

Confidence

Toolbox Teleclass Transcription

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Professional Program

Track 2: Believe & Receive: Confidence,
Perseverance, Courage &

The Law of Attraction



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Believe & Receive: Confidence, Perseverance, Courage
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Confidence

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WHAT IS THE TRUE NATURE OF CONFIDENCE?

Welcome to the Toolbox Teleclass on Confidence, and it is June 2011. So what I'm going to go over today is really examine what is confidence, what isn't it, what are the things that get in the way of confidence, and then give you some suggestions about how to start building your confidence.

At the end, I will do a little hypnosis magic for you to help you create the experience of confidence whenever you need it.

Alright, so first of all, what is the true nature of confidence? I talked about this a bit in my most recent article, [Newsletter Article](#), and you can find it if you just go under articles in the [Artists Edge website](#).

Basically confidence, I think the issue with confidence with people not really understanding what confidence is is that they think that it's this magical state that some people are born into and other people aren't.

They don't really know what it is or how it comes to be, but it just seems like that guy over there has it. So it's something that they have or something that you can get from you know, outside outcomes, you know, results.

AS AN ATTITUDE

If you're really successful, then you'll be confident. But the true nature of confidence first of all as an attitude. People walking around with a confident attitude. Now that may be a set of behaviors that we have come to interpret it as confidence.

But sometimes it's really not confidence. Sometimes it's really just arrogance, and sometimes, it's a facade. So the kind of someone who's struts, you know, that isn't necessarily actually having confidence.

And what confidence looks like to you may be different than what it looks like to me. And there is that kind of acting as if in that, but to truly, deeply have confidence, not as an attitude or something that you put on, but something that is part of your personality, that you are confident.

AS AN EMOTION

There's two aspects to it. Generally when I'm speaking to someone and they bring up confidence, they're either talking about an emotion or they're talking about a belief or set of beliefs.



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As an emotion, it's how you feel. I feel confident. It's how your being, you know, I spoke confidently, I argued my case confidently, you know I asked for what I wanted and needed without hesitancy.

AS A BELIEF OR SET OF BELIEFS

As a set of beliefs, it's generally a belief about you, but it's also a belief about your place in the world, and it's a belief about the nature of the world.

I find that people who are just easily and effortlessly confident tend to not only have pretty solid self-esteem. They feel pretty good about themselves. They think that they're valuable and valued and loved and lovable.

They think that their place in the world is one of impact. In other words, when they speak people listen. They are able to affect their environment positively. But I've also found that that's it bigger than that.

That very often people who are really easily and effortlessly confident have a belief about the universe that it is an abundant, benevolent, good place to be. That it's a place in which good things happen. It's a place which tends to be fair, and that it's a place where even if something bad happens, there's always good that comes out of it on the other side.

So it's that silver lining, half full concept of the world, and very often people who struggle with confidence, it's not just that they're unsure of themselves or that they're unsure of the impact that they make on the people around them.

Their ability or capacity to get what they want and what they need. But it's also generally a perception of the world as a perilous, scary, and dangerous place where bad things happen for no apparent reason.

WHAT ARE THE BELIEFS THAT BLOCK YOUR CONFIDENCE?

REVIEW THE CBT MODEL

Be interesting for you to take a look at that for yourself and gauge whether or not your level of confidence rest on how you're viewing the world at this moment. In many of my classes when I talk about things like [emotional intelligence](#), [transforming your beliefs](#), [overcoming your fear](#), I've given the model of the cognitive behavioral therapy model of how we work as human beings.



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I put that model up as a graphic on this page, on the [confidence page](#) so you can use it as reference. But just to remind you it's the, you know, first you have the beliefs, ideas or thoughts.

Those beliefs, ideas and thoughts generate emotions or state. Those emotions or state inspire or block action and behavior. And of course those actions and behaviors create outcomes, which you then develop beliefs about and usually you look at those outcomes filtered through your already existing beliefs, unless the outcomes are unbelievably shocking and surprising to you.

When we are faced with an outcome that is just completely from left field and out of our realm of reference, that's usually when an outcome can change your beliefs. More often than not, we change the outcome based on our beliefs. In other words, our perception of the outcome is dependent on our pre-existing beliefs.

