UNSTOPPABLE CONFIDENCE!

What To Do In The Moments That Matter Most

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Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. It is our light, not our darkness that most frightens us. We ask ourselves, Who am I to be brilliant, gorgeous, talented, fabulous? Actually, who are you not to be? You are a child of God. Your playing small does not serve the world. There is nothing enlightened about shrinking so that other people won't feel insecure around you. We are all meant to shine, as children do. We were born to make manifest the glory of God that is within us. It is not just in some of us; it is in everyone. And as we let our own light shine, we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others.

~Marianne Williamson, A Return to Love: Reflections on the Principles of "A Course in Miracles,"

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INTRODUCTION

We have to learn to be our own best friends because we fall too easily into the trap of being our own worst enemies.

~Roderick Thorp, Rainbow Drive

Have you ever wondered what makes a person successful? What the key factor is that pushes some people to achieve extraordinary things, and others to struggle for years? Let me give you three real life examples of successful people and see if you can find the common thread.

Mary grew up poor on the 'other side of the tracks'. She had an abusive father and a distant mother. Though she had no support, she worked her way through college, law school, and landed her dream job working in a prestigious law firm. When asked how she did it she said, "I just always knew…."

Steve had always dreamed of writing a bestseller. As the rejection slips piled up, year after year, he continued to pursue his passion in his spare time. Thirty rejections… then sixty… then ninety. Finally, after 4 years and over ninety rejections, his book was optioned by a publishing house. When asked how he stuck with it, he said, "I just always believed…"

Elizabeth started her own company with her husband as her partner. Shortly after, she went through a divorce and the company went bankrupt. Her second venture into entrepreneurship came to an end when the real estate market crashed, bringing her appraisal business to a halt. Her second venture into interior decorating become a million dollar business her third year in operation. When asked how she was able to persevere, she said "I just never gave up…"

Find the common thread? Pretty easy to do considering the topic of this book, right? These folks were CONFIDENT in their ability to succeed.

Confident people are successful people – they are fearless in pursuit of their dreams..

They stick it out till they get what they want because they believe in their goals and their own ability.

Henry Ford said it best; "If you think you can, you can. And if you think you can't, you're right".

You don't want to be anxious or nervous when the world around you is confident and brimming with life, do you?

Of course not! That's why you're here.

If you are reading this now, you are aware that a lack of confidence has seriously held you back from achieving your goals in life. It's kept you locked in place, unable to move forward and create the life you deserve.

It's no way to live.

It's time you do away with your misgivings and lack of self-belief. It's time you step into your future with excitement and certainty.

I've dedicated my life to helping people become fearless – to embrace their unique gifts and talents and make their mark on the world. Through coaching others, I have developed a quick and effective system for doing just that.

This book can be your guide to creating a confident life - the life you were meant to lead.

It's laid out in 3 different sections, covering the three areas you have to change in order for your confidence to grow;

1. Your beliefs
2. Your thoughts
3. Your actions



Think of these areas as being a box, and think of your confidence as sand that you're going to pour inside.

Your beliefs make up the bottom or the foundation. Your thoughts and actions are the sides of the box.



Now, even without the sides, you'll be able to capture a little confidence and build up a reservoir.

But without your beliefs changing, the confidence will just pass right through your thoughts and actions.



Your belief system is CRUCIAL to the process.

This is why affirmations alone just don't work. They don't go deep enough into the process.

But once you build a strong base (belief system), imagine how much confidence you'll then be able to capture and hold onto when you add the walls (thoughts, and actions).

Together, they create an impenetrable fortress, a reservoir of strength and confidence you can use to face any obstacle, and overcome any challenge.

Your journey begins today. I applaud your courage for being here and taking this step. I know you can succeed. I know you have amazing things to offer the world.

You CAN break through your fear and get what you want - SELF-CONFIDENCE! The Unstoppable kind…

SECTION 1: CREATING POWERFUL BELIEFS

UNCOVERING YOUR HIDDEN BELIEFS

> It is not the mountain we conquer but ourselves
>
> ~ Edmund Hillary

One of the most famous stories about the power of beliefs is that of Roger Barrister. Barrister was a talented runner who came out and proclaimed that he was going to run a four minute mile. This was back in 1953 and, at the time, it was considered impossible. Doctors said that the heart could not handle the strain and runners would die if they tried this dangerous feat.

Barrister believed otherwise.

He saw himself getting faster every year and felt with enough training and a strong enough belief, he could do it.

On May 6th, 1954, Barrister did just that. He broke the four minute mark. And less than a month late, another runner did the same thing. In the year to follow, dozens of other runners would run a four minute mile.

What had changed?

The runners hadn't suddenly developed any new styles or techniques – they had simply changed their beliefs as to what was possible.

Your belief system is the driving force for everything in your life. There is no confidence gene, no success chromosome that some people have that you lack.

If it's possible for one, it's possible for all.

Confident people have simply learned to become more internally motivated, and more personally responsible for their destiny. In other words, they decide their own fate rather than letting circumstances dictate it for them.

Think of all the rags to riches stories you hear about. These people had nothing but their beliefs, which created in them a strong inner desire to succeed. They EXUDED confidence in their ability to achieve their goal, in everything they did. That desire is what propelled them forward – what gave them confidence – and what created success in their life.

You will also need a strong inner belief system to be the confident person you want to become.

Self-acceptance gives you the much needed energy and room to grow.

Your inner belief system helps you develop an ability to accept yourself – who you are, what you feel, think and do. It gives you confidence in yourself and in your abilities.

