

# 7 POWERFUL STEPS TO BUILD THE CONFIDENCE YOU ALWAYS WANTED

A KNOW IT ALL GUIDE ON CONFIDENCE



STEFFIEMARTIN

## WE HEAR ABOUT IT ALL THE TIME, BUT WHAT IS CONFIDENCE?

In a nutshell, **confidence is the belief that you will take action despite feeling fear**. It is also the willingness to give any situation your best shot regardless of the outcome. Another way to define confidence is to simply say that it's the feeling or belief that one can have faith in/rely on someone or something.

There are two ways in which confidence applies. One is self-confidence, where you believe in yourself and your abilities and the other is confidence you have in other people and situations.

A lot of people commonly misconstrue self-confidence with arrogance, but there certainly is a big difference. **"Self-confidence"** is a feeling I believe most of us have experienced at one point in life. Common traits of these are: behaving confidently because you feel sure of your abilities, your values; having faith that you will complete your tasks and you will overcome any challenges; believing that you will succeed even in tough times.

You might have found yourself saying words like: "I can do this", "I won't give up no matter what" or "I will breeze through this project; I am very efficient and I have the knowledge that I need to finish it on time". Consciously or not, these are things that you would say quietly to yourself when you have self-confidence.

On the other hand, having **"confidence in other people"** is an outward projection which means that you believe that they will achieve their goals. You have faith in their capabilities and you know that they can deliver. Sometimes you might benefit from them achieving certain goals, but you are not directly involved in the process. It has nothing to do with your abilities. A good example

of this is, you believing that one of your friends or family member will be successful at an interview for an important position in a company. You have confidence in them that they will do well.

“Confidence in a situation” is when you know, you have faith that a situation you have no control over will have a positive outcome for those involved. A simple example for this is you having faith that the trains will run on time and you will get to work or to a meeting on time.

When people have low self-confidence or low confidence in others or situations, they become stressed, impatient, restless. They live with fear, they worry about situations they can't control and get scared of taking action because they don't have faith in a positive outcome. Some people become depressed and once that happens, it's much harder to bounce back.

Can you see why **confidence** is so important?

It has an impact on everything. How you feel about yourself, about others, about your job, relationships, family and friends, how you communicate, how you look after yourself, how you show up in society, how you keep your home. It even affects your body language.

I'm sure we can all agree that it's a pretty big deal, right?

Confidence can be increased or decreased by every situation you go through, by decisions you make, by how people treat you, by how you treat other people, by what and who you allow in your life. You can confidently say that it's affected by everything.

A simple phrase I often use to reiterate how confidence works is “**use it or lose it**”. It’s a well-known principle in the health and fitness world that explains how muscle mass is affected by action or inaction. If you don’t use (train) your muscles for a period of time, they will lose strength. So, either you train them on a regular basis and stay fit or you don’t train them, they lose strength and you become unfit. Confidence works on the same basis as a muscle, if you train it, it will grow, but if you stop training it, your confidence strength will deteriorate.

Luckily, it doesn’t matter how long you haven’t exercised either your muscles or your confidence for, you can always start again. If you take small steps consistently, the compound effect of your efforts will surprise you a few months down the line.

A crucial part in growing your confidence is to decide that you want to make this change. Then you need to include confidence building exercises and activities in your routine. After that you start taking small actions that stretch you outside your comfort zone. Maybe taking a dance class or putting your hand up in a work meeting and sharing what you think is best to do given the situation. Confidence is an important **ability/skill**, that you have to work on in order to improve. You can develop any skill you want with a reasonable amount of practice.

Can you remember what your very first driving lesson was like? The doubts, the fear, the hesitation and the nerves! I’m sure a lot of us didn’t have a smooth first attempt. The engine stalled, you got it running again, you moved a few meters with the speed of light and then slammed the break hard, because you were scared you would crash into whatever was in front of you. However, with each lesson you got better and you started believing in yourself more. The more practice

you had, the more comfortable you felt behind the wheel. Your confidence in being able to make the right decisions while driving started to grow.

Let us fast forward to this present day, now that you have gained a lot of experience driving for thousands of miles. Driving becomes a second nature, you know so many routes off by heart that you subconsciously navigate the car without even thinking about it. You're now considered an experienced driver; you could have only achieved this with consistent practice.