And from that model, I think you can see that if what you want is to feel more confident the way to do that is to think more confident. So to shift your beliefs in the ways that I've already talked about where you not only have solid, strong feelings about who you are, but about the impact you make in the world as well as the nature of the world itself.

WHAT ARE THE BELIEFS THAT SAP YOUR CONFIDENCE?

Some people call that becoming a pronoid as supposed to a paranoid, meaning that instead of the world is out to get you, the world is acting in your favor and in your best interest. So in my experience, and I have worked with a lot of clients privately on the issue of confidence.

Not quite as many as time management. Though very often everything we do ends up affecting or being affected by a client's level of confidence. So some of the beliefs that I've seen that sap self-confidence, and I'd like to just go into them a little bit and really kind of examine them.

I AM NOT WORTHY

The catch-22 - if you do something of value then you're worthy, but you can't do anything of value until you believe yourself to be worthy

So first of all, the one that I kind of have already alluded to which is the "I am not worthy" belief or "I am not valuable. I don't have value."

That the interesting catch-22 with this belief is that if you do something of value, then you're worthy, but you can't believe that you could do anything of value until you believe yourself worthy, and therefore, you tend either to not do anything of value or



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even when you do you get feedback from the world that what you're doing is of value, you will tend to discount that evidence as being, as proof of your value.

So it's a bit of a catch-22 as long as you think that in order to be worthy, you need to be successful. You're stuck, because you will not create success until you believe that you're worthy of it.

So you need to build the "I am worthy" belief, and then you will start creating success and you will start noticing the impact that everything you do has on the world around you.

IF I FAIL (ALL THE BAD THINGS YOU THINK WILL HAPPEN)

There is no failure only feedback

The other two beliefs I think are kind of two sides of the same coin, and that is the "if I fail or if I succeed" coin. And it's the "if I fail" all the bad things that you think are going to happen. So if I fail I'll be homeless, if I fail no one will love me, if I fail... you fill in that blank.

My argument is that there is no failure. There's only feedback. I believe that so strongly that I actually created a class about it. There is no failure, only feedback, and that class is [How to Use Feedback and Criticism Constructively](#).

IF I SUCCEED.... (ALL THE BAD THINGS YOU'RE AFRAID WILL HAPPEN)

No one will love me – I'll be alone

The other side of that "if I succeed" and fill in the blank with all the bad things that you're afraid will happen, but what I've found to be fairly common for people who are afraid of success is that if you succeed you'll be alone.

If you succeed no one will love you for who you truly are. They'll only love you for getting close to success. So you know, they want success to rub off on them and so you stop believing that people will love you if you're successful, so you're not going pursue success because you want people to love you.

And I'm guessing that your motivation to be loved is probably deeper and stronger than your motivation for success, and so you will undermine your own success if this happens to be one of your beliefs.

IN TRANSFORM YOUR BELIEFS – I TEACH THAT NO BELIEFS ARE RIGHT, REAL OR TRUE – SO YOU MAY AS WELL PICK BELIEFS THAT INCREASE YOUR CONFIDENCE.



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In the call [Transform Your Belief the Key to Success](#), I teach that no beliefs are right, real or true. If you haven't listened to that class, go back and listen to it. No beliefs have external reality unless you decide they do.

No beliefs are right, real or true. All beliefs are right, real or true to the extent that you believe them. So if no beliefs are right, real or true-- if there's no external validity to your beliefs, then you might as well pick beliefs that increase your confidence.

THE TRICK IS FIGURING OUT WHAT YOUR BELIEFS ARE – WHAT IS YOUR PARTICULAR FLAVOR OF CONFIDENCE SAPPING BELIEF?

You might as well start believing things because they make you feel better. I mean, why not? The trick to this is figuring out what your beliefs actually are. What is your particular flavor of confidence sapping belief?

And once you've begun to start identifying those, and you may very well have more than one or it might be that you have a very deep foundational one that has lots of children. You have one underlying belief but that belief manifests in a whole kit 'n' caboodle of confidence sapping beliefs.

WITH KNOWLEDGE COMES POWER. ONCE YOU'VE IDENTIFIED WHAT THE BELIEF IS – CHOOSE A DIFFERENT ONE. ONE THAT EMPOWERS YOU.