The benefits of a strong inner belief system are varied and great:

- *Stronger self-confidence*
- *Healthy self esteem*
- *Greater life satisfaction*
- *Comfort with self and others*
- *Ability to make your dreams come true!*

With a strong belief system, your confidence comes from within. It isn't affected by external events or other people. It moves you forward with determination and purpose. On the flip side, a negative belief system can wreak havoc in all areas of your life.

Beliefs determine your actions and reactions – and negative ones have the power to hold you back from doing what will make you happy.

For example, let's imagine that you have a belief that you don't deserve to be happy and successful. Such a belief might cause you to subconsciously sabotage any plans you make. Or it could cause you to not try at all because you believe it would be a waste of your time and energy.

But that's not the only way beliefs can hold you back. Imagine that you have a belief that nothing will come easy to you in life, and you will have to work extremely hard to make even a tiny bit of progress. Perhaps a parental figure passed this "gem" on to you, and you simply believe it without question. What might this type of belief do?

First, you may find yourself resisting any opportunities that seems "too good to be true", simply because you don't believe that good things will happen to you "just like that". You might also refuse any offers of help, even if you could really benefit from some guidance. You might even go so far as to subconsciously CREATE obstacles and difficulties along the way, just to "prove" to yourself that your beliefs are true.

This may sound far-fetched, but the mind works in mysterious ways! It's amazing how easily we can trick ourselves into believing something, and how fiercely we will defend our beliefs when they are challenged – even by ourselves.

So, how do you know if you have subconscious beliefs that might be holding you back?

One simple way to find out is to grab a sheet of paper and a pen, and start writing statements like these:

"I deserve to be successful and happy."

"Success comes easily to me."

"I find it easy to make substantial amounts of money."

"I encounter opportunities wherever I go."

"I am completely in tune with my passions."

"I am clear about what I want in life."

"I am ready to tackle any challenges that I may face."

"I believe in my ability to create the success I desire."

Then take a look at what you wrote and as you read each statement, pay attention to how you feel inside. If any statement conflicts with one of your existing beliefs, you will feel a twinge of guilt or fear inside, as if you are **lying**. It may be subtle, but if you pay close enough attention you'll feel it.

Make a checkmark next to any statement that doesn't feel true to you. THOSE are the beliefs you need to work on changing if you want to make any progress.

Now I want to do one more exercise to really get at those lingering beliefs you've been carrying around for years.

Consider the following questions. Finding the answers to these can help you to weed out the muck of what "everybody else says" and get back to the purity and perfection of your self-expression.

1. What are your current beliefs about work, life, people, and about yourself? Let go and try a free-writing exercise.

   On top of a page write one word (work, life, success, power, rich, etc) and then free associate for each word. I suggest using words that relate to the top areas where your self- confidence could use the most work. For example, if you're shy, think of a word that relates to that, or is the opposite of that (like assertive) and begin writing.

   Write down whatever thoughts might be conjured up by the word at the top of the page.

Write for 5 minutes straight without lifting the pen. If your mind goes blank, write 'thinking' over and over till something pops in your head. Do the exercise a few different times throughout the week. You're trying to root out your subconscious beliefs so thinking about it too much will not produce effective results.

Ex: One woman did this exercise about money because she had no confidence in that area of her life. She wrote things like 'Wealthy people lack integrity. Luxury equals self indulgence. Rich means being self-absorbed.' Even she was shocked by all the negative things that came up in her writing, but it became clear why she was sabotaging any efforts in creating wealth in her life. Why in the world would she want to become like that?!?

2. How much of what you believe is your own?

   Take a look at what you wrote on each page.

   What messages may have come from parents, friends, family, peers, teachers, etc? Identify any recurring themes?

   Messages from family members are normally our strongest. They tend to be very repetitive and will keep coming up. Think back to your earliest memories because they will usually hold the strongest clues to your subconscious thoughts and beliefs.

   Ex: This same woman thought back to her earliest memories. Her parents owned their own business and she remembered how they used to talk about their poorest customers coming in to pay their bill, whether they had any money for their necessities or not. It was a matter of honor with them. She also remembered her parents talking about their rich clients who would get a small bill from them, make minimum payments on it each month, and refuse to pay any late fees on the balance. It was obvious now how her negative beliefs were formed.

3. How much of your beliefs are effective versus disabling?

   Are the messages that came from others empowering or paralyzing? Are they limiting your future happiness? How do they make you feel?

   EX: Obviously this woman's beliefs were extremely negative and limiting to her life.

4. What do you WANT to believe? Take out a fresh sheet of paper and draw a line down the center. Write any old negative, limiting beliefs on the left hand side of a page, and on the right hand side, write how you'd like to feel/think about each instead.

   Reprogram yourself by identifying these limiting thoughts as they pop into your head. As soon as you become aware of one, replace it with the positive thoughts and ideas you created on the right hand side instead.

   If you continue this exercise, you'll find the old limiting thoughts creeping up less and less, and the new empowering thoughts will begin to take their place.

   Ex: This same woman made a list for her to hang on her wall over her desk. On it she listed all the words associated with money and the new positive beliefs she had attached to each one.

   Wealth – Self-honoring

   Money – Medium(a means to an end)

   Rich – Fulfilled

As this woman's beliefs changed, so did her relationship with money. It started flowing into her life and her confidence level in this area naturally improved.

These questions, their answers and the exercises associated with each are sure to strengthen your belief system.

Your challenge is to develop confidence in your ability to express these beliefs in an unwavering fashion through your behavior and actions.

