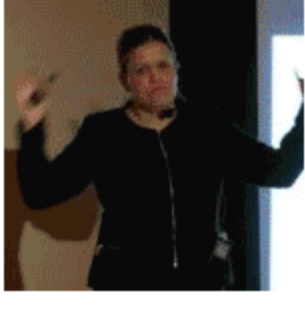


# HELPING PEOPLE TO BELIEVE THAT THEY CAN ACCOMPLISH ANYTHING IN LIFE

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Jillian Haslam is a qualified speaking coach with distinction, and has had a 20 year career in banking, including working with executives at board level. Barclays, Bank of America, and the Royal Bank of Scotland are some of the names on her impressive list of clients.

Born and raised in abject poverty in Calcutta – Jillian is a truly inspirational and professional keynote speaker. She uses her experience and motivational stories to inspire others to face their fears. With her motivational words and her warmth, she engages and empathises with you helping you to wake up, inspire you to do better and be more confident.

What motivates you in life?

Helping people to believe that they can accomplish anything in life as long as they are ready to work and to try hard enough. In our world today, success comes down to two things (1) A good education or (2) commitment, recommitment and recommitment to want to learn & to develop yourself (on your own). So, if we really and truly want to do something that motivates us in life, we have got to first get ourselves to a degree of comfort and that takes some amount of personal & professional sacrifice & satisfaction. We cannot have a great job with a family in desperate need and neither can we have a great family life going to a job that we truly hate. This just does not work and very soon, we find ourselves depressed, angry, sad and demotivated when infact, if we make the right decisions, we can motivate ourselves and then begin to motivate others too. The key is to plan well to start with.

How do you define success? What does success mean to you?

Success to me is when you look at your life and you feel that everything around you is in tune with who you are as a person. Success does not necessarily come down to money or family or careers etc. It comes down to being able to create a life that is truly happy from where you see it. Sadly, not many are truly happy these days and that boils down to wanting more money, family ties breaking down, depression at work and all of this in turn leading to a ripple effect of genuine unhappiness. For me, success boils down to kindness and I quote a few words from the poem "Happiness" – "And so we go on searching in places of pleasure, seeking recognition and monitory treasure. Unaware that happiness is just a state of mine, within the reach of anyone who takes time to be kind." However, I have learned that this isn't true for everyone and that's because it takes many kinds to make a world but in my humble opinion, success comes when you have found peace, enough for your family and have found something to do that you are really and truly proud of (something that wakes you up and makes you want to get to it even before dawn has broken)!!

How to emerge from poverty?

As a poverty survivor, my perspective is of a micro level. In my opinion the first step towards emerging from poverty is our refusal to accept our circumstances and believe (without having seen) that there is possibility! I recall a time when we had moved from being totally homeless to a small room in a slum and when I was (for the very first time) faced with being told that my little sister wasn't going to make it. Why? Due to poverty, malnutrition and the fact that (a) the world had given up on us, (b) the country had given up on us, (c) the Doctor too had given up on her and (d) my mother due to being too ill and too weak and having lost four children previously for the same reasons, had given up on her as well. She brought the baby home and said, here she is, she's got approximately three days to live and that's it. It's when that shock hit home that I decided that I would not accept this and that I was going to fight. I had no idea that another world existed that was different from mine (I was a beggar and knew nothing better). I had no idea that people even had better houses or food to eat or happiness. I had no idea that children had beautiful bedrooms or toys or played games at home. I had only one idea, and that was on finding a way out of these circumstances? I didn't think of money or wealth or being famous or doing anything great, I just wanted to rise above our current circumstances and somewhere deep down; I knew that I had the potential to make it happen. So, I have three tips on how someone can emerge out of poverty (1) Refuse to accept the circumstances in which you find yourself (2) Commit to yourself that you will do what it takes in order to get a good education (3) Be willing to work harder than anyone you meet only because you have to admit to yourself that you know less and it's this willingness to learn and to do what it takes in order to get the help you need, that will not just help you out but will catapult you out of poverty.

What motivated you to start The National Speaking Academy?

There are many unique ways in which a person can transform their lives but sadly a little knowledge is a sad thing and many perceive the idea of Public Speaking as having to "Speak in Public" or a "Never can do" kind of skill." For me, learning how to speak and to deliver key messages to the world and to an audience has been transformational to my success. I felt as though I was trapped (like a champagne bottle) and once I started to speak, it was as though I was unstoppable. Apart from the confidence I gained, I was able to break through in very many other areas of my life that was for a very long time (completely shut). I have always been looking to find ways and means of motivating people (young or old. I do believe that it's never too late for anyone). So, when I discovered this method, I naturally wanted to share it with the world and mainly those who need the motivation. So, I set-up the National Speaking Academy in order to share my story & what public speaking has done for me and how it can change a life (like magic)!!

Do you have any advice for female professionals who are in, or are looking to work in, a management or leadership role?

Understanding the learning's behind the Harvard study "Why should anyone be led by you" is key to this response. I think there is a general mindset that once you reach a certain level and you have people reporting to you, you automatically become a leader. This isn't the case at all. Many may like to call themselves Leaders but that does not truly make them one!! Leadership qualities can be learned. Some of the best leaders that the world has ever produced have been those who have stood the test of time and have stood out with exceptional qualities and not just by way of their education, experience or titles but by acquiring genuine Leadership qualities. A word that jumps to mind is Respect. In my humble experience, obtaining a title or attending a Leadership conference does not turn you into a Leader overnight but getting people to respect you will do just that. Once they do, nothing can change that and you then become a "Leader for Life". There are dozens of CEO's who are not even recognised by their staff, leave alone being respected and yet there are middle or senior managers who can resign and take an entire department with them when they leave? This breathes trust, respect and loyalty (the three keys ingredients required to becoming a Leader, to being looked upon as a Leader and to actually feeling that you are indeed "A True Leader"!!

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