Why not look at growing your confidence in different areas of your life the same way?

Several scientific researches concluded that, doing something for 10 minutes every day, has better results in the long run than doing it for an hour or two once a week.

Let us imagine you are trying to get in a better physical shape, doing 10 press ups or going for a walk every day for 10-15 minutes will be more beneficial for your body, than going for an hour walk or trying to do 50 press ups in one go once a week. It's the consistency that makes the biggest difference and not the amount of work you put in periodically. When you do something consistently over a period of time, it becomes a habit. It becomes a part of you and it becomes easier and easier to do.

It's the same with confidence. If you watch a motivational video every day or listen to an audiobook for 10 minutes a day, you will be in a better state of mind for a longer period of time every day as opposed to feeding your mind positivity for an hour once a week.

The **SECRET** to growing your confidence is to do something about it every day. Everything wears off or finishes if you don't top it up regularly.

A simple analogy you can easily relate losing confidence to is something most of us have experienced, which is going food shopping. You go to the supermarket today, stock up your fridge with all that you need and never go back. The food will finish eventually. You don't expect new food to magically appear in your fridge if you don't do anything about it. You know you have to go to the shops to buy more.

The same principle applies if you used to have a daily routine that helped increase your confidence and brought you great results, but later you stopped because everything was going well, your confidence will start decreasing over time. Maybe you will experience more challenging situations or an illness that leaves you drained of energy. **Life happens** to all of us and it will test us more than we can imagine. Surely more than we want! In those moments, you can't expect your confidence to magically re-emerge because you need it. However, if you kept your daily practice up, you would be in a better position. You would have a clearer mind, a more optimistic and positive approach and more fuel to last you until everything gets resolved.

Do these analogies make it easier to understand? Do they encourage you to take small actions every day or create your own daily routine?

The best part about a daily routine is that you can experiment and see what works best for you. If someone meditates for an hour every morning sitting cross legged on the floor and swears by it, doesn't mean you have to do exactly the same. You

can try a simplified version of it, like a breathing meditation for 5 minutes every morning before you get out of bed.

One of the best pieces of advice I was given was to start with something, no matter how small, so now I pass this advice on to you. It's very important to grow your level of confidence because it dictates your results in everything you want to achieve and improve on. Either from a love relationship or a healthy lifestyle, to a great career or starting a business. You can miss so many amazing opportunities due to low confidence. When you don't believe in yourself, in your abilities, you will feel more inclined to refuse new opportunities or let them pass by. You probably think that you won't succeed so you won't think it's worth trying in the first place.

## **I USED TO FEEL PETRIFIED AT THE SIGHT OF A NEW OPPORTUNITY!**

If you have ever felt that way...

The best way I found to respond to new opportunities was saying straight away: **"Yes, I would love to do this"** without over analysing the outcome. If I gave myself time to think about it, I would most likely refuse, because that would have given me time to fabricate a reason to support that.

As humans, it's natural for us to be in our comfort zone, be around things we are used to and can predict the outcome of. Predominantly when we are being introduced to something outside our comfort zone, we immediately think of ways to prevent it from happening and convince ourselves that it's safer to stay within that zone.

I followed a lady called Mel Robbins for some time now, she studies human behaviour and the psychology of taking action. According to her, you have a 5 second window before your mind goes into defence mode and talks you out of doing anything outside your comfort zone.

Mel says:

*"Because of the way your brain is wired, when your thoughts and feelings are at war, when there is a discourse between what you know you should be doing and what you feel like doing, your feelings are always going to win. If you don't feel like doing it, you won't do it."*

This includes the most basic actions. Think about going to the gym.

How many times did you say "today I am going to the gym.", but never got there. If you don't start getting ready right there and then, you will most likely start procrastinating. Your mind has the capability to convince you that you can do it later, don't worry though, you can train it. You just need to take action consistently to rewrite your mind's software, so that instead of going into defence mode, it goes into an excited "let's do this" mode.