You must first do it on a conscious level, as this woman did. When she noticed herself sabotaging her efforts by wasting money or charging too little for her administrative services, she focused on her visual reminder on the wall.

Eventually your new beliefs will manifest in your subconscious, as hers did, and replace the old limiting beliefs.

Your belief system is the driving force over all your actions so really take the time to work on this exercise; drill down till you hit the core beliefs that have been holding you back.

Then create new, empowering ones that will propel you forward toward a more confident and prosperous mindset.

IDENTIFYING NEGATIVE PATTERNS IN YOUR LIFE

> **The man who acquires the ability to take full possession of his own mind may take possession of anything else to which he is justly entitled.**
>
> ***~ Andrew Carnegie***

My friends and I used to love playing detective when we were little. We would race around gathering clues and trying to nab the bad guys.

Well, if you've ever had any detective fantasies of your own, you're in luck!

You're about to go on the Case of the Bad Behavior.

Your mission is to examine, analyze and expose the bad behavior you see in yourself.

Your behavior is exposing unfulfilled needs in your life, your deepest fears and strongly held negative patterns of behavior and thought.

What are some of your worst traits?

Are you:

a procrastinator?

disorganized?

a perfectionist?

Any of the above can seriously damage your confidence level. People who are less prepared, rushed, or sabotaging their efforts in any way are always less confident.

Write down the recurring themes you see in your own life.

Now we're going to analyze that behavior to find your payoff. That's right – your payoff. As Dr. Phil would say, there's a reason, or a payoff, you're receiving from that behavior or you wouldn't still be doing it.

This is another exercise where you really have to take the time to find the true underlying issues. They've probably been hidden for a long time, so you should do the exercise a few times and really think about it over the next few days.

The easiest way that you can understand this concept is to think about a drama queen or king. We all know someone like this. They don't have problems, they have life or death crises! They don't have setbacks, they have DISASTERS!

The obvious underlying need or payoff for this behavior is their need for attention. The same principle will apply with your own behaviors, although they will probably be much more subtle.

For example, lets' say that your problem, which is very common, is procrastination. You may justify it by saying, "I work best under pressure" but that's not the REAL reason.

The real reason may be your need for excitement that you're not getting in your life anywhere else or it may be a fear of success. Now, you may think I should have said fear of failure but actually the fear of success is much more common. If you think your underlying issue is fear of failure, dig deeper and make sure that's the true reason.

For instance, one woman sabotaged all her efforts for success. She drifted from job to job, started different projects but never finished them and lived in constant indecision. She thought her underlying fear was fear of failure because her siblings were so successful. She said she was worried she might not measure up.

But as we dug deeper, we found it was really a fear of success. Her role in the family was that of caregiver. Her life had afforded her the flexibility of always being available for her family. If she had become successful, her role in the family would have changed and that was the underlying dynamic holding her back.

Since fear of success is so common, here are the most common reasons it shows up – see if any of these ring true for you.

Lack of belief in yourself: If you don't truly believe in your own ability to get (and stay) successful, you will avoid forward progress at all costs. You may subconsciously feel that even if others believed you to be successful, you would still feel like a fraud. That would be an uncomfortable position to be in, so you hold yourself back until you feel "ready" to be successful.

Fearing increased responsibility: You might be resisting a higher level of achievement because you don't feel capable of handling all the responsibility that would inevitably come with it. Once you become successful, you will have certain obligations and steps that need to be taken in order to maintain your level of success. That can be frightening and intimidating, and you may doubt your ability to handle new challenges you will face.

Low self-worth: If you don't believe you deserve to be successful and happy, you will naturally gravitate toward a position in life that matches your self-image. If you believe you deserve to be earning $25,000 per year, you will continue to do so. Trying to force yourself to increase your income will be futile because subconsciously you will resist it. You will view increased abundance with suspicion, wondering "what's the catch?" – even if there is none!

Worries about what others will think: This actually goes along with low self-worth. You may have a habit of letting others define you rather than forging your own path. You might believe that rich and successful people are dishonest, cruel, rude, cold, greedy, or any number of other stereotypes.

General negative expectations: You may not have any identifiable fears about success, but rather experience a general sense of uneasiness or resistance to it. You might simply be afraid of the unknown, or pessimistic about the longevity of your success.

Here is a simple exercise to help you know for sure if you might be afraid of success:

Give some thought to what success means to you. What vision do you have for your life? What can you see yourself doing, how much money can you see yourself earning, where can you see yourself living, etc.? What kind of dynamics will change within your relationships? Write this information down.

Now read it again. If you were able to step into this new reality right now, how would you feel? Would you hesitate? Maybe tell yourself that it's too good to be true? Would you shy away from one part of your vision or another? What parts don't 'feel right' as you think about this future? What parts make you uncomfortable?

Take your time with this exercise. Think about it for as long as you need to, because your fears WILL make themselves known if you give them the opportunity.

OK, now that you've identified the true underlying beliefs holding you back, you're going to create a new, more effective one.

For example:

Old Belief: If I try something different people will laugh at me.

New Belief: If I try something different, I will make myself happy and expand my horizons.

Old Belief: If I say no, people won't like me

New Belief: If I say no, I'm really saying yes to my values and beliefs.

Old Belief: I don't have any time.

New Belief: I have the exact amount of time as everyone else in this world. I have enough time to do what I really want to do if I prioritize my time.

Old Belief: I'm not capable of handling any more responsibility.