Start identifying them. See with knowledge comes power. Once you've identify what the belief is that is sapping your confidence, you have the power to choose a different one. One that empowers you, instead of one that sucks the confidence out of you.

Now I do want to kind of again refresh some of the things that I talk about in the [Transform Your Belief class](#). You know, a lot of people are big believers in affirmations. I think that the biggest problem with affirmations is that people pick beliefs they don't believe.

And I talk about this in the article about confidence. Trying to change your mind to a belief that you don't already believe is extremely difficult to do on your own. I can help you do it using NLP and hypnosis. With those techniques, you can actually change your mind. Take a belief you don't believe and install it so that you know believe it.

But affirmations in my experience aren't really--it's very difficult to change your mind using just affirmations. Some people have been successful with it, but they did it over and over and over again every day, every day for years.

Until it really started to make a difference. I'm a big believer not working that hard...one of my beliefs. So I would suggest, and I talk about this in the newsletter, I would suggest,



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instead of going in the direct opposition of the belief, try coming at it from about 10-15 degree shift.

So instead of, you know, if you're going against the "If I'm successful no one will love me. I'll be all alone," instead of trying to believe if I'm successful everybody will love me, and I will have committed friends and family around me, because you don't believe that.

Instead look at how you are successful now and who you have in your life that loves you. What love relationships have you created and how do they feel about your success? And look for evidence of your success.

You could also be thinking that if I'm successful that I love me and that's all I need. And that if I love me I'll attract people who love me. You can find evidence of when you were successful and how you attracted really cool people into your life as a result.

So my point is look for things that you already have evidence of. Choose beliefs that you already believe, that move in the direction of having more confidence without trying to go in direct opposition and picking a belief that you just don't really believe yet.

LEARN HOW TO BUILD YOUR CONFIDENCE

USE THE SPECIAL ROADMAP TO SUCCESS METHOD:

So I want to give you some steps that I use when I'm working with a private client on a confidence goal. Now all of these steps are spoken about in much more detail in the [S.P.E.C.I.A.L Road Map to Success call](#) that's in the start-up, in the [Quick Start Section](#).

SET A GOAL – E.G. THE CONFIDENCE OF OPRAH; STEPPING THROUGH LIFE WITH THE CONFIDENCE OF A LION'S STRIDE.

And if you haven't listened to that call I recommend listening to it right away, because it really does underlie everything that I do. But in the [S.P.E.C.I.A.L Road Map to Success](#) the first step is to set a goal.

And also setting [Goals that Get Results](#) is a good call to listen to as well. So first you want to set a goal. Now some goals around confidence that clients have set some examples of goal is the confidence of Oprah.

I had one client who set a goal of the confidence of Obama. How about stepping through life with a confidence of a lion's stride? That's a great goal. I had a client who



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set a goal "My confidence is a level 9." You know, on a scale of 1-10, the goal was my confidence is at a 9.

So you can use a metaphor. You can use a comparative to someone who you see as really easily confident. Whether or not they would agree with you is immaterial, because it's really just a question of you kind of picking a poster child for confidence, so that you can gauge whether or not you are succeeding with your goal.

STARTING POINT ASSESSMENT

So as always, you want to start with the [Starting Point Assessment](#). That's the S in the [S.P.E.C.I.A.L Road Map](#), and some actions you could take in pursuing this goal of confidence is first of all to do a bullet point list of the characteristics of confidence.

Characteristics of Confidence (and how you rate)

See, everybody's definition is individual. If you put 10 people in a room and ask them to define confidence, they will come up with 10, possibly more, different definitions of what confidence is.

And so the first thing you want to do is kind of identify what are the characteristics you think go into being confident. And then once you got that bullet points of maybe 10-15 characteristics of confidence, then look at each characteristic individually and on a scale of 1-10, you know, where are you starting from with this characteristic?

Are you a 1 at the lowest level or 10 at the highest level or somewhere in the middle? How do you rate on this characteristic? How much of this characteristic do you currently possess? That's the first action I might suggest.

Quality, skills and talents that will help you get this goal

The next action is a list of qualities, skills, and talents that are going to help you get this goal. These are the qualities, skills, and talents you already possess that are going to help you create this goal.

