

## The Self Confidence Paradox

BY GREG SCHINKEL

When you examine the factors that hold people back from achieving their full potential at any level in the organization, most of the factors are not external, they are internal self-limiting beliefs.

Self-limiting beliefs can end a career, or put a company out of business. Possibility thinking opens up a world of opportunity and growth. Whether you need to boost your own self-confidence or boost the confidence in your employees or children, here are some ways that you can escape from the prison of your own mind and help others to grow personally and professionally.

### Confidence comes from action, not preparation

Have you ever heard someone say, "I just want to feel more confident before I try X?" In reality confidence is not something you gain before we do something. You will never be as confident before you do something as after you do it. This paralysis of confidence is the number one factor holding you and others from greater success. Many successful businesses are started during difficult economic times because if you can succeed in tough times, you can flourish in better times.

### We are the stories we tell ourselves

Have you caught yourself or others saying,



*...Self-limiting beliefs can end a career, or put a company out of business."*

"I'm no good at math," or "I can't speak in front of people," or "I can't learn a new job." These statements are only true because we repeat them often enough to believe them, or we may have heard them from others as we grew up. Pay attention to your self-talk and reduce statements that limit the possibilities for others.

### Three Strategies to Build Self-Confidence

1. Block unhealthy messages - We may put ourselves down, or we might replay what someone else said. If we have been told that we are not good at something, or we keep telling ourselves that message, we will not give it a try. And even the words, "I'll try," are a potential cop-out. People say, "I'll try" when they really don't believe they'll be able to use it. As Yoda said, "There is no try, there is only do." Start eliminating negative self talk and don't accept someone else's

opinion on what you may or may not be good at. Their opinion likely has more to do with their own self-confidence.

2. Think it through - Help prepare yourself for the challenge. Most people over estimate risks and underestimate benefits. What really could go wrong and how likely is that to happen, and so what if it goes poorly - you will still learn something.

3. Go for it - When you watch a baby learn how to stand and walk - it is an impressive feat - with many falls and bumps on the head, they stick with it. Imagine if babies had the tenacity of many adults. You would see a colleague crawling along the floor, "Hey Bill, what's with the crawling?" "I tried walking a few times, it's not for me, I'm going to stick with crawling."

You will be amazed at what you and others are truly capable of if you get out there and do it.

**Note: Greg Schinkel presents Secrets of Success in Uncertain Times in conjunction with AM800, November 19th, 2008 at the Caboto Club. Tickets are available at [www.LeadershipWizard.com.it](http://www.LeadershipWizard.com.it).**



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