

# WISDOM SESSION

## It's the Fear of Fear You Fear

**“I learned that courage was not the absence of fear, but the triumph over it. The brave man is not he who does not feel afraid, but he who conquers that fear.” – Nelson Mandela**

Oddly, it's not even calling a stranger or making a speech that generates our fear, it's the *anticipation* of doing it - which is, once again, an illusion of the mind.

In the 1960's, a researcher named Seymour Epstein got curious about skydivers. He fitted novice parachutists with heart rate monitors that measured their pulses as their plane climbed toward the release point. He found that - as you might expect - while still safe inside the plane, a jumper's heart rate got faster and faster as the plane ascended. The higher the plane went, the higher the anxiety.

What he didn't expect to find, however, was that once they threw themselves out the door of the plane and started hurtling toward the Earth with only a few thin cords and a glorified bedsheet to keep them from impending doom, their heart rates *declined* dramatically, and they admitted to quite enjoying themselves.

The most stressful part of the entire experience was the illusion of how frightening the event would be or, in other words, the anticipation of fear. Once the reality of the event took over, the fear vanished.

This “pre-fear” is what happens before you pick up the phone, before you go onstage, and before you walk across the room to introduce yourself to a stranger. It's the *anticipation* of fear kicking in - your ancient mind's illusion. Once you are engaged in the activity, your brain realizes that you are not toe-to-toe with a predator and this is not the primitive mortal threat you fear it would be, and it turns off the fear response.

Just remember: *The fear itself hurts more than the thing you're scared of.*

- *The Entrepreneur Roller Coaster*

*” For God has not given us a spirit of fear and timidity, but of power, love, and self-discipline.”*  
- 2 Timothy 1:7

**FOFYF - It's the Fear Of Fear You Fear**

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David Trent, founder of Trent Capital Management ([www.trentcap.com](http://www.trentcap.com)), believes that wisdom comes from continually seeking to learn and grow through relationships and reading, which leads to personal development. In an effort to inspire learning in others, David Trent sends out weekly Wisdom Sessions. He recommends purchasing and reading any book source used in these Wisdom Sessions.