New Belief: I am capable of handling more responsibility and will achieve great success and happiness in doing so.

Do this for all your beliefs and keep the new ones handy. Read them often and refer to them when you feel yourself falling into your old (sabotaging) habits. As with the other exercise, eventually these will become ingrained in your subconscious. When you face your fears and replace them with powerful beliefs, you become empowered and you begin to embrace your newfound confidence in yourself and your abilities.

SECTION 2: EMPOWERING THOUGHTS

> When there is no enemy within, the enemies outside cannot hurt you.
>
> ~ *African Proverb*

During the 1960 Olympics in Rome, an Olympian named Konrad was expected to sweep the two events he was in. While he easily came home with the gold in one, during the 400-meter freestyle, he ended up getting the bronze. When asked later, Konrad said he lost focus by having negative thoughts about how arch rival Murray was going to perform. Konrads confessed that he let these thoughts derail his concentration and blew his chances of winning.

We all have negative thoughts, even the most confident and accomplished people in the world.

It's not the presence of negative thoughts but the way we handle and react to them that either breaks or makes our confidence and self-esteem.

> Think about that.
>
> NOTHING HAS ANY MEANING IN LIFE,
>
> ONLY THE MEANING YOU GIVE IT.

Controlling your inner voice and what you say to yourself either makes or breaks your self-esteem and confidence.

Within this section, you will be introduced to some techniques which you can use to control your inner dialogue and to help you analyze your thought process.

Your thoughts are extremely important. They help form, and strengthen, the basis for your belief system.

If there is a difference between your belief system, and the thoughts you tell yourself, your mind will fight to regain the 'norm', or your old way of thinking.

It's our body's way of maintaining the status quo.

Have you ever studied homeostasis in school?

It basically means balance or equilibrium. Humans are always trying to maintain a steady balance in our lives. It's why we get into so many ruts and have such a hard time with change. It's why we struggle with dieting, procrastination, and other vices.

Our body is wired to resist change, and return to its 'normal' state. It's actually a survival mechanism we have. We fight against any beliefs, thoughts or actions that go against our 'normal state', thinking that it presents a danger to us.

If your thoughts don't agree with your beliefs, then your body will fight to overthrow them and return to your natural state – even if that state is unhealthy.

That why it's extremely important that you have empowering thoughts that back up your confident, new belief system.

Remember, in whatever circumstance you find yourself, it's not what happens to you that determines your confidence level and happiness in life. It's how you choose to respond to the event – the thoughts you tell yourself that make ALL the difference.

We don't choose everything that happens to us, but we do choose what meaning we give to the events.

This section will help you root out those negative thought processes and replace them with new, empowering ones.

Specifically, we're going to be focusing on eight areas of our thoughts that tend to keep us mired in negative, limiting beliefs.

They are:

1. *Assuming the worst*
2. *Creating false associations.*
3. *Living with 'should's*
4. *Discounting the positive*
5. *Railing against unfairness*
6. *Having an all or nothing mentality*
7. *Comparing ourselves to others*
8. *Worrying what others think*

While we go through them one by one, make notes of the ones you use most frequently.

1. ASSUMING THE WORST

> It's not who you are that holds you back, it's who you think you're not
>
> *~ Author Unknown*

When we make assumptions with our thinking, we often assume the worst, or limit out choices, without knowing the full picture or testing the evidence.

Let me give you an extreme example of this so you can really see how limiting these assumptions can be. Let's say that you just know that lead is the perfect material to build your boat. In fact it's the ONLY material that will work. You know with all your heart that this assumption is true. So you build a boat with lead and it sinks every time. At this point, you'd believe that it's impossible to build a boat that floats. Your thinking is flawed because you're basing it on a false assumption – that lead is the only material to build a boat with.

The same thing is true if your basic assumption is something negative about who you are. If you say you're a loser, it will color everything else in your world. Your choices, your thoughts, your actions will be affected by this assumption and it's WRONG.

You are a WINNER. You beat out over 50 million others (i.e. sperm) to get your life. You WON the most important race of all!

Get rid of your negative assumptions, your limited views of events and YOURSELF and a whole new world of possibilities will be opened up to you!

> This is how humans are: we question all our beliefs, except for the ones we really believe, and those we never think to question.
>
> *~Orson Scott Card*

One of the biggest assumptions you have to destroy is the belief that your feelings are facts.

For example,

"I'm lazy"

"I'm fat"

"I'm worthless"

Feelings are NOT facts.

Feelings are only thoughts that we have decided to generate. That doesn't make them real.

Challenge your feelings by questioning them.

If someone told you your hair was purple you wouldn't think twice about it because you KNOW it's not true.

What made you believe all the negative things your inner critic is saying about you?

Your doubts, your fears – your thoughts. That's it. There are no FACTS to substantiate it.

Now, you may be thinking, "*But there are things in my past that back up how I feel*".

For instance, "*I'm shy! I freeze up at parties and can't talk to anyone*".

Now the only FACT in that example is that you froze up at a party. You CHOSE to interpret that event by saying that you're shy. What if you decided to interpret it as this:

"*In the past, I let my fear of rejection stop me from meeting people at parties. Now, I chose to focus on the fun of meeting people and the belief that I have things to offer others in conversation."*

The reality is this: You are whatever you DECIDE you are.

When you start to retrain your thoughts and those old negative thoughts try creeping back in, try an exercise that Jack Canfield, author of Chicken Soup for the Soul recommends.