I have been on the journey of growing my confidence for a while now. It started with moving to a new country at 21 knowing just one person, to making new friends, having a very demanding job looking after an autistic child, studying and getting new qualifications, meeting the love of my life, starting my own business in property and then my coaching business. Just like everyone else I faced a lot of challenges going through these different stages of my life. I started to relate a lot of my shortcomings to my low level of confidence. I could tell that a lot of my



results were correlated with the level of confidence I had in myself and in a lot of situations. From earlier on I began researching mindset, reading loads of books and articles on attitude, thinking, effective communication and interpersonal relationships. I attended many seminars and events on these subjects and met many interesting people. Some spoke on the TEDx stage, others are authors, successful business people and individuals who overcame adversity in incredible ways.

Following all these interactions and my extensive research in the subject area, I have been able to combine all the important lessons I took from several challenging experiences. I then summarised everything into this 7 Powerful Steps Guide so that you don't have to spend more time trying to figure it all out. You can start following these steps, grow your confidence and get results sooner rather than later, avoiding most of the road blocks I had to deal with. Every single step I evaluated in this guide helped grow my confidence exponentially, enabling me to achieve amazing results!

However, I must stress that **consistently** practicing your confidence building exercises is highly concurrent to your results. If you take action on it daily, it will bring results faster than you can imagine.

**STEPS 1 and 2** contain very important questions that you will need to answer sincerely to begin with. You will have a lot of realisations and connect many dots from your childhood to your adult behaviours. The good part is that once you do these exercises, you will become aware of these connections and you will recognise them easier going forward.

**STEPS 3,4,5, 6 and 7** are exercises that you must incorporate in your daily routine. They all take small amounts of time, so no valid excuses there.

Excited to get going?

To start feeling that you are in control?

To start trusting your decisions and your choices?

To start feeling proud of yourself for taking action and achieving your dreams?

To start loving yourself and your body? I must remind you that it's the only one you have.

To have peace of mind and a knowing that no matter what, you will be okay?

Then **LET THE CHANGE BEGIN** and let's take the **FIRST STEP!**



# STEP 1:

## DETERMINE THE ROOT CAUSE OF YOUR LOW SELF-CONFIDENCE

### IT ALL STARTS FROM YOUR CHILDHOOD

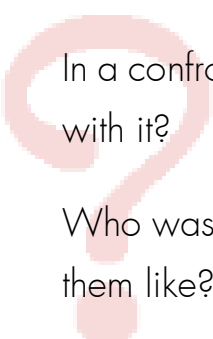
Perhaps thinking that many confidence issues start from your childhood makes you wonder how this can be possible. Our childhood is often one of the happiest periods in our lives, no worries, no stress, no job, just school and play. There have been many studies on this and research shows that low self-confidence in adult women stems from childhood. Here are two interesting facts that have been revealed:

- 30% of young girls are opting out of leadership roles for fear of being called bossy
- between primary and secondary school, girls' self-esteem drops 3.5 times more than boys.

Were you ever called bossy at a young age? Generally, being called bossy can often be associated with criticism. Young kids can be very passionate about the new things they are learning. They can put a great deal of effort into their projects, both in school and after school activities. Some kids are very outspoken and for that reason they may be called bossy by their colleagues or teachers. This can make them feel like they are doing something wrong, confuse them as to why their hard work is not appreciated or even welcomed. This can also severely affect their determination and diminish their leadership tendencies. This is one of many examples.

The reason why this is the first step is because **you have to get to the root cause** of your low self-confidence. Dealing with the effects will only keep the issue going, but finding the cause will help you solve the problem once and for all.

Here are several questions to ask yourself to help you identify what particular situations have left a negative mark on you. Write down the answers, as detailed as possible so that you can revisit them.



In a confrontation, did you stand up for yourself or did you let people get away with it?

Who was your favourite person growing up? What was your relationship with them like?

When you weren't happy with a situation, did you talk to anyone about it?

How did people talk to you as a child?

What did you do when people said hurtful things to you?

What activities made you happy?

What upset you the most as a child?

Were you bullied in school?

Now that you answered the questions, I will give you a few examples to help you with the interpretation of your answers. Research shows that children's interaction predominantly with parents and teachers leaves the biggest impression on them, unfortunately often not in a favourable way.

Let's go back to your school days, during a lesson you were asked a question and your class mates laughed at you for the answer you gave. This could have made you afraid to answer questions in class in the future because you may be laughed at again. Another example could be when you talked to your parents as a child, you were constantly shut down aggressively for expressing your concerns regarding certain situations. Similar circumstances like these could have made you afraid of getting involved in group activities, interacting with other people and even taking action or speaking up.