I would go for a large, long list, maybe 50 qualities, skills, and talents. And I want to give you my definition of those words. Qualities are kind of like personality traits. So for example you know, if you are persistent, that would certainly help you in pursuit of this goal. Being persistent, having a good sense of humor; those are all qualities.

Skills are things that you have developed over time. And talents are things that you are inborn with. So for example, you know, for me if I'm building confidence, one of my talents are my use of language. My fascination with language, and that is a talent that I have.



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The skill, or actually the talent is that I love to talk. The skill is my knowledge of language and words, and the ability that I've developed in communications with people. And that's just an example.

So you know, what are all the qualities, skills, and talents that you already possess that are going to help you get this goal? Go for a number that feels ridiculous like 50, and just again, brainstorm it.

Confidence journal

The last one is what I call a confidence journal. This is a journal that you keep throughout your day when you notice examples of things that happen that are either an expression of your confidence, an expression of your lack of confidence, you know, how is that showing up in your life, and you know perhaps how you respond to particular situations and circumstances with regard to confidence.

So this is kind of a daily journal of how you're doing around confidence. I think it's really helpful to start looking at moment to moment, day to day, interaction to interaction, experience to experience how is confidence showing up for you as either an issue or an experience in your life?

So that's the third starting point assessment activity I would suggest. Now I would suggest working on that confidence journal for several weeks. Journal-ing ever day as much as possible.

Doesn't have to be pages and pages, you know, a couple of paragraphs a day. So may be a paragraph three or four times a day about how confidence is showing up for you. And probably some days are going to be more intense than others.

PICTURE THE END RESULT

Day in the life of a confident you

The next stage of this work is picturing the end result, right? So in the [S.P.E.C.I.A.L Road Map to Success](#), the S is the [Starting Point Assessment](#). The [P is Picture the End Result](#).

So what I would suggest you do is create a vision of who you are as a confident, effortlessly, easily, all the time, confident human being. What does that look like from the time you wake up until the time you go to bed?

And in writing that vision, as always, it's more about how you do what you do than it is about what you do. How are you feeling? How are you feeling in your body? What emotions are present? What kind of interactions are you having? Who are you being during this day that you are living confidently?



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There's a lot more information about how to write a vision in the [Create Your Vision CD](#), which you can get at a discount as an Academy member. Just by going to the product's page while you're signed in and clicking on the member discount.

Once you've got that completed, and you know, you may be continuing to keep that confidence journal.

EXPLORE CREATIVE WAYS TO GET THERE:

The next thing you're going to do is step 3 in the [S.P.E.C.I.A.L Road Map to Success](#), which is [Exploring Creative Ways to Get There](#).

What books

Dale Carnegie

Loving What Is

Some suggestions that might go into this are what books would you like to read? You might want to read the Dale Carnegie *How to Influence People* book.

You might want to read a Byron--oh gosh, I'm blanking-- Byron Katie's book, *Loving What Is*, would be a really good book around this. There are others out there, so maybe you go on to Amazon, and you search by "confidence" and see what books show up.

Any of Martin Seligman's books about being happy and happiness probably would be useful. *Emotional Intelligence*, any of those books might be helpful in exploring confidence and how to build confidence.

What classes

improv acting classes

What classes might you take to build your confidence? Some things that clients have done in the past that have been really helpful were improvisational acting classes. Really, really good at being confident about thinking on your feet no matter what someone throws at you.

Improv classes are great fun and give you real world training on how to think on your feet.

Toastmasters

Toastmasters, joining a Toastmaster group and just getting up in front of the group every week to speak. Hugely helpful in confidence.



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Assertiveness training

Some clients have gotten really good results from taking assertiveness training. Assertiveness training is about how to speak assertively.

How to speak with confidence, and this is less about how to speak like as a speaker in front of the group and more about how to manage your interpersonal relationship both personal and professional with assertiveness. And it's a skill training program for assertiveness.

Ballroom Dancing

I think ballroom dancing is a great way to develop confidence and great fun and you know, good exercise too.

Martial Arts

And finally a lot of my clients have found martial arts training to be hugely helpful in building confidence, whether you go with the tai-chi, or you know, you go all out and do the Brazillian tae-kwan-do, whatever you know, whatever makes you happy, but these are some suggestions of what you might do.