As soon as the negative word or thought comes to mind, say (or think) "Deflect" so your subconscious knows that you are deflecting the negative comment away from you. You are taking control and choosing NOT to associate that word with you anymore.

Don't blindly accept your thoughts as truths anymore. Challenge them and question the underlying assumption.

For instance, instead of saying, "*I'm ugly, I hate my body,*"really think about your appearance. Surely there's something you like about yourself…your eyes, your smile, your hands.

You should also get some perspective on this - Is your body functioning the way it should? Does it allow you to see what you need to see, go where you want to go, hold the ones you love?

Focus on the positive and learn to love and honor yourself for who you truly are.

2. CREATING FALSE ASSOCIATIONS

If you really put a small value upon yourself, rest assured the world will not raise your price.

~ Author Unknown

False associations happen when you over-generalize your thoughts or base your thinking on incorrect information.

For instance, you say things like:

"I always end up on the losing side."

"I always make mistakes."

"Everyone hates me."

"Everyone thinks I'm stupid."

"I'm a horrible public speaker."

Just reading the words, you can see how demoralizing these thoughts would be to your self confidence.

So why do we do we make false associations?

Part of the reason is because clumping things together and making generalizations saves your brain from a lot of work. It doesn't have to consciously focus on everything you do all day.

This is why babies sleep so much. They spend their days actively focused on the world around them, absorbing all the knowledge.

To save ourselves time and energy, our brain compartmentalizes things.

For instance, you've probably taken a drive before, arrived at your destination, and remembered very little of your trip.

That's association at work.

The problem with these associations is when we make one that's negative, and then continue to associate it with similar events.

For instance, let's say you had to do a presentation for your job and it didn't go well. The experience seems so traumatic that your brain creates an association between that and your ability.

In the future, when you are presented with a public speaking opportunity, you automatically go back to that assumption.

"Oh, I couldn't do that. I'm awful at public speaking, I always get nervous and screw it up."

Now, you may have been a great public speaker before that incident

If that's the case, then you just need to challenge that belief.

When you hear yourself saying (or thinking) those things, respond with the facts.

"I may have messed up my last presentation but there were other occasions where I did much better. That political event I spoke at and the project update I gave at work – I remember doing well on those. I know I have the ability to do well again."

Your thoughts are so powerful.

Use them to achieve, not deceive you!

But what if you HAVE always messed up on giving speeches?

It's a common problem.

Public speaking is the #1 fear in this country.

In that case, you simply insert the words, "Up till today" ahead of your negative thinking.

"UP TILL TODAY, I was a lousy speaker."

"UP TILL TODAY, I tended to let my nerves get the best of me."

Look for the good in situations and what is working well. It can do wonders!

3. LIVING WITH SHOULDS'

> If I am not for myself, who will be?
>
> *~ Pirke Avoth*

Some people surround themselves with 'Shoulds'.

"I should be thinner."

"I should have more friends."

"I should be earning more money."

Are you the kind who says 'should' all the time?

'Shoulds' are the demands you place on yourself based on your perception of what society or your family and friends think you should do.

A 'should' represents what you are not doing but you think you should be!

So when you think you 'should' be doing something but are not doing it, how do you feel?

Inadequate, hopeless, frustrated….Obviously this takes a heavy toll on your confidence level.
So, how do you get rid of the 'shoulds'?

First, question the assumption.

WHO says you should? If it's someone else's beliefs you're carrying around, let it go.

Live your life according to your beliefs and values, not someone else's.

And what if it IS something that you believe?

Just change the 'should' to a question. This takes you out of complaining mode and focuses your brain on finding a solution. Questions are also extremely effective in changing your role from helpless to empowered.

For example, instead of saying "*I should be making more money*" you say; "*How can I make more money?*"

Instead of saying, "*I should be more successful in my business.*" say, "*How can I be more successful in my business?*"

Should's keep you frozen in place and make you feel inadequate. Questions place you in control and get you focused on solutions.

Continue to pose the question to yourself at different times during the day – when you wake up, in the shower, before you go to bed.

Your mind is programmed to find answers to your questions – it can't stand an unresolved issue . Even when you're not consciously focused on the question, your subconscious will be working away, looking to find a solution.

4. DISCOUNTING THE POSITIVE

> **If you must love your neighbor as yourself, it is at least as fair to love yourself as your neighbor.**
>
> ***~ Nicholas de Chamfort***

Do you tend to overlook the compliments people give you?

Do you refuse to accept or ignore it if someone says "That was a great job!" or "You look fantastic today"?

How do you usually reply to praise?

"Oh, it was nothing." or "Oh, you're just saying that. I look awful."

Do you realize every time you do that, you're completely discounting your efforts and minimizing your abilities?

Let's set this record straight. A simple "Thank you" with a smile is the perfect response.

You would give credit to someone who did a great job. Make sure you accept the credit when you do a great job or when you receive a compliment.

Believe it or not, just this simple act of accepting compliments will allow your subconscious to start internalizing them and seeing them as real.

5. RAILING AGAINST UNFAIRNESS

Let us rise up and be thankful, for if we didn't learn a lot today, at least we learned a little, and if we didn't learn a little, at least we didn't get sick, and if we got sick, at least we didn't die; so, let us all be thankful. *~Buddha*

Deep down, we all know the perfect world doesn't exist. But we still can't help but feel sometimes that we're always getting more than our fair share of pain and heartache. While it's a common trap people fall into, this type of thinking can kill your self-confidence and create a victim mentality.

The reality is that life isn't fair.

Justice doesn't always get served.

The guy doesn't always get the girl.

