

5 Proven Ways to Increase Your Confidence

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Introduction

As a sport psychologist, I have worked with a variety of athletes and business professionals and I always enjoy learning about a new sport or industry. I feel like I am learning a new language – is it a competition, game or a meet? Is it training or practice? Were you using a top water spinner bait or Carolina Rig?

That last one is the language of fishing. Through my work, I've become fluent in fishing. But why would a professional angler work with a sport psychologist? As one of my clients once said: *"Confidence is the best lure in your tackle box."* I get exactly what he was talking about.

If "confidence is the best lure in your tackle box" doesn't translate well for you, then maybe this will: *Confidence is your best accessory.* What makes the power suit so powerful? Is it the crisp lines? The perfect fit? The strong color? Or is it the confidence you wear with it?

However you say it – confidence matters.

I once prepared for a women's retreat and I wasn't sure how to pronounce a name from the Old Testament. My husband is a pastor, so I asked him. Instead of offering the answer I expected, he said: "It doesn't matter how you pronounce it as long as you say it with confidence. Everyone will start pronouncing it the way you do."

The bottom line is that confidence matters. We need confidence in every area of life from making a sales presentation to parenting a four-year-old to hitting a golf ball.

Here are 5 proven ways to increase your confidence.

#1

**Train Your
Confidence for
Success**

Every thought you have makes you more confident or more doubtful. This is because your thoughts are like a coach, and they seek to train you. Unfortunately, we spend more time training our doubt than training our confidence. Think about it:

When you are driving home from work, do you think about everything you accomplished on your "To Do" list or do you think about the things that did not get completed?

After you put the kids to bed, do you think about how you really connected with them today or do you think about the time you lost your temper with them last week?

When you are on a diet, do you review the great choices you made each day or that one bite of cookie?

When you leave practice, do you think about your average serves or the backhand into the net?

When we review our mistakes, we give ourselves a reason to doubt. When we review our successes, we give ourselves a reason to be confident. I am not a believer of simply adopting "positive thinking". There is a time and place to review a mistake. You think about it one time for the purpose of determining a correction. After you have identified the correction, you can then think about that memory in terms of the correction rather than the mistake. When you think about the correction, you realize you can behave differently. You build your confidence. When you review your mistake over and over, you feel like you cannot change.

If you want to improve your confidence, then train it by reviewing your successes instead of your mistakes.

#2

**Learn to be 100%
Confident**

I believe that you must be 100% confident or you are simply *not confident*. It's not an incremental trait. Anything less than 100% confidence brings doubt into the picture, and doubt always changes your skill. People are less than 100% confident when they place their confidence in an unpredictable outcome rather than their ability to create that outcome. You don't control all the variables, but that doesn't mean you don't have control.

Can you be 100% confident you will close a sale?

No, but you can be 100% confident in your ability to present your product, ask good questions and match your product to your client's needs.

Can you be 100% confident you will sink a putt for par?

No, but you can be 100% confident you lined up correctly, have the right pace and can roll your ball on the line. That 100% confidence allows you to do what you have trained to do.

Can you be 100% confident your children will always come to you when they are in trouble?

No, but you can be confident in the steps it takes to create a trusting relationship that is full of grace and opens the door for those conversations.

Every thought you have makes you more confident or more doubtful. Train your confidence by recognizing your success – not just the outcome but also the actions that created the outcome. Recognizing your success is the first and most important step in training your confidence. Remember, confidence is your best lure and your best accessory!

#3

**Change How You
Define Success**

Let's methodically train confidence by looking at success on a daily basis. The way you define success will make this exercise very helpful or extremely difficult.

If you look at your performance on a scale from *absolutely awful* to *exceptional*, you will have an average right in the middle. Let's use the number 0 to represent your terrible. We will use 10 to represent as good as you could possibly be. And think of 5 as average. AVERAGE is where you are consistently today. That is so important, I will say it again – average is where you are consistently today.



Example:

You are in sales and need to make outgoing calls. On average, you make 8 calls a day. Your goal is to make 12 calls. On a great day, you can get there, but your average is 8. Now you can also have days where you are below average.

Most people define failure as below average. I agree. But those same people define success as a 10. If you define success as a 10 – the best you have in you –

then by default everything else is failure. A more accurate definition of success is average – where you are consistently today – and above. When you see your success this way, you have more of it on a daily basis. Success leads to success – do you know why? Because every time you recognize your success, you give yourself a reason to be confident. Every time you recognize failure, you give yourself a reason to be doubtful.

Recognize your success on a daily basis to give yourself a reason to be confident. Your confidence definitely impacts your performance. Take time this week to recognize five successes each day and watch your confidence grow along with your results.

#4

**Know You Can be
Successful**

In the movie *The Pistol*, Pistol Pete tries to roll a basketball down his back, clap his hands in front of his body and catch the ball before it hits the ground. After his unsuccessful attempt, his father completes the task successfully. His father turns to him and says, "You thought you could do it. *I knew I could.* Confidence."

Confidence can simply be defined as the difference between *thinking* you can be successful and *knowing* you can be successful.

It really comes down to a choice: choose confidence or choose doubt.

The ability to choose confidence begins after each performance. Your evaluation of your performance is the major influencer of your confidence going forward.

Let's say you had an average basketball game. You could evaluate with the number of shots you missed, the foul you committed, and be disappointed in your performance.

A more accurate evaluation is that you were above average. Yes, you missed a few shots and committed a foul, but you were better than average. Think about what you did right rather than what you did wrong to methodically train confidence. Feel free to state those facts along with your correction.

A different and more accurate evaluation would sound like, "I made good decisions today. I had a well thought out plan. I made a lot of baskets today." Just simply state the facts. Note the things in your day that you did well.

This isn't about positive versus negative thinking. This is about accurately evaluating the situation so that you can build your confidence rather than build your doubt. If you did something wrong, feel free to state those facts too along with what you should have done. Just be sure not to exaggerate the mistakes.

When you remind yourself of your success you give yourself a reason to be confident. When you learn from your mistakes by stating what you did wrong and how to fix things, you also give yourself a reason to be confident. Confidence is a choice. You are choosing to believe in your talent, resources and skills.

I'll close with my favorite movie line. It is a great summary of choosing confidence. In the first Star Wars movie, Yoda is instructing Luke Skywalker on a task. Luke is a little frustrated and responds to Yoda's instructions with, "I'll try." Yoda replies to Luke with the truth about confidence and doubt. He says, "Do or do not. There is no try."

#5


**Choose 100%
Confidence Over
Doubt**

To excel in sports or business you must be 100% confident. Anything less than that allows for doubt. And doubt will undoubtedly change your skills. I once worked with an angler who, at his highest level of confidence, felt only 80 percent certain he would find the right spot and be able to bring in his fish. He was 80% confident in his skills. He didn't realize he was also telling me he was 20% sure he would fail. If you are 80% confident, the extra 20% is doubt... doubt that allowed his unconscious mind to make adjustments in his physical performance.

In competition, he would head out to his spot about which he felt 80% confident, and instead of focusing on every cast, he hesitated. He often thought, "I wonder if I should be at my other place." His mind was somewhere else on the lake. The results? He never really fished his area. It was hard to make a confident decision to move somewhere else on the lake because he had not given this spot his full attention. His 20% doubt was growing.

Often the "doubt factor" isn't that obvious. Consciously, you aren't even aware of the doubt creeping in, but your body responds and makes a slight change. Maybe you bring in your line a little slower or a little faster. You have changed the action of the lure. That little bit of doubt changed the execution of your skill.

The fact is that whether it's business or sports, anything can happen, which can make it hard to be 100% confident. But you can choose to be 100% confident in your skills, your resources, and your experience. When you are confident in your talents, you are able to trust those talents, and that is what true confidence is all about



Join our Champions Club. We will help you remember what it feels like to win so you can be a champion.

Confidence is your best accessory, which is why it is important to improve it. Implementing the five tips included in this resource will help grow your confidence, so why not keep going?

You don't have to build your confidence alone.

Join our Champions Club today and you'll maximize your results in just 100 days. Our Champions Club includes a 2-day intensive mindset workshop, three months of personal coaching, and a bonus of six months of our MINDSET training videos (\$150 value!).

With more confidence you will overcome your obstacles, improve your performance, and achieve your goals.

You can win. We can help. Join our Champions Club today.

JOIN THE CLUB

Get \$25 off the Champions Club when you use Coupon Code TMOC25 at checkout.