

ESSENTIAL TOOLS NEEDED TO GET RESULTS AND THRIVE FROM YOUR NETWORKING

MODULE FIVE

Module Five – Confidence and Self-Belief

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Boosting Your Confidence: Mistakes VAs Make

OK, having a lack of confidence is not really a mistake, I know that. There are many factors which will contribute to one feeling low in confidence and self-esteem. Having confidence in yourself, however, breeds trust in you from others. Nobody wants to do business with someone who doesn't have confidence in themselves.

Here are some of the biggest mistakes many VAs make when it comes to this part of the networking strategy:

- They don't invest in themselves to boost their confidence, whether it's from a book, coaching or audios;
- They talk negatively about themselves, stating that they are not confident when it comes to networking;
- They tell themselves that they fear talking to people they don't know or standing up to present;
- They compare themselves to other, more established VAs or even other start-up VAs, and see them as better somehow;
- They tell themselves that they're just a PA/VA and view themselves as the 'back office support' instead of a confident business owner;
- They mix with the wrong crowd who are not likeminded.

Does any of this sound familiar? If it does, please take notice of this topic as it is another important section that will contribute to your return on investment.

Your Mindset – Overcoming Barriers and Negative Beliefs

“Whether you think you can, or you think you can't--you're right.”

Henry Ford

Where do beliefs come from and how do they impact on us?

“Beliefs have us. They drive our behaviour. They are intangible and frequently unconscious. They are often confused with facts. But while a fact is what happened, a belief is a generalisation about what will happen. It is a guiding principle”, an extract from ‘Principles of NLP’ written by Joseph O’Connor and Ian McDermott, published by Thorsons.

As soon as we are born, those around us, such as our parents, families, friends and teachers, programme us with their beliefs, which become the blueprint for our lives. As children, because we do not have the experience of life, we accept the information we are given as a true picture of who we are, what we are made of and what values we have. This programming has an effect on how we receive outside messages both consciously and subconsciously and whether we really believe them or not.

The beliefs we have been programmed with will have a strong effect on our self-esteem. Our self-esteem is the picture we carry around of ourselves in our minds. If, as children, we receive positive messages, then we are likely to have a positive and high self-esteem.

If we have always been told as a child that we are lazy, useless, not academically capable, if we feel unloved or that we have been negatively compared to our siblings, then we are going to have a very low self-esteem, regardless of whether the messages were correct or not. Those with this negative and low self-esteem have an inaccurate picture of who they are. That is the problem, not the situations that they come across.

Beliefs can come from fear that has been instilled in us as children, fear of change, and fear of taking risks, fear of not fitting in, fear of not achieving. Therefore, we do not set our goals too high, giving us the safety net of almost assured success.

Our parents can all too often instill the above messages out of a belief that they need to protect us from anything that could harm us. It is ironic enough to say that these beliefs actually harm us; they are limiting and they discourage us from establishing the ability to succeed. They determine our attitudes, our direction, our goals and our ability to reach those goals.

The attitudes we develop from our peers can also hold us back and so, when we try to achieve, we experience it as a struggle. They can alter and influence the way we interact with others; they have an effect on our emotions and feelings. As a result, we then start to repeat the common belief statements, "I can't... I shouldn't... I couldn't..." They are disempowering statements and close opportunities that were open to us because we have become experts in collecting all the information our subconscious needs to support our negative statements, which in turn means we act on them in a non productive manner or we become so paralysed by the fear we do nothing!

As we grow into adults, the beliefs we had as children may not be appropriate any longer. They will alter according to our surroundings, experiences, education, the career we have and our life in general.

We believe, for example, that if we jump out into a busy road, we are likely to be run over by any oncoming traffic. There are two effects of this:

- One is a cause effect, which links a current experience or event to something similar that happened in the past, and so we assume the same outcome will occur. This is a belief not a fact, such as "I will never aspire to anything

because I was useless at school.” These types of belief give justification to the excuses we use and that we need in order to make sense of what we are currently experiencing or is happening.

- The second effect is that of ‘making meaning’. We can only give a meaning to an experience by connecting it to a reason, such as “I am always ill because I never look after myself.” These are statements or beliefs that cannot, in fact, be proven, but we still need them and use them because they provide meaning.

Our beliefs also change according to how we react to change itself.

Those with a low self-esteem react to change negatively, causing anxiety and stress, believing that they are unlucky, that bad things are always happening to them and with the attitude, “Trust it to happen to