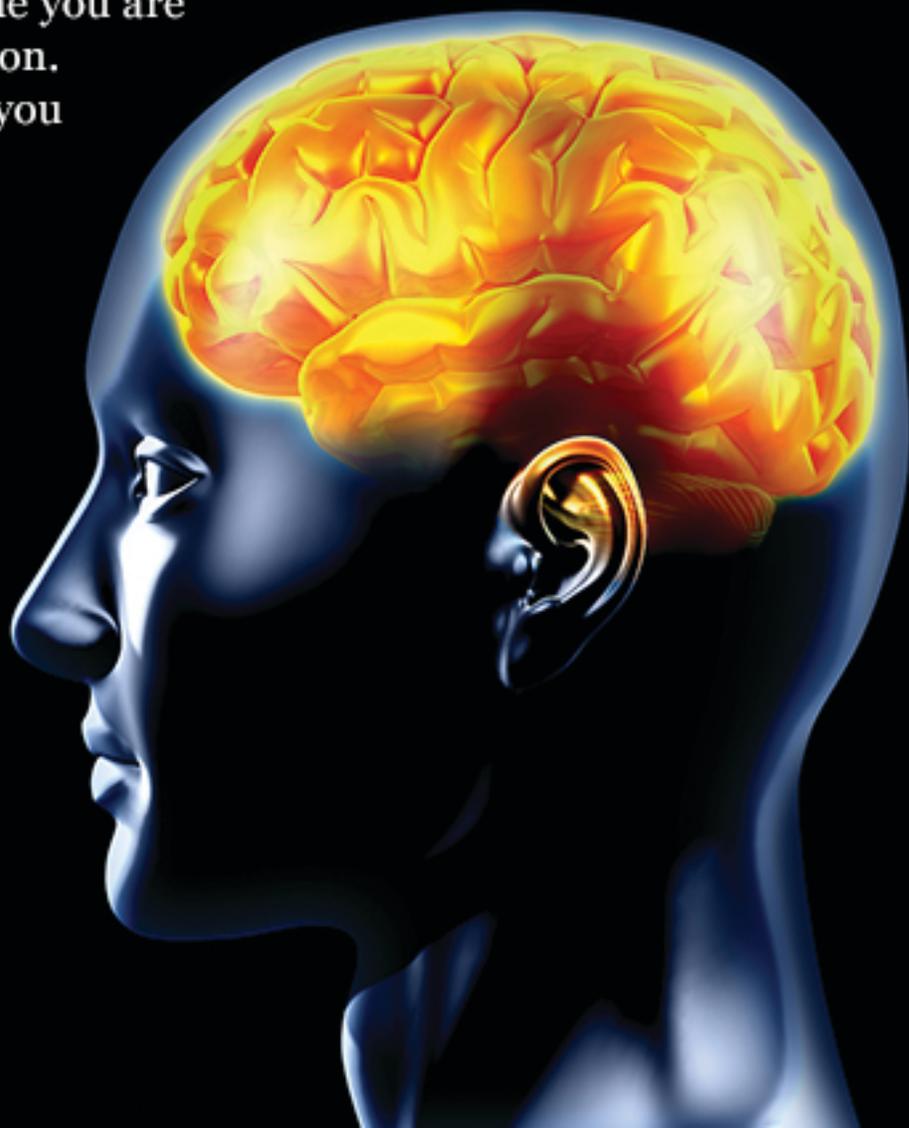
This shift in how you feel corresponds to a reduction in stress in the actual scenario *itself*. How does this work?

# Your Subconscious Mind

Your subconscious mind is just your body, and how it responds to where you put your attention.

Our body (psychological circles would say “subconscious mind”) responds to **thoughts** about a situation as if they are **actually** happening. Change how you feel when imagining a life situation, and shift how you respond when subsequently facing it in the physical world.

