

CONFIDENCE

Although self-confidence can mean different things to different people, in reality it simply means having faith in yourself.

Confidence is, in part, a result of how we have been brought up and how we've been taught. We learn from others how to think about ourselves and how to behave - these lessons affect what we believe about ourselves and other people. Confidence is also a result of our experiences and how we've learned to react to different situations.

Performing a role or completing a task confidently is not about making mistakes. Mistakes are inevitable, especially when doing something new. Confidence includes knowing what to do when mistakes come to light and therefore is also about problem solving and decision making.

Let's look at these six things you can do to start feeling and acting more confident.

1. Look at what you've already achieved.
2. Remember that everyone makes mistakes – be kind to yourself.
3. Think of things you're good at. Everyone has strengths and talents. What are yours?
4. Strike a power pose. When you change your posture, you change the way you think.
5. Listen to the way you describe yourself. When you tell yourself something repeatedly, you eventually come to believe it.
6. Evaluate how you dress and show up every single day, not just in work.

Positive thoughts

Positive thoughts can be a very powerful way of improving confidence. If you believe that you can achieve something then you are likely to work smarter to make sure you can do it, however, if you don't believe that you can accomplish a task then you are more likely to approach it half-heartedly and therefore more likely to fail.

The mindset trick is convincing yourself that you can do something - with the right help, support, preparation and knowledge.

Positive thinking is an emotional and mental attitude that focuses on the good and expects results that will benefit you. It's about anticipating happiness, health and success – essentially, training yourself to adopt an abundance mindset and cultivate gratitude for your own successes and those of others.

How important is the power of positive thinking? It can make or break an individual. Your thoughts affect your actions. Your actions, in turn, translate into whether or not you succeed in your field, as well as influence the quality of your personal relationships and how you view the world at large. The power of positive thinking can't be understated.

Dealing with nerves

Whether you are a new business owner or a seasoned one there may be times when you are feeling less confident and potentially somewhat nervous. This can present in a variety of places, whether it is at a networking event, signing up a new client or customer, exhibitions or your local community business centres etc.

As you become more adept at sharing your story, business, the solutions etc. you will find the nerves fall away. Remember every customer sees you as the person who has a solution to their problem – by relating to that and focusing on it, you will fully support them.

If you tend to be a little nervous here are a few ideas, you can use to support you before specific and important events.

- Avoiding consuming too much caffeine beforehand as this is a stimulant and can leave you feeling more nervous and a little shaky.
- Preparing music or a podcast that you can listen to on the way to the event etc.
- Find a mindfulness exercise you feel comfortable doing as you travel to the venue.
- Master controlled breathing beforehand so you can engage in this right before you start your conversation or presentation.

Recognise that most people will not know you're feeling nervous (a few will) – and remember you do not look as anxious as you may feel. If you're finding it difficult to hide your nerves you can use this energy to emphasise your emotions, such as, the excitement you feel at sharing the information etc. The emotion you display will help hide your nerves.

Remember your power pose.

There is a real importance around always arriving early or on time for your appointments, meetings, events etc. – it sets a precedence for going forward and the respect of each other's time. So, endeavour to arrive to your appointment ideally about 10 mins early.

- Take a few minutes to think about your potential meeting, presentation, pitch etc.
- Lift your head up, tilt your chin, shoulders back and breathe deeply.
- Tell yourself that you have this under control, and you will achieve your goal.
- Stay positive and focused.

If you need an added vibe then literally adopt the power pose which has been recommended by a Harvard Business School professor as a much-needed tool to help instil confidence and a perfect tip before any big meeting etc. For example, in "The Wonder Woman" power pose, you stand with your feet apart, your hands on your hips, and your chin tilted upward, equally you can raise your hands to the sky (be sensible as to where you position yourself to do this).

Remember you are the expert in your field, sharing your knowledge to help another individual, business, team etc - you are the best person to do this.

You have got this. Smile and enjoy the experience. The Simple Series team wish you every success.

We support businesses to amplify growth