Now, I'm not saying all this to encourage bitterness or negativity.

I'm simply saying it because too often, when we're faced with challenges, we get caught up in the injustice of it all.

"Why does this always happen to me?"

"Why can't they see that this is crazy?"

"Everyone has it so much easier than me!"

It took me a while to get past this one, but now I have a wonderful phrase I love to use during these times.

It is what it is.

Think about it….

It is what it is.

You can create such a powerful paradigm shift once you accept those 5 little words.

You must accept your reality, face your challenges head on, before you can conquer them.

It is what it is……..

Now you can focus on what you're going to do about it.

AND on what's still good about the situation.

Whatever you focus on EXPANDS. Focus on the positive things in your life rather than the negative, and you will see more positive things enter your life.

A great thing to start right now is a gratitude journal. Write in it every day the three things you have to be grateful for. Focus on the gifts and the blessings that you've experienced throughout the day. You'll be amazed at the power of this simple exercise in every aspect of your life.

6. HAVING AN ALL OR NOTHING MENTALITY

> **Men harm others by their deeds, themselves by their thoughts.**
>
> ***~ Augustus***

There's more than just black and white. There are several colors in between, right? Blue, green, red, yellow, pink, brown, purple, mauve…

Then why are most aspects of life seen as either black or white?

What happened to all the colors in between?

Are you one of those who thinks of life in absolutes?

"*It's all or nothing*"

"*I'm either a success or a failure.*"

It's hard to break those perfectionistic tendencies but I can tell you, as a fellow perfectionist myself, your life will be transformed by breaking free from this thinking.

Part of breaking free means redefining your definition of failure and success.

Mistakes shouldn't be viewed as a negative thing, nor should failure.

Thomas Edison tried 10,000 things before he finally figured out how to make a lightbulb burn. When asked about his failures, he said, "I have not failed. I've just found 10,000 ways that don't work."

Reframe your definition of failure! If you've learned something in the process, then you haven't failed!

7. COMPARING OURSELVES TO OTHERS

When the grass looks greener on the other side of the fence, it may be that they take better care of it there.

~ Cecil Selig

Do you always compare yourself to others? Do you say things like,

"I'm hopeless at negotiations. Mark is so much better. He could do it in his sleep."

"No one at this event is going to want to talk to me. They're all more successful and interesting than me".

Now the first thing to know is that lots of people struggle with negative thinking. Everyone is - or has - felt these same things at one time or another. For instance, when you're at a party and feeling like the oddball, rest assured that over half the room is probably feeling the same way!

This is another area where you need to challenge your thoughts! What makes them valid? Nothing!! They're OPINIONS not FACTS!

Here's the reality.

In some situations, you're going to SHINE! In others, it may be someone else's moment of glory. We all have unique gifts and strengths that we bring to every situation. The key is to focus on our own and not waste our energy making impossible and utterly futile comparisons with others.

Did you ever watch the movie, Bridget Jones Diary? In it, one of the characters says to Bridget, "*I like you just as you are*." What a gift to say to someone! Not smarter or thinner or wittier – just as you are. We all need to say that to ourselves everyday. "*I like you just as you are*."

Think about it - In the history of mankind, there will never be another YOU.

Write this down and post it where you can see it everyday – 'I am whole, perfect, strong, powerful loving, harmonious and happy.'

Now let's reinforce that belief with ACTION.

I want you to create a SUCCESS journal. First, I want you to list the Top 10 Greatest Accomplishments in your life thus far. These are strictly based on your beliefs not anyone else's idea of what success should be. List the 10 things you are the most proud of that you've done.

Now, I want you to list all the things you're naturally good at, things people have complimented you on, things that tend to come easily to you. (ex: sports, writing, event planning, listening, organization etc.) If you're really feeling brave, you can ask three people you really trust to answer that question about you as well.

Finally, I'd like you to make a list of things that you've learned in your life. Things you've studied and mastered. (Ex driving, accounting, customer service, computer programming, etc.)

I think you'll be surprised at what you've already accomplished and learned over the course of your life.

Like your gratitude journal, this should be an ongoing process. Keep these sheets handy and ADD to them at least once a month. Whenever you have something important coming up that you're nervous about, take them out and give yourself a instant boost of confidence.

8. WORRYING WHAT OTHERS THINK

> It ain't what they call you, it's what you answer to.
>
> *~ W.C. Fields*

It's not what people say to you that affects your confidence. It's what you say to yourself after they've stopped talking that either makes or breaks your self esteem.

Eleanor Roosevelt had a wonderful saying, "No one can make you feel inferior without your consent". Think about it.

It also helps to know that most of the responses you get from others really has very little to do with you and your actions.

Jack Canfield, says that we are all just extras in everyone else's play. Whatever feedback you get from someone is really about them and their issues, NOT yours.

We don't see things as they are, we see them as we are. ~ Anais Nin

Dale Carnegie concurs. He says that, "No one ever kicks a dead dog." If someone is criticizing or belittling you, they must somehow be threatened by your power, strengths or abilities. Think of the great men and women throughout history who have been vilified and condemned.

Churchill stated it even more bluntly, "You have enemies? Good. That means that you've stood up for something, sometime in your life."

Focus on your strengths, the gifts you have to offer the world, and don't get hung up on the triviality of other people's opinions.

You can also look at the lighter side and understand again that your perceptions are the key, NOT changing someone's else's opinion. A quote I've always loved on this subject says it best: *If you're being run out of town, get in front of the crowd and make it look like a parade*.