What daily rituals

I also, most of my clients who've been successful with these goals have created some daily rituals around building confidence. So for example, you might create a daily ritual of reading your vision.

Reading your vision

You might create a daily ritual of prayer, depending on your religious beliefs. You might create a daily ritual of meditation.

Gratitude journal

A gratitude journal. What are all the things you're grateful for today?

Success journal

A success journal. At the end of the day, you know, how have you been successful today?

What accomplishments have you had today? And with these journals, either the gratitude journal or the success journal, I recommend that you shoot for at least five. Five things that you're grateful for, five successes or achievements today.

I will tell you that the success journal was hugely helpful to me when I was very, very ill. Before I got sick, I was very much an A type personality. Not that I am not now, but I



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really look, took my sense of self, my self-esteem, my experience of myself in the world from my achievements, from my accomplishments.

And when I was ill, I wasn't able to accomplish anything because I was bedridden. I was not able to read. The most I could accomplish was to change the channel on the TV. There were days in which literally my success journal read something like "brush my teeth," you know, "made a meal," right? Those were my accomplishments for the day..."was able to walk downstairs and get the mail."

Because there were days when I wasn't actually able to do those things. So it really shifted my perspective about my illness and my, you know, my sense of self around those things. And it was very, very helpful.

You know a daily ritual of taking care of yourself physically, whether that's physical exercise like yoga or some, you know, taking a walk, goodnight sleep, taking rest breaks, and really letting yourself rest.

All of these things are helpful. I have found that one of the biggest confidence stealers is breaking your word to yourself. So if you make a commitment, keep it. And keep it, remake that commitment every day, and keep it every day.

That's been, you know, the last-- I made a promise to exercise 4 days a week. Let me tell you, it's been 97 degrees and humid, and there have been some mornings when I've been like, "Oh, I don't want to move." But exercising 4 days a week, which means I've got three days to rest and I can pick and choose which days those days are.

But I've kept that commitment and I feel so much better about myself, and yeah, of course the exercise helps how I feel about myself, but keeping my word has made--it's made a huge difference. Moment to moment.

So be very selective about what promises you make and then keep them. That could be a daily ritual for you. Really looking at what your promises are and figuring out what you have to do in order to keep them.

I think if you really hold yourself to that standard, you're going to find yourself not making as many promises which is probably a good thing.

Physical exercise, meditation, yoga



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CIRCLE INDUCTION

So for this next piece I'm going to do--I'm going to help you create a little visualization tool that will help you bring confidence into any situation. But in order to do it you need to be in a quiet place where you can be uninterrupted, so if you're driving your car right now, don't listen to this part now. Turn the recording off and come back to it when you are in a quiet place, where you have at least, I don't know, maybe 2-3 feet in front of you.

You're going to be standing for this, and you want your hands free, so if you need to put this on speaker phone or on you know through your computer on speakers, whatever.

Okay. So get yourself into a situation where you are standing up, and you have about 2-3 feet in front of you of clear unobstructed space...Okay, and stand easily with your hands down at your side.

And looking down at the floor in front of you, maybe 6 inches away from your toes. Imagine that there's a circle and have that circle be at least 18 inches to 3 feet in diameter.

Big enough so that you can easily step into it and it will fit all of you inside of it. So don't step into it yet, but imagine it there on the floor. It's a circle. Imagine that that circle has just a little bit of a glow about it.

VORACIOUSLY CURIOUS

It's a glowing circle in front of you on the floor. Now as you're staring at that circle, remember a time in which you felt voraciously curious. So curious that it's filling you up, this curiosity.

You can't wait to dive in and learn more. Now think of this time, think of a specific time in which you felt voraciously curious. Now as you have that specific time, as you're stepping into the circle, imagine that you are stepping into your body in that time and place in which you felt voraciously curious.

Now, stepping into the glowing circle, stepping into your body. Looking through your eyes and seeing what you saw. Hearing the sounds around you, feeling the sensations in your body of voraciously curious.

Now, feeling that sensation filling you up. Filling you up with curiosity and excitement. Step out of the circle. Good.



