



Build Your Self Confidence

Unless you feel confident you will be doomed as a sales person.

In a profession where you will have more "no's" than "yes's" you need to remain positive and have a first class attitude to succeed.

So how do you remain confident?

Well, I'm not going to go into the ins and outs of sales confidence, I'll save that for our courses but here 20 quick and practical methods to increase your confidence, here we go:

1. Think about someone who is confident and act, talk and walk like him or her. Model their mannerisms and behaviour. It works for them; it will work for you.
2. Smile a lot more. That doesn't mean putting a silly grin on your face! But smile when you walk down the street, when you meet people and generally be happier even if you're not feeling that way.
3. Learn from the past; don't beat yourself up about it. It's gone; it's never coming back. Instead learn from it for next time.
4. Buy yourself some new clothes, get your hair done, treat yourself to something new. It will make you feel better and will give your ego a boost.
5. Are you prepared for situations? Are you prepared enough to meet any challenge that may come up? Are you prepared for that sales meeting, that presentation, that cold call, when you meet someone for the first time? If not, get to it.
6. Play to your strengths. Know what you are good at and expose yourself to these opportunities at every opportunity – because you're good at it, you'll enjoy it and have more confidence.
7. Improve your weaknesses. Know and appreciate what these are and put a plan in place to improve them over time.
8. Learn how to say no to people. Don't be afraid, you've got nothing to be afraid of. Just watch the reaction on their face after you've said it the first time and there will be no going back.
9. Be positive. Look on the "can do" side of things rather than the "can't do". You've accomplished lots in your life and you will accomplish lots more in the future.
10. Be in charge of your thoughts at all times. What is a thought? It's just a question that you've asked yourself and the thought is your answer. If

you're thinking negative thoughts, you're probably asking a negative question. Change the questions to be more positive.

11. Whenever you feel a negative thought coming, STOP, THINK, and say is this really important in the grand scheme of things. A lot of the time it isn't. Many people in life major in minor things!

12. Do you let the words of others affect you? Do you mind what they think of you? Remember that no one can make you feel inferior without your consent. It's not what they say to you that's the problem it's what you say to yourself after they have stopped talking that's the problem. Change the way you think.

13. List the words that you use on a consistent basis when you feel let down or annoyed. People use different words to mean the same thing and depending upon the intensity of the word – this will have an effect on your confidence. Instead of saying "I'm enraged about this" say, "I'm a little annoyed". Make a substitute list for the words that you use. Make sure they are lower in intensity and then use them. You'll be surprised with the results.

14. At the end of each day list your achievements and successes throughout that day.

15. Be appreciative of what you have to be thankful for in your life right now. Who do you love? Who loves you? Who do you help out?

16. Every morning when you're in the shower, play over in your head the events in the day as though they have already happened and they were a success. Visualise all of the meetings that you had, the people you talked to, the outcomes you had. Visualise success and confidence and it will be so.

17. Improve your body language. The way that you move your body has a massive impact on your confidence levels. Move your body assertively and walk with your head up, shoulders back and as though you've got somewhere very important to go. Feeling low in confidence? Change you body language 18. Emotion is created by motion. As in 17, make sure you move around consistently. This creates energy and gets the blood pumping around you body – it makes you feel better and more confident.

19. Learn to brag about yourself. Yes, you heard me! Talk about your achievements and successes more than you currently are.

20. And finally – You only live once, so any time that you are down just ask yourself in 10 or 20 years time – will what I am worrying about really matter?