The reality is that most acts of greatness were dismissed or laughed at by others. If you find yourself on the receiving end of such behavior, consider yourself above the fray and in VERY good company.

Bill Gates understood this truth as well. He had a wonderful rule at Microsoft – if 3 people hadn't laughed at your idea, he didn't want to hear it – it wasn't creative enough. He KNEW that greatness wasn't achieved by those who stayed within the status quo. You should remember that as well.

Think of unjust criticism as a disguised compliment and get on with your life.

You have amazing things to accomplish!

If you're still having trouble letting go of other people's opinions, don't wory. It'll happen. As you work through the exercises and feel your confidence building, the shift to focusing on yourself will happen automatically. In the meantime, remember this; People are so wrapped up in their own lives, in worrying what people think about THEM - they really don't spend much time thinking about anything else!

> "We probably wouldn't worry about what people think of us if we could know how seldom they do."
>
> *~ Olin Miller*

SECTION 3: ACTIONS

CREATING YOUR VISION

> Always act like you're wearing an invisible crown.
>
> *~Author Unknown*

This exercise is focused on creating the person that you want to become in terms of confidence.

The secret to success here lies in a visual image of how you would want to act, walk, talk, think and move your body so that you know what to aspire for.

Remember that we are working with confidence set as our goal!

And like any other goal you want to achieve, this one too should be very clear. You need to have a very VIVID picture of what being self-confident will look, feel, sound, and be like for you.

Write down the answer to this question: How will I know I've achieved my self-confidence goal? After all, you won't know you're successful if you have no end in mind!

_____
_____
_____
_____
_____
_____

Now, if you're having trouble articulating what your vision will look like, don't worry. This next step will help you.

See, the qualities we want to achieve, we admire in others. The easiest way to see what confidence will look like for you is to think of someone whose confidence level you admire a lot; a colleague, friend, someone in your family or even a famous personality who oozes self-confidence.

Now fill out the following sections.

MY CONFIDENCE ROLE MODEL

He/she would act like…

He/she would talk like…

He/she would walk like…

He/she would think like…

Their body language would be like…

Other people think that this person is…

When faced with problems, this person thinks…

Now take note of the things you have written down about your confidence role model.

These are your goals, this is your VISION.

And the really nice part is that you can start living it today. Right now. THIS SECOND!

ACT AS IF YOU ARE THE PERSON YOU WANT TO BE AND NOTICE THE RESULTS.

Now, you may think I'm talking about the "fake it till you make it" approach but it's a little different.

What I'm proposing is an actual mental SHIFT. Not faking, becoming. It seems like the same thing but it's vastly different. When you "fake" something, you are aware that you're faking it. You are an actor playing a role. You're not "becoming" something or someone else; you are simply pretending to be something or someone else. Therefore, you are not fully invested in the process and don't receive the full benefits.

When you "become" what you desire, you are stepping into a new reality (even if this new reality only exists in your mind). It's more than acting, it's shifting your mind-set so that you FEEL what you would feel if it were your reality, and you THINK what you would think if it were your reality, and you DO what you would do if it were your reality.

Can you sense the power of this technique? I assure you, it's incredibly effective.

Stand taller, hold your head higher, start giving yourself a pep talk. You'll see results.

Why?

Because the brain responds to the body's movements.

This is one of the reasons why people like Tony Robbins say one of the first things to do to change your mindset is to get ACTIVE and moving. The mind will work to align with the message your body is creating. Emotion, according to Robbins, is created by energy + motion.

Want to see an easy way to test this theory right now?

Lower your head, slouch down in your chair and say out loud "I feel fabulous!" It doesn't work, does it? Now, jump up, raise your hands over your head and shout, "I'm miserable!" Do you FEEL miserable doing that? No!

Can you see the powerful role your body plays in your emotions? This is why affirmations alone won't work. You MUST get your body in on the mental shift.

So, create your vision of a confident you, and SHIFT completely into that reality – thoughts, feeling and ACTIONS.

There is another wonderful bonus to this powerful step.

It's kind of like a self-fulfilling prophecy. When you act more confident, you are rewarded with more success and better outcomes. As you gain success, you naturally become more confident. The cycle repeats over and over again until your confidence level is ingrained into your very being.

HOW TO FEEL CONFIDENT ALL THE TIME

> Just as much as we see in others we have in ourselves
>
> *~ Ellen Goodman*

Now it's time to put all the different pieces together to create unstoppable confidence. I'll also disclose a powerful technique to instantly transform your anxiety to confidence.

How you feel in any given moment is linked to:

What you are focusing on

The way you are moving and using your body

The language you are using

The moment you feel your energy waning or need an instant confidence/ energy boost just change the way you feel by changing the above 3 points.

1. What you are focusing on

Stay conscious of what you are focusing on in that particular moment.

Are they negative, self sabotaging thoughts? Do you feel low in confidence? Are you getting anxious and worried about the outcome?

If so, take action!

What would you have to focus on to feel vibrant and full of energy? What should you focus on to feel confident? What thoughts should you have?

2. The way you are moving and using your body

This is also called your physiology.

Emotion is created by motion, and the fewer movements you make the less energy you will have!

Moreover, the type of movements you make either pump up your spirit or make you feel lethargic and unmotivated.

Observe your body when you are feeling low in confidence.

Are you sitting down? Is your head up or down? Are your shoulders slouched? Are you walking slowly or quickly? Are your facial muscles moving? What are you doing with your hands?

Think about your confidence role model, about how they use their body. Emulate their actions and you will feel energized and confident as well.