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And now think of another time in which you were voraciously curious. So fascinated by what you're seeing. A specific time, and as you have that specific time, step into that glowing circle which you notice is glowing just a little bit more as you're filling it with curiosity.

Stepping into that circle as you step into your body in that time when you were voraciously curious. Looking out through your eyes, seeing what you saw. Hearing the sounds around you and feeling the sensations of absolutely fascinatingly, voraciously curious.

DETERMINED

Now, step out of the circle. Looking down at the circle notice that it's glowing even a bit more. And now, think of a time in which you felt determined. Completely, absolutely determined.

And now as you have that specific time in which you felt that determination from the tip of your toes up to the top of your head. You felt determined. Looking down at that circle and step into that circle.

As you step in to that time in which you felt determined and seeing through your eyes what you saw then. Hearing the sounds around you and feeling that sense of determination in your body now.

Step out of the circle and notice that that circle is starting to be filled not just with curiosity, but with determination. And think of another time, a specific time in which you felt absolutely determined.

And as you remember that specific time again, step into the circle. Stepping into the circle, as you're stepping into your body in that time when you felt absolutely determined.

Seeing what you saw through your own eyes. Hearing the sounds around you and feeling that sensation in your body of absolutely determined now. Step out of the circle and look down at the circle and notice that it is not only glowing, but it is filled with the colors of curiosity and determination now.

DEEPLY COURAGEOUS

And as you're looking at that circle on the floor in front of you, think of a time, a specific time in which you felt deeply courageous. You knew that you would do what you had to do.



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And as you had that specific time of feeling deeply courageous, step into the circle now as you step into that time, into your body, seeing through your eyes what you saw. Hearing the sounds that you heard and feeling the sensation in your body of deeply courageous now.

Knowing that you will do what you have to do. And from that knowing-ness step out of the circle now. Looking down at the circle, noticing that it is glowing even more powerfully.

And as you're looking at the circle think of another time in which you felt deeply courageous, and you were ready to take on that challenge that specific time. And as you're thinking of that time in which you felt deeply courageous, that specific time step into that glowing circle now.

As you step into that time, seeing what you saw through your eyes. Hearing the sounds around you as you felt ready to take on this challenge. Feeling deeply courageous now in your body. Step out of the circle.

SIMPLY GROUNDED

EASILY CONFIDENT

And now think of a time in which you felt simply grounded confidence. A specific time in which you felt easily effortlessly confidence. Simply grounded confidence. And as you think of that time, that specific time, looking down at the ground noticing that glowing circle.

Step into that circle. As you step into that time in which you felt simply grounded confidence. Feeling what you felt in your body, seeing what you saw through your own eyes.

Hearing the sounds around you and knowing inside, deep inside that you were simply grounded and confident.

Now, step out of the circle and think of another time in which you felt simply groundedly confident. And as you're remembering that specific time in which you just felt easily and effortlessly confident, seeing that circle glowing on the ground in front of you.

Step into the circle. As you step into that time in which you were simply groundedly confident and see what you saw through your own eyes. Hear what you heard, the sounds around you, and feel the sensation in your body of simple, grounded confidence now.



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Confidence

Step out of the circle. Looking down at the floor at the circle in front of you. Notice that it is so filled with curiosity, determination, courage and confidence that it is literally floating up off the ground.

And as that glowing circle floats up, up until its waist level. Up until its right at the level of your hands. Reach out and grab that circle. Feel the energy in the circle in your hands and very carefully fold it in half.

And fold it in quarters and fold it again and again until it fits into your pocket. And take that circle of energy filled with curiosity, determination, courage and confidence, and just slide it right into your pocket.

Now as you've got the circle in your pocket, know that at any time no matter what you're wearing you can dip into this pocket and pull that circle out. You can unfold that circle and lay it on your chair. Sit in that chair and call whoever you need to call.

You can lay that circle down on the floor and step into that circle, so that it's there surrounding and walk into that interview. You can put that circle around your neck and wear it on that first date.

Wherever you need that circle of curiosity, determination, courage, and confidence. All you've got to do is unfold the circle. Thank you for joining me on this call about confidence. I look forward to your comments. Where and how you used your circle, what results you're seeing, what choices you're making about the actions you're going to take to build confidence into your life. I hope you enjoyed the call.