As an adult when you have a conversation about these situations and confidence, you think they are trivial, that they couldn't have done much damage. However, as a child, everything is magnified and even the smallest things can have a massive impact.






## STEP 2: INVESTIGATE THE EFFECTS OF THE ROOT CAUSE.

### HOW HAS YOUR LIFE BEEN AFFECTED?

In STEP 1 you learnt how to determine the root causes of your low confidence. It's almost impossible to believe that sometimes just one word can negatively impact a child for the rest of their life. The hardest part is that if you don't become aware of your present level of confidence, you may never look into it. People with low confidence often think that it's just the way their life is, that is who they are and there is nothing to do about it. This is far from the truth!

Everyone can improve their confidence, but firstly, they have to become aware of the fact that their confidence is low. **You can't change something that you are not aware of.** A simple analogy for this is to think of a baker who follows a certain recipe while baking a cake. The cake turns out to be too sweet, but if nobody complains, the baker will continue to bake it following the same recipe.

The following questions will guide you to discover the aspects of your life that may have been affected. Other questions may come up for you while going through this process. It can get overwhelming so it's best to write down the answers so you can revisit them at a later time.



Are you letting people disrespect you by not standing up for yourself/ avoiding confrontation?

Are you doing a lot for other people (i.e. do everything in your home without assigning chores for the kids or your partner or dropping everything when someone is asking for your help and going to them)?

Do you ask anybody for help? If others offer to help you, do you accept it?

What activities do you do for yourself (things that make you happy, that you enjoy)?

How do you respond when someone compliments you?

Take a look at your answers and see what patterns were created. If you don't stand up for yourself when someone disrespects you, it could be because deep down you don't value yourself enough to defend yourself. You might think that what people are saying when they disrespect you is true or that you deserve to be disrespected. Aside from this if you don't speak up for yourself, at an energetic

unconscious level, you allow others to disrespect you and they will feel it. Some people will be malicious and upset you intentionally, but some people will do it without realising.

If you are a perfectionist or do everything you can for others, but rarely ask for help when you need it, it's most likely because unconsciously you seek to be loved, noticed, praised or accepted. This tends to happen to adults who felt like their parents didn't give them the love and attention they longed for when they were little. Unfortunately, without realising, they grow up thinking they weren't good kids, good enough at school or at helping around the house and that is why they didn't get the attention and the time they would have liked to spend with their parents. They then try to compensate for it by being very helpful to others, doing everything perfect so that they are praised for it and sometimes misbehaving to get attention.

Growing up I craved my dad's attention more than anything. Nevertheless, his focus was not on spending time with his family. He would be at work and then he would hang out with his friends, arriving home late every evening. I started feeling like I am not good enough for him and put my attention into doing everything perfect hoping that would make me good enough. One day he conveyed to my mum and I that he wanted a boy, not a girl. I turned into a tomboy and would even wear boyish clothes until I was around 13 years old. I kept hoping my dad would give me at least some attention. My behaviour started to change when I realised that his attitude had nothing to do with my value as a child or now as an adult. He just had different priorities and his behaviour had been influenced by what he experienced growing up himself. He did what he thought fathers do.



Another indicator of low self-esteem is contradicting people when they pay you a compliment, by making comments that diminish the meaning of the compliment, instead of saying thanks and enjoying it. Imagine going to the shop and meeting your neighbour there; they say that your hair looks beautiful, but instead of accepting the compliment by simply saying thank you, you say: "oh, it's actually very dry now".

There are various effects of situations that took place in your childhood and I hope this step helps you identify some of them. Once you become aware of the reason why you do something you can change your behaviour. The key to this is awareness.



## STEP 3: FORGIVE YOURSELF

### FORGIVENESS SETS YOU FREE

It has been proven by many scientific researches that the childhood is the most vulnerable part of the human life. Up to the age of 7, you absorb information like a sponge absorbs water. You don't have any filters for it. You store everything you hear and see without being able to tell if it's good or bad. Most children spend the biggest amount of time with their parents. Anything they see their parents do or hear them say will seem alright to them, because if mummy and daddy do it, then it must be good. Growing up, children can develop unhealthy habits (smoking, drinking, taking drugs, selling drugs, being violent, disrespectful

to others, getting in trouble with the police, etc.) purely because they saw their parents do it.