3. The language you are using

The words you say to yourself both in your mind and out aloud will have an impact on how you are feeling.

What words do you use to describe negative emotions?

Do you say? :

"I'm feeling tired"

"I'm stupid"

"I'm angry"

"I'm livid"

"I'm overwhelmed"

"I'm depressed"

"I'm struggling"

Write down some more common phrases like those above that you use:

The intensity of those negative sayings will have an effect on your mood and whether you feel confident or not.

What if instead of – "I'm really nervous", you said to yourself – "I'm really excited"?

Would it make you feel better?

Of course it would.

The feelings and emotions linked to nervousness and excitement are actually the same. It's just that you are focusing the adrenaline in the right direction.

So, what other words could you replace the negative sayings with?

Try swapping:

"I'm feeling tired" to "I'm feeling unresourceful"

"I'm stupid" to "I'm learning"

"I'm angry" to "I'm a little annoyed"

"I'm livid" to "I'm a little miffed"

"I'm overwhelmed" to "I'm feeling busy"

"I'm feeling insecure" to "I'm questioning"

"I'm depressed" to "I'm not on top of things"

"I'm struggling" to "I'm experiencing a challenging situation"

As the intensity of the words lower, the intensity of the feelings lessen too.

Write down 5 negative sayings or phrases that you say on a consistent basis and replace them with new empowering and less intensified ones:

OLD NEGATIVE PHRASES

1.

2.

3.

4.

5.

NEW EMPOWERING/LOW INTENSITY PHRASES

1.

2.

3.

4.

5.

Just as you lower the intensity of words to lessen negative feelings, you can apply the reverse to feel magnificent and confident every single day!

Change your vocabulary to improve the quality of your day.

How?

Increase the intensity; increase the feeling when you use positive/good words.

For instance, instead of saying "I feel good," say "I feel fantastic!"

It's as simple as that.

Here are some more:

Change:

"I feel ok" to "I feel awesome!"

"I feel motivated" to "I am driven!"

"I feel confident" to "I feel unstoppable!"

"I feel energized" to "I feel on fire!"

Change the "good" words of the present to "magnificent" words of the future.

When you implement this, the impact will be AMAZING!

OLD "GOOD" PHRASES

1.

2.

3.

4.

5.

NEW "MAGNIFICENT" PHRASES

1.

2.

3.

4.

5.

SELF-SABOTAGING LANGUAGE

There is another layer of language that you need to look at as well – I call it trash talk.

It's hard to have a confident mind set when your language is littered with words that create negativity.

Look at the things you say and eliminate phrases that sabotage your efforts.

Things like:

If it wasn't for bad luck, I'd have no luck at all!

It figures…

Just my luck…

If it's not one thing, it's another.

I just can't get ahead.

Murphy's Law…

At the rate I'm going….

Get control of your language, the things you say to yourself, and you will notice a shift in your perception as well.

CREATING ALMOST INSTANTANEOUS CHANGE

Now I want to share an extremely **POWERFUL TECHNIQUE** with you. This technique creates an anchor that will allow you to generate confident feelings at a moment's notice.

Here's how it works:

Pick a time when you are brimming with confidence and energy, when you really feel your best.

Now, make a fist with your hand and hold it for 5 seconds. (Or touch your ear, push two fingers together or choose some other simple action you can do.)

Whenever you are at the height of confidence, repeat this action. When you have achieved something wonderful or feel like you're on top of the world, repeat the action and hold it for five seconds.

You can also visualize a time when you were confident and achieved something very difficult to get the same effect. Make sure you really step into the visualization and experience it in Hi-Def Technicolor! When you feel your confidence reach its peak, ball your fist (or do whatever you've chosen to do) and hold it for five seconds.

As you do this, your mind is making a connection – an anchor - between that confident feeling and the physical act of making a fist. The more times you do this exercise, the stronger the connection will become. When you find yourself in a situation where you are feeling anxious, simply ball your fist to retrieve the confident feelings you desire.

This is a VERY POWERFUL 'fast track' to change that shows results almost **immediately.**

GETTING THE BIG PICTURE

Could we change our attitude, we should not only see life differently, but life itself would come to be different.

~Katherine Mansfield

Ok, I want you to do one more visualization exercise. This one is extremely powerful so I want you to really take the time and energy to embrace it fully.

I want you to imagine that it's a year from now and you have been practicing everything that's been taught in this guide. You've destroyed your limiting beliefs, have empowering thoughts to propel you forward and carry yourself as a confident, assured person.

How different would your life be if you embraced this new reality? What could you accomplish? What obstacles could you overcome? What dreams could you make come true?

Really step into the vision and see what it's like when you embrace your inner strength. See the amazing people you've met, the success you've generated and the fun you've had along the way. Experience the excitement, the passion, the utter fulfillment that comes from living an authentic, empowered life. Close your eyes and REALLY see it.

The reality is that anything is possible – as long as you have confidence in yourself.

The future belongs to those who believe in the beauty of their dreams.....Eleanor Roosevelt

FINAL THOUGHTS

Congratulations!

You've reached the end of this Confidence Building course!

I hope by now you are more of a DOER than just a READER.

With this course, you will only get out of it what you put in. Reading alone won't do you any good.

Study, write, absorb, TAKE ACTION!

You should also come back and repeat the exercises from time to time.

Repetition is the key to long lasting change.

A confident future is within your grasp – don't let it slip away!

Be Strong! Be Proud! Be You!

To Your Success,

Nathan Amaral