



# 10 STEP PLAN TO BUILD YOUR CONFIDENCE

## THE SEVEN TRAITS OF INFLUENCE

### What Is Self-Confidence?

Mental attitude of believing in, trusting in and relying on yourself and your abilities. It's the self assuredness you have in your own power and personal judgment. Real confidence is present when you feel comfortable especially in situations where the outcome is unknown and there is uncertainty.



### Phase 2: Build Self-Confidence

### Phase 1: Develop Awareness

#### 1 Eliminate Self-Doubt

- Address the very things that are getting in your way
- Erase doubts you had as a child, thinking you weren't good enough
- Identified, acknowledge, and then acted upon what is stopping you

#### 2 Accept It

- To lower your stress admit that you suffer from low self-confidence
- Denying a confidence problem causes stress levels to skyrocket
- Everyone wishes they had a 'do-over' button
- Failure happens but it isn't who you are

#### 3 Share It

- Tell someone you struggle with confidence
- Make it someone you trust, won't let you down, and won't judge you
- Run your presentation, leading approach, or ability to deal with a disgruntled customer, by this trusted friend or peer
- Sharing helps immensely with your anxiety
- Sharing gets you some constructive feedback



#### 4 Find What's Real

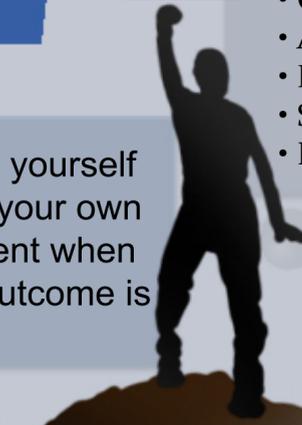
- Look at the facts of the situation
- Stop playing and re-playing the old tape that says, "I can't..." or "I don't deserve..."
- Re-visit all the accomplishments you have – your promotion, your new responsibilities, the boss asking for your opinion
- Remind yourself why all these great things happened to you
- Avoid a false sense of reality – it can damage your confidence

#### 5 Nothing Is Inherently Threatening

- Nothing will hurt you
- You have the skills to cope with an alarming situation

#### 6 Face Your Fear

- Confront your fear
- Argue with your fear
- Fear is a sign you need to take a risk
- Step out of your comfort zone
- Learning is a huge boost to confidence



#### 7 Choose Your Battles

- Decide the battles that match your view of who you are
- Meet a challenge if it confronts your beliefs and the values you live by
- Pick the battles that you believe in their value and your self-confidence will increase



#### 8 Go Beyond

- Go beyond your own expectations
- Expand your horizons
- What other 'confidence' fronts can you conquer?
- With every new triumph your self-confidence will grow

#### 9 Never Ask For Open-Ended Feedback

- Request feedback from someone you trust to be honest and kind
- Find someone who will boost your confidence with constructive criticism
- Be sure their intention is to help you improve



#### Problem AND Answer:

The problem isn't always what 'they' do. The problem AND the answer is what you do about it. The feelings you have, which cause you to pause, are directly under your control. It's when you don't take charge of those feelings that you find yourself living and making decisions out of real or imagined fear.

#### 10 Remain Humble

- Anything in excess can be too much
- Being over-confident leads to mistakes and blaming others
- Believe in yourself but just don't let it go to your head