

# Overview

Confidence is the key to unlocking your full potential.

Every day we experience situations that increase and decrease confidence. Many of these situations are outside our control. However the majority of situations that impact your confidence and self esteem are in your control.

Each day we have an inner dialog with ourselves. That conversation impacts your mind and body each day. The conversations and commitments you make to yourself impact you either positively or negatively.

Here are some examples:

## **Removes Confidence / Takes Energy**

- You wake up in a hurry, running behind. You tell yourself that you're going to get a new alarm clock. 3 Days later you're late again and you never purchased that alarm clock.
- The dishwasher is broken again. You tell yourself "I need a new dishwasher". You procrastinate and the dishes pile up in the sink. You tell yourself, I need to wash those by hand and I also need to get the dishwasher fixed or replaced. Instead you procrastinate and go out to eat.
- You have an important meeting next week and you need to get your suit to the dry cleaners. You don't... and on the day of the meeting you wear the suit anyway. You justify the decision because you only wore the suit once before.
- You start a project building a motorcycle or restoring an old car. You begin with passion and determination which later fades. You see the car, motorcycle or whatever sitting there every day. A constant drain on your confidence on your positive energy.

## **Builds Confidence / Gives You Energy**

- You wake up and remember that it is your mom's birthday today. You think "I really need to add this to my calendar and I should call her now before I forget". You have a full day ahead so you could easily forget this. You immediately dial mom and wish her a happy birthday. You also add a birthday reminder to your digital calendar. It feels good and you gain energy.
- You haven't been to the dentist in a really long time, your mouth hurts and you know you need to go. Even though you don't have insurance and you are worried about the cost, you find a dentist and schedule an appointment for an exam.
- As you walk out of your house, you notice the weeds growing out of control in the side yard. You immediately think.. I need to get that taken care of. Unfortunately you are scheduled to be at meetings all day and have a late evening dinner with an important client. Knowing that it is critical to keep your internal commitments you call your landscaper. He can't get to your house until thursday. You remember that the neighbor has a teenage son, you knock on the door and the boy answers. You offer to pay him \$25 to clean up the weeds. He accepts. You congratulate yourself with a mental "good job" and head off to work.

## **Commandments**

1. Keep internal commitments above all ( be militant about this)
2. Focus confidence building activities (bring you energy)
3. Maintain a positive and supportive environment
4. Focus on your health. Your mind and body are connected.
5. Think positively of others and eliminate judgements. (what you think of others is a reflection of yourself)
6. Have an attitude of gratitude

## **Confidence Kickoff (how to start the day)**

6:00AM - Wakeup (Coffee, Vitamins, Water, Feed Dogs)

6:30AM - Walk Dogs

7:00AM - 10-15 min Workout / 10 Min Meditation

7:30AM - Shower

8:00AM - Review My Schedule . Prepare Headspace Checklist

## **Headspace Checklist (how to build daily confidence)**

CRITICAL, You MUST Complete all items before the end of your day (Exactly 3 Items). Be sure to place this somewhere visible or keep them with you on a piece of paper. Check off each one when completed and celebrate each accomplishment with a mental “good job”.

Here is a sample:

### **Today's Checklist**

- Return Items to Home Depot
- Clean My Office Files / Boxes
- Make a Dental Appointment

<http://morecustomersfaster.com/confidence>

<http://youtube.com/morecustomersfaster>