

## CHAPTER IV

### CONCLUSION

In this chapter, I will conclude the three chapters discussed earlier. In the previous chapter, I have already explained the problem I experienced during my internship. The problem is overcoming my fear before giving a product presentation as an insurance financial agent. After doing some analyses, I find three causes of the problem. The first cause is I always thought negatively. The second cause is I lacked confidence. The last cause is I did not want to make any mistakes. I also find three effects of the problem. The first effect is I did not know what to say. The second effect is it made me feel worry too much about the presentation. The third effect is I became a pessimist.

My chosen solution is to combine the three potential solutions. I will read motivational books, think positively, and also force myself to start presenting the material. The reason I combine these three potential solutions is to eliminate the causes of my problem. Reading motivational books can help me to overcome my fear. Reading a book can motivate and encourage me to overcome my fear. Additionally, thinking positively can help me to build my self-confidence, and deal with the situation better.

If my confidence is boosted up, I will be able to eliminate my fear.

Furthermore, forcing myself to start presenting the material can help me to effectively overcome my fear and help me to reduce my fear in the next presentation. Once I am able to force myself to start presenting the material, I will also be able to eliminate my fear instantly. Later, when I face a similar problem, I will be able to overcome it. By combining those three potential solutions, I hope that my problem in overcoming fear can be solved.

Based on the theories provided in the previous chapter, I find that overcoming fear before starting a presentation is important to determine the success of the presentation. Hence, it is really good to boost my confidence before doing a presentation. Reading a lot of motivational books is a good way to boost confidence. Thinking positively is very helpful in reducing fear. It is important to keep me away from negative thoughts. And last but not least, forcing ourselves to present the material is also a very effective way to eliminate fear, because once a person can force her/himself to take action, he/she is able to overcome his or her fear.