Close your eyes and imagine you are biting into a tart, juicy lemon. Make it vivid and real. Do you notice how you started to salivate? That’s your subconscious mind.



# Key Points

Stress, tension and blocks to blood flow lie at the root of most behavioral and health issues. Progressive relaxation (the secret of mindfulness) is the perfect antidote.

Energetic healing techniques such as meditation, yoga and EFT raise our level of vital energy by inducing deep, powerful states of relaxation characteristic of Flow and The Zone.

EFT combines the provocative power of language with the healing capacity of acupressure to create internal alchemy in specific areas of life.



# EFT Basic Recipe



# How EFT Works



View these EFT videos before reading instructions

# The Technique

Grab a pen and piece of paper

Title the page with your chosen life context  
(*“Test-Taking”* or *“Performing on Stage”*)

Close your eyes.

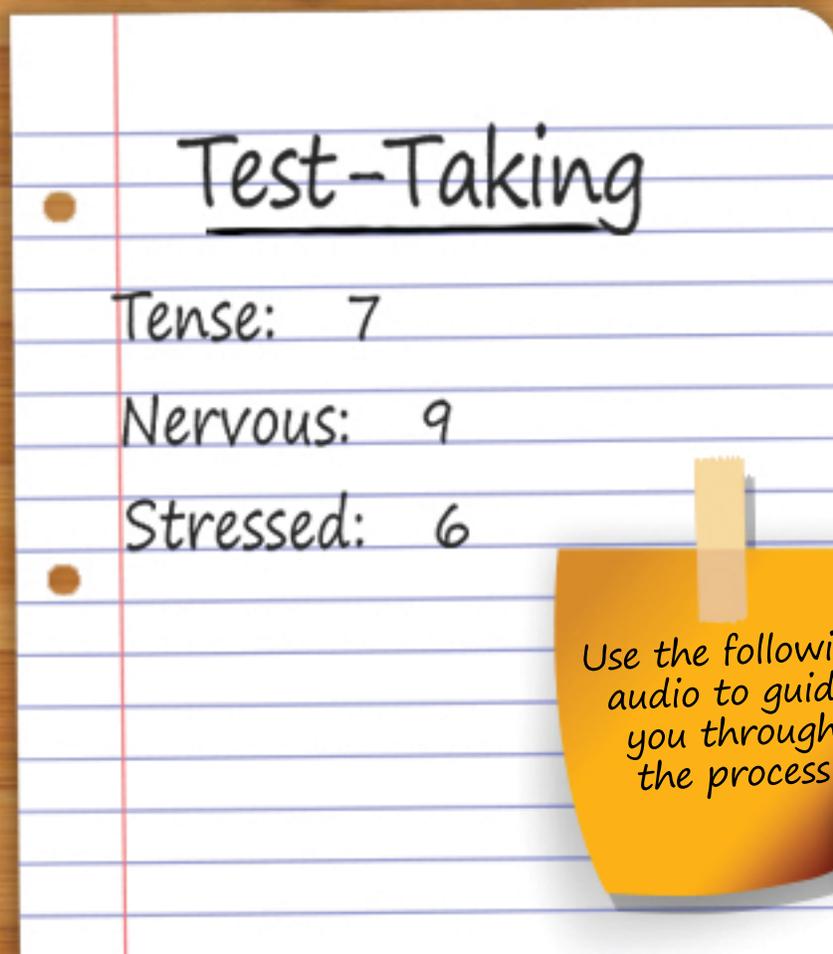
Imagine you are actually performing right now

Allow one undesired feeling to arise

Gauge the feeling from 0-10, with 10 being the strongest

Write the feeling and its intensity down on paper

Record two more feelings



Use the following  
audio to guide  
you through  
the process

# Making Your Statements

Next, you tap on a series of acupressure points as you state:

“I feel \_\_\_\_\_ while taking tests.”

or

“During tests, I feel \_\_\_\_\_ .”

State the feeling you desire to clear.