It will take a while until they become aware of these habits, recognise them as unhealthy and realise that there is another way to live.

If you are being hard on yourself for anything that happened in the past, you have to let it go because you can't change it. You can only change what you do going forward. You must forgive yourself and move on. Give yourself credit for becoming aware of your unhealthy habits, negative feelings towards yourself or others and focus your energy on doing your best going forward.

You have to find it in your heart to forgive those who hurt you, but even more importantly is to forgive yourself. It will take a bit of work, patience and you may want to seek support from a professional, but it is possible and it will make your life much more enjoyable.

In Step 1 you learnt how experiences can impact you as a child. Now you need to make peace with the child within you. You need to give yourself the love, attention, time and anything else you craved when you were growing up. Only then you will feel complete. If you look for other people to fill those voids, it won't last and it will create a dependency on others that will keep the issue going. It's all in your hands.

I created the following phrases to guide you and give you an idea so that you can create your own based on your personal experiences:

"I forgive myself for all the times when I did the wrong thing, when I thought I don't deserve better, when I thought I wasn't good enough, when I put myself last and when I was hard on myself.

I forgive myself for the mistakes I made, for not standing up for myself and for being scared to take action when I knew I needed to.

I forgive myself for being spiteful at times, for not having strength to control my emotions and reacting badly.

I forgive myself for not being kinder and more understanding with myself and others at times."

You can create as many phrases as you need, maybe write them on a piece of paper or type them in a note on your phone. It's imperative that you read them to yourself daily. You will experience a lot of mixed feelings during this process. You may become emotional, feel like crying or even give up on reading them. All of it is a normal reaction, however, you must keep going until you get only positive reactions like compassion, understanding, kindness or love.



## STEP 4: ANALYSE AND IMPROVE YOUR SELF-TALK

### WHAT YOU SAY WHEN YOU TALK TO YOURSELF

Self-talk is what you say to yourself. It's the chatter that constantly goes on in your mind, the voice that tells you things like: "you can do this!" or "who do you think you are to do this?". If you slow down and pay attention to it, you will notice that the input of this voice is directly proportional with your results, in every respect of your life. It's a mix of positive and negative messages.

Just like Henry Ford stated, “**whether you think you can or you think you can’t, you’re right.**”, in other words, it’s your thinking that dictates the outcome.

By taking control of the voice in your head and consciously saying new positive things to yourself on a regular basis you will be able to re-wire your brain. This process is called neuroplasticity, it is a term used to refer to the ability of your brain to reorganize itself both physically and functionally, throughout your life due to your environment, behaviour, thinking, and emotions.

No matter how much you have been conditioned to think negatively by the experiences you had throughout your life, if you focus on feeding your mind positive, supportive messages consistently and you are engaged, motivated and ready for action, the brain releases the neurochemicals necessary to enable brain change.

It has been proven that we can be our own worst critic and that can be very demotivating and unhealthy, which in turn drives many people to depression and addictive habits. An interesting question you can ask yourself is: “how many friends would you have left if you talked to them the same way you talk to yourself?”. There is a good chance for the answer to be “not many”. Changing the way you talk to yourself is the first step to re-wiring your brain and starting to truly love yourself.

I have put together the following list, to give you examples of specific self-talk phrases:

*I am taking steps to becoming healthier every day;*

*I exercise often because I know it benefits me;*

I like to learn new things and I attract great opportunities for my business;

Money flows to me easily, I have more than enough;

I don't give up, I am committed to achieving my goals until I succeed;

I turn challenges into opportunities;

I am able to focus on my tasks and complete them before their deadlines;

I accept and love myself just the way I am;

I am becoming a better partner every day, I have a happy and fulfilling relationship

I encourage you to create your own set of sentences because the more specific they are to your current situation, dreams and goals, the more effective your self-talk will be. Make a list on your phone (or notebook) and read it aloud whilst you are getting ready in the morning or, even better, record yourself and listen to it. It may be uncomfortable at first, but the more you practice, the easier it will get and great results will follow.

This practice is an important part of the growing your self-esteem and confidence process. You can train your mind to use self-talk at any time. If you aren't doing something that requires your undivided attention, you are better off practicing your self-talk rather than letting your mind wander aimlessly. The benefits will be greater if you make it specific to your goals for the day.





## STEP 5: PRACTICE GRATITUDE

BEING GRATEFUL FOR WHAT YOU HAVE  
NOW, PLAYS A BIG PART IN GETTING THE  
THINGS YOU WISH FOR

No matter what you think of your life right now, **there is always something to be grateful for**, you just need to focus on finding it. If you live in a first world country, you are instantly more fortunate than millions of people who don't. In countries like India and Nigeria, millions of people earn 2-3\$ per day. In other third world countries people don't have clean water to drink or cook with. They have to walk



for miles every day to find a safe source and carry it in bottles and buckets back to where they live.

I believe that after reading the previous paragraph, you can easily think about a lot of things to be grateful for.

A great way to grow your confidence is to write down all your accomplishments from as far back as you can remember. Keep the list somewhere where you can see it, maybe even pin it on a wall or have it on your desk. Life is so fast paced now-a-days and it's very easy to forget what you achieved even a few years ago, let alone being grateful for it. Refreshing your own memory on what you have achieved thus far helps increase your confidence, because it reminds you of what you are capable of when you put your mind to it; all the action you took, the challenges you overcame and the moments when you didn't give up. This will empower you to work towards your present goals.

I request that you to practice gratitude daily. When you wake up in the morning before getting out of bed and in the evening before falling asleep. Whether you choose to write a few sentences in a gratitude journal, or simply take a moment to silently acknowledge all that you have, giving thanks can transform your life.

Science backs up the theory of practicing gratitude by revealing the following proven benefits: it opens the door to more relationships; it improves physical and psychological health; it also enhances empathy and reduces aggression; it highlights that grateful people sleep better; and it improves self-esteem and increases mental strength.

An easy exercise is to count on your fingers 10 things you are grateful for that day. There will be things that you can repeat every day like being grateful for

being alive, healthy, for having a home, your job/business or your family. There will be countless new things to be grateful for that happen every day. If you have children or younger siblings, this is a great habit to teach them as well. Not only do you encourage them to appreciate their life from when they are young, it's also a great way to spend quality time together.

The act of giving thanks for something is positive in itself. It brings your attention to the abundance in your life and this will naturally make you feel better about yourself, hereby increasing your confidence to face potential adversities.

Given the benefits, practicing gratitude is a no brainer. It takes a few minutes only and can easily be included in your daily routine for personal growth.



## STEP 6: PRACTICE BREATHING MEDITATION

SIT STILL AND FOCUS ON YOUR BREATH  
FOR 10 MINUTES EACH DAY

Meditation comes under many shapes and forms. The idea of **breathing meditation** is to feel the sensations of breathing: air coming in and out through your nostrils, your chest expanding and contracting, your belly rising and falling, and so on. When your mind wanders off, the idea is to notice where it went and then bring it back to your breath.

The simplest way to practice breathing meditation is to sit on a chair with your back supported and feet on the floor. Use an alarm application on your phone and set it to ring in 10 minutes. Close your eyes and focus on your breath and inhale counting to 4; hold for 4 seconds and then exhale counting to 4 again. The best time to do it is in the morning before you start work. That way you will not get carried away with your tasks and forget about it, plus you give yourself the best chance to having a good day. You can practice breathing meditation as many times a day as you feel like. Even practicing for 2 minutes throughout the day helps, because when you are mindful of your breath, you get the full benefit of it.

During the day people forget to breathe properly. They rush to inhale and exhale and their breath becomes shallow. Every single cell in our body needs oxygen as fuel. Oxygen is needed in vital cellular processes on which life depends; you have to contribute your little part in the process: by breathing deeply, which also significantly improves the quality of the blood. Another major benefit of deep breathing is that it reduces the workload on the heart. By regular practice, you consequently strengthen and make your lungs more efficient.

You can get more clarity of thought through reducing the activity in your mind by closing your eyes, sitting still and just focusing on one thing (the breath), you stop agitating your mind and allow it to settle. Feeling your breath tends to also result in it slowing and deepening, which slows your heart rate and calms you down.

Your confidence will increase with regular practice of breathing meditation. Sitting still and feeling your breath can help you to develop: patience, focus, stillness, creativity, awareness of your thoughts and feelings, self-control and more presence. All these effects transpire into you feeling in control and trusting your ability to handle situations, therefore feeling more confident. You can only be patient, focused, creative and have self-control if you have faith in yourself and in the possible outcome of any situation.



# STEP 7: VISUALISATION

## FEEL THE FEELING OF ALREADY HAVING WHAT YOU WISH FOR

**Visualisation** is a way of using your imagination to help create a vision of whatever you want to happen in your life. This technique has been around for a long time and researchers have demonstrated its undisputable effectiveness. For example, this is a popular technique used in the preparation of seasoned athletes for competitions. Several times before their race or game, they find a quiet place where they can sit comfortably and visualise it with their eyes closed in present

tense for a few minutes, from walking on the court all the way to being awarded the highest prize. They will visualise it and feel the excitement of winning as if it was happening right there and then.

Feeling that they already won will increase their confidence in winning when it's actually time to compete.

**The power of visualisation lies in the feelings that it creates when practiced.**

When you visualise, you imagine that you have already achieved your goal and you get to feel the same feelings as if you achieved the goal in reality and not just in your imagination. These feelings can be joy, happiness, gratitude and excitement and they will raise your vibration. Once your vibration is raised, you will start attracting situations and people that can bring you closer to achieving your goal. To have a clearer understanding of how vibration works, I recommend you do your own research on high and low vibrations.

Lack of or low confidence has the power to cause problems in your life for two reasons. Firstly, it makes you feel powerless and out of control. Secondly, it also triggers you to act in ways that are mostly counterproductive to what you want to accomplish. You will find yourself shying away from challenges, procrastinating on the goals you set or even experiencing problems in your interactions with others.

Low self-confidence is usually accompanied by a negative or limiting self-image, so creating a new, positive self-image through visualization will result in increased confidence. Start by making a list of the personal traits that you would like to have, maybe more confidence, courage, patience, peace of mind or even a slimmer body. Find a place where you can sit comfortably, either on the floor or on a chair and close your eyes. Take a few deep breaths and visualize yourself embodying

the traits you wish to have. For a few minutes, visualise yourself in a situation in which before you would have felt fearful or intimidated and play it in your mind exactly the way you would like it to unfold if you had those traits.

Doing this regularly will help you increase your self-confidence by familiarising yourself with the idea of responding as if you had the traits you want to embody. You will be more inclined to react that way in real life and your confidence will increase. You will become that person inside and out.



# ARE YOU FEELING MORE CONFIDENT ALREADY?

It took me a while to identify each one of these action steps, test them and then be able to simplify them into these **7 STEPS**, but it was worth the wait. They helped me improve my confidence in several aspects of my life already and are helping me overcome every new situation that comes my way.

All your experiences, your interactions with new people, your family and friends, influenced your confidence in a positive or negative way, it added to it or it took some of it away. If you were teased or bullied growing up or felt like you were never good enough for your parents, that would have lowered your confidence.

You may have grown up convincing yourself that they were right. Most of us do when we hear the same words over and over again. That is how patterns form. The **GREAT** news is that patterns can be changed. You have to keep doing the new things you want to get used to, over and over again until it becomes a habit. Listen to audiobooks that encourage positive change, use affirmations and positive self-talk to help you develop the new mindset you want.

As you probably imagine, just saying affirmations alone will not grow your confidence. You have to take action as well. Accept small challenges, set yourself new ones and push yourself outside your comfort zone a little bit every day.

Remember that it's a process. You have to follow the steps. You take action and you achieve results that are proportional with the action you take. It's not easy, but **IT'S WORTH IT!**

Can you **IMAGINE** what growing your confidence would mean for you?



Maybe **a whole new life**, less panic, less worry, more excitement, having a new way to deal with fear or maybe just more peace of mind? A life where you love yourself, your body and you feel brave and courageous. You trust your instinct, your judgment and your decision-making ability. You would wake up every day feeling in control and you will have faith in knowing that no matter what challenges the day brings, you are more than capable to deal with them.

More confidence means more **FREEDOM** in so many ways.

If you are looking to get there and want to have me support, encourage and guide you along the way, [CLICK HERE TO APPLY](#) for a **POWERFUL CONVERSATION** with me or email me at [connect@steffiemartin.com](mailto:connect@steffiemartin.com) to request one.

See you on the other side!

*Steffie x*

