

Belief: Build Your Self-Confidence

Monday Call, July 23, 2007

Monday Leadership Call (Nationals and above): Be on it

Tx AG Update:

Mannaquest will be incredible: be there

New System coming out: Looking Great, Feeling Great, Living Great

1. What is self confidence?

Freedom from doubt, belief in yourself and your abilities

2. Why is it so important?

A. Study by Napoleon Hill

20 years studying the most successful people in the world...one common denominator: They believed that no wonder what happened, they were going to be successful. "Anything the human mind can believe, the human mind can achieve."

When something good happened it was part of the plan.

When something negative happened, it also was a lesson necessary to achieve the inevitable success.

B. Everything was viewed with a positive light. How would this apply to Mannatech? Serum, Global View, 20/20, TX Ag ISSUE...

C. Self confidence in Networking: absolutely necessary

Why? If you have limited self-confidence, then how will others have confidence in you?

People buy based on trust; trust comes from belief, you are selling yourself so if you don't believe in yourself, neither will others.

"Love your neighbor as yourself." What does this assume?

"As a man thinketh in his heart, so is he." The Bible

"Whether you think you can or think you can't, you are always right."

Ford

3. If we don't have it how do we get it?

We change, and that starts with self-awareness

A. 1st step to change is Self-awareness so let's do a little exercise around self-awareness.

(Take the example of an M&M with a nut in the center)

So your first lesson in self awareness is that you all are M&M's with nuts in the core!

B. Let's examine what this means...Are you your behavior? How many of you have done something bad in your life? If you were your behavior you would be bad. But then you did something good so now you are good. See how this is not it.

So what determines your behavior? Typically your feelings, thoughts...what you think of what you hear inside your mind. And what controls that? Who makes your decisions? You? Well Brian Klemmer suggests that 98% of your decisions are not made by you. They are made by your core, your subconscious. We are programmed to respond based on our paradigms and our beliefs.

C. So if you want to change, what do you work on? Behavior? No that is temporary. Your Feelings? No because your feelings are your emotion, you change moment by moment. Your logic and reasoning? No. How do you know that? Because how many to do books have you read on network marketing and you are still not Presidential. You are your core, your paradigms, your beliefs, and the good news is that you can change all of that!

You need to work on that core.

In your core is some belief about you, your ability or lack thereof, and it is holding you back.

5. Where does our lack of confidence, lack of self esteem come from?

Parents telling you you are not good enough

Parents liking another sibling better

Poor performance in 1st grade

Told you were bad (instead of your behavior is bad so you believe it)

Getting an "F" on a test in school

Comparing yourself to Jett

Focusing on your mistakes instead of your greatness

Fears "*Confidence comes not from always being right but not fearing from being wrong.*" Peter McIntyre

6. Weaknesses versus strengths

A. Write on a piece of paper three things you don't like about yourself

If you could get rid of those three things would you have a greater degree of self-confidence? The Price you pay...

Then why don't you do it?

See you will not change until you see the price you pay.

B. Now write three things on a piece of paper that you really like

about yourself

How did that make you feel?

On the next few lines , write what would be the result if you did that everyday?

Focus on your greatness, not on your weaknesses. The “Next” theory.

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

“The courage to be is the courage to accept oneself, in spite of being unacceptable.” Paul Tillich

So you have just found one powerful way to increase your self confidence...focus on your strengths and not your weaknesses!

7. Brian Tracy does a great piece on self confidence.
 - A. He starts with a crystal clear goal. How many of you have one? Write you crystal clear goal on a sheet of paper. Share it with someone to insure it is SMART.
 - B. Now watch how the laws of the universe work
 - Law of Beliefs: Believe you must ultimately achieve this goal in order to see the world different
 - Law of Expectation: Expect everything that happens brings you closer to the goal
 - Law of Attraction: What you attract will be all the things you need to achieve the goal
 - Law of Correspondence: Your outer world corresponds to your inner goal.
 - Law of Subconscious Activity: Continually program your subconscious with the picture of goal so it creates itself
 - Law of Habit: Think of the goal every day, all day, until the goal becomes habit.
 - C. Happiness: is the progressive realization of a worthy goal.
“Aerodynamically the bumble bee shouldn’t be able to fly, but the bumblebee doesn’t know that so it just goes on flying anyway.”
Mary Kay Ash

8. How to increase your self-confidence?
 1. Brian Tracy says it like this...set a clear cut goal and keep your focus on it
 2. Affirmations
 3. Change the self talk
 4. Reframe all of your mishaps

5. Get out of comparison
 6. Take risks
 7. Focus on strengths not weaknesses
 8. Visualize your future success (build a dream board)
 9. Surround yourself with positives
 10. Stephen Covey, "Sharpen the Saw"
 11. Overcome fears
 12. Plant small goals and achieve them; enlarge them as you go along. Small victories are victories nonetheless!
9. Read the attached quote.
- A. You were all created in the likeness of God, and no matter what you have done, you can not change that! You all have endless possibilities in terms of what you can create. And acknowledging that anything is possible through God, it is within you to make that happen. Think big, and quit playing the game of life so small. The world deserves your best!

“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,"* 1992
(commonly misattributed to Nelson Mandela,
1994 inauguration speech)