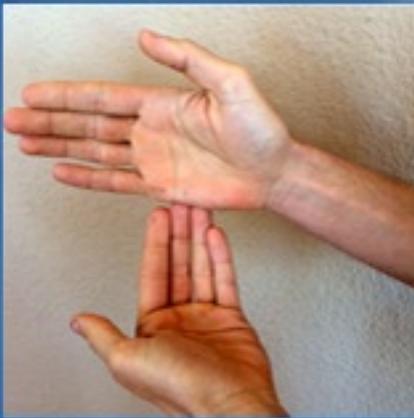
Tap on your body and say what you feel. That is it.

Make sure to include a reference to your specific life context (test-taking etc) in each statement and on every point.



# Tapping Points

1. Karate chop point



2. Top of the head



3. Inner eyebrow



4. Temple



5. Cheek



6. Below nose



The order of points does not matter! Tap in any order you wish.

# More Tapping Points

7. Chin



8. Chest



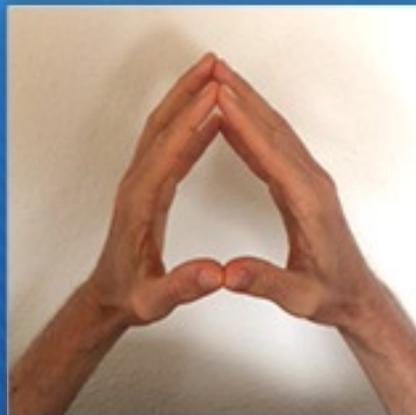
9. Side of ribcage



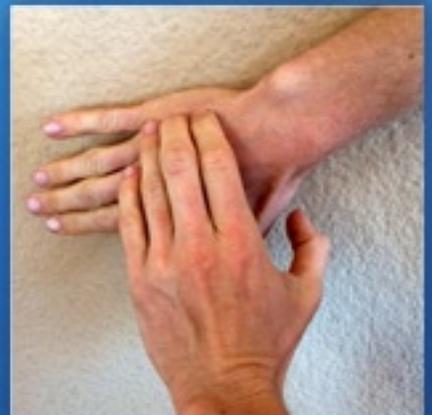
10. Side of ribcage



11. Finger pads



12. Groove between pinky & ring



# Finishing Up & checking in

Stop tapping

Close your eyes

Rate each of the feelings from 0-10...record the changes

After one round of tapping (2-3 minutes), your journal might look like: might change to:

- Test-Taking

Tense: 7, 4

Nervous: 9, 6

Stressed: 6, 4

-

# Tap to Completion

## Test-Taking

Tense: 7, 4, 1, 0

Nervous: 9, 6, 3, 1, 0

Stressed: 6, 4, 2, 0

Keep tapping until all numbers are 0.

Now, close your eyes again and imagine you are performing. Do more limiting reactions arise that need to be cleared? If so, repeat the above process.

Otherwise, proceed to next section to cultivate positive feelings.

# Shifting to the Positive

Once your negative feelings are 0, it's time to "grow" positive feelings.

Numbers for positive feelings will be low.  
EFT increases them to 10.

Close your eyes. Imagine you are performing.

What are three feelings you desire to have? Write them down.

How strong is it? Check it's intensity. Rate it from 0 – 10

## Test-Taking

Tense: 7, 4, 1, 0

Nervous: 9, 6, 3, 1, 0

Stressed: 6, 4, 2, 0

Calm: 4

Confident: 2

Relaxed: 3

Listen to this  
audio for  
guidance



# Growing Positive Feelings

Then a round of tapping ensues

This time you state positive feelings while tapping:

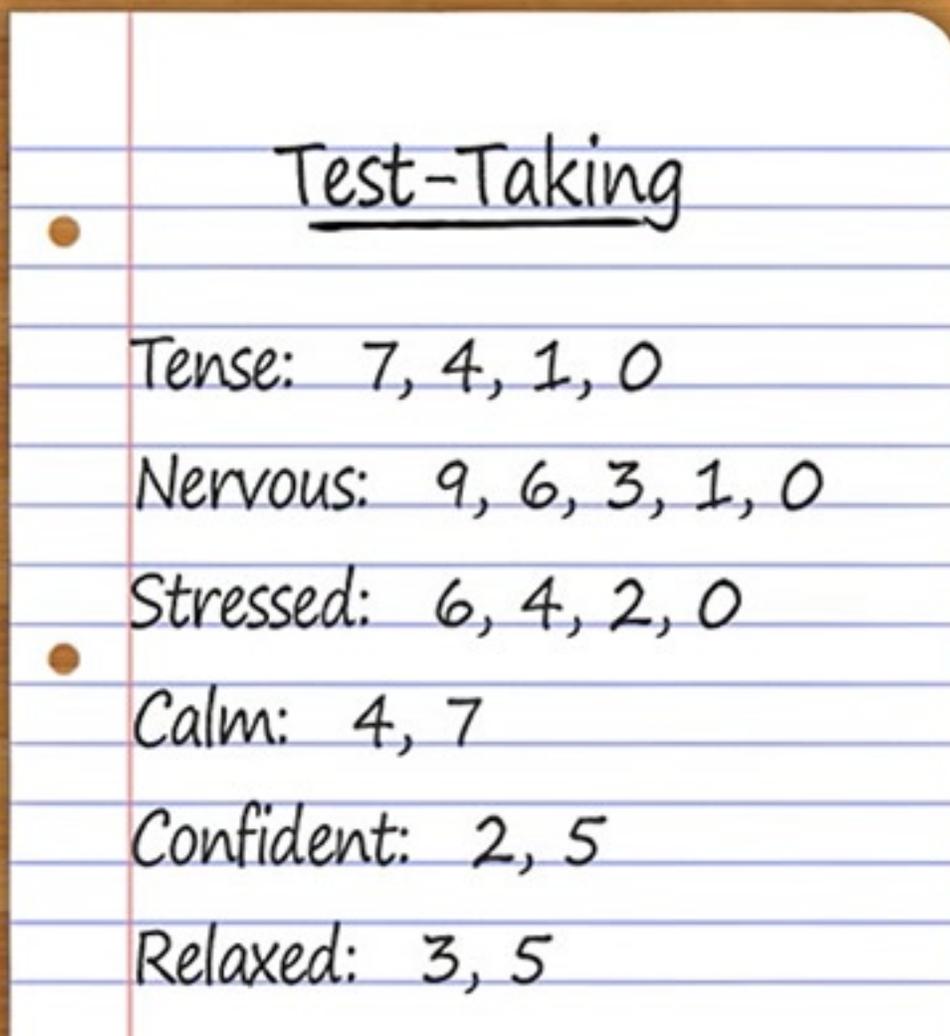
“I feel calm while I take tests”

The order of tapping does not matter.

Tapping on all of the points does not matter.

Just tap your body and state what you desire to feel.

After one round of tapping, your journal might look like:



# Completing the Positive

Tap until all of these numbers are 10

## Test-Taking

Tense: 7, 4, 1, 0

Nervous: 9, 6, 3, 1, 0

Stressed: 6, 4, 2, 0

Calm: 4, 7, 9, 10

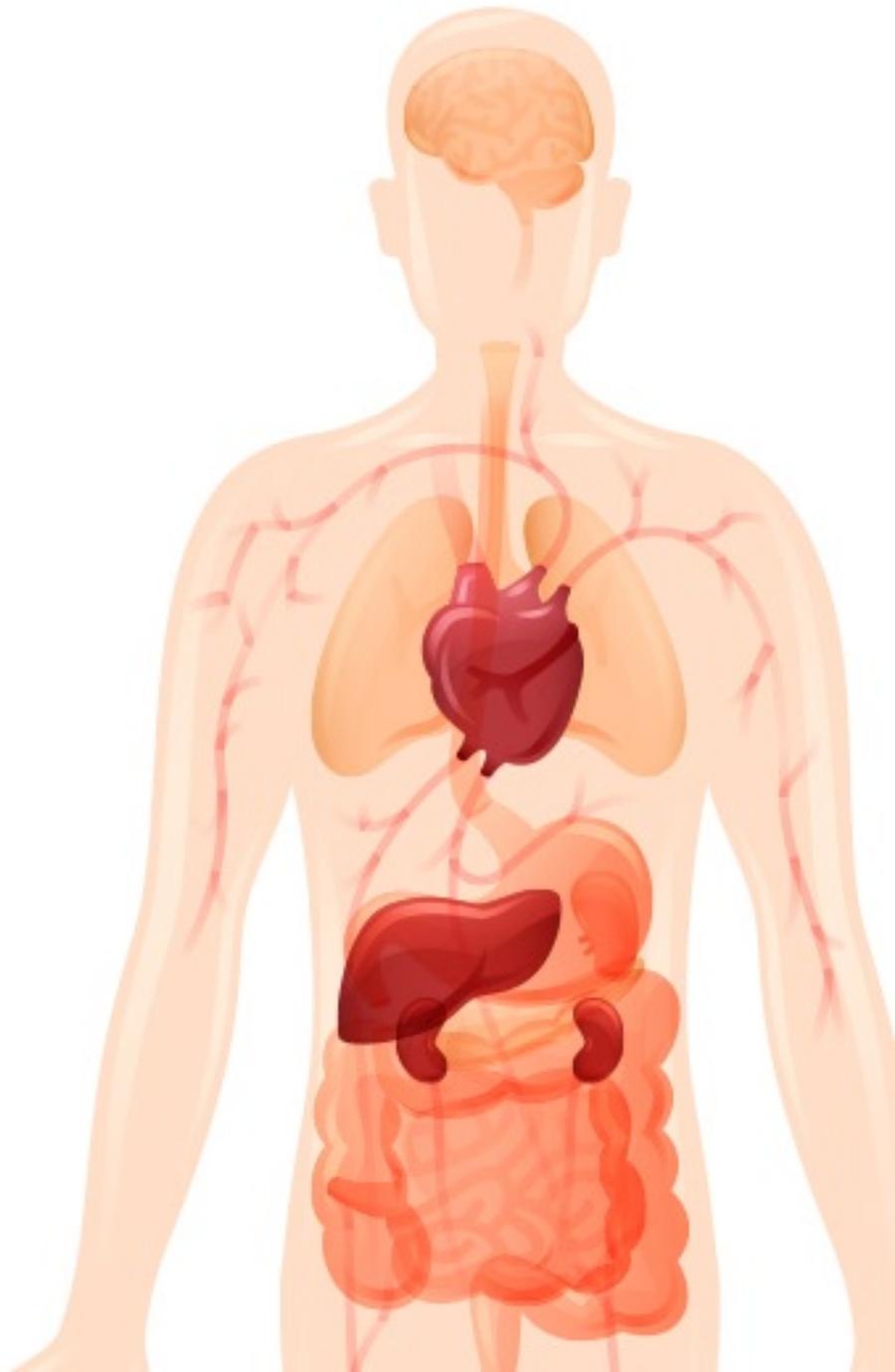
Confident: 2, 5, 7, 10

Relaxed: 3, 5, 8, 10

# EFT Cleanses Your Organs

Tapping releases tension and stagnation along your energetic channels  
From Chinese medicine, these meridians trace to organs  
EFT cleanses and purifies your body, blood and organs

EFT is very, very good for you.



# Conclusion

Once your limiting reactions are 0 and empowering responses are 10, you will experience yourself in a profoundly different way.

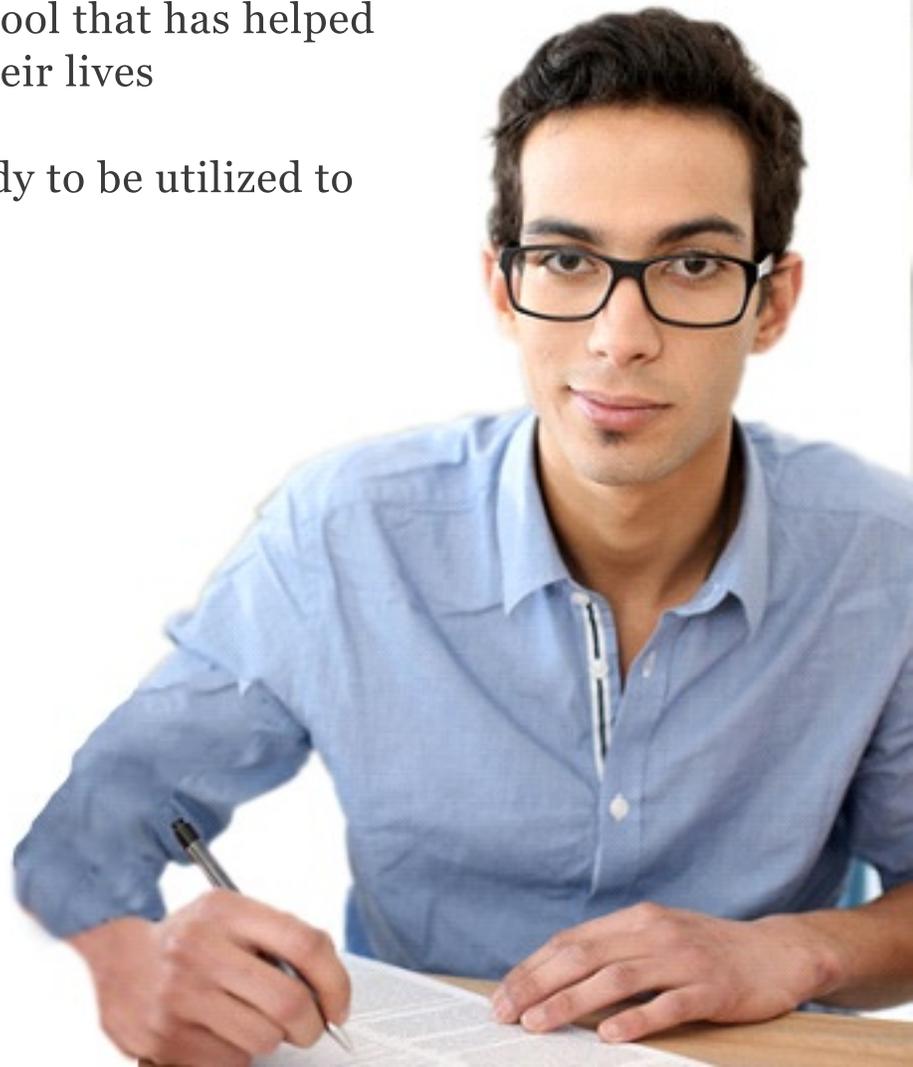
The next step is to actually perform so you can test your work. Afterwards, reflect on the differences in your state. How did you feel?

Did any new reactions come up for you to clear, transmute and upgrade?

This profound technique proves that systematically overcoming performance anxiety is indeed possible.

You are employing a powerful tool that has helped millions of people transform their lives

The technology is here and ready to be utilized to the fullest.



# The Future & Beyond

Once you have used EFT to transcend performance anxiety, you can use this power to focus this power to upgrade the next area of your life.

EFT improves your level of energetic fitness and enhances your ability to be calm, present, relaxed and focused.

Using your mind to transform how you physically respond to your world is the essence of human growth and evolution.

Welcome to your future of complete self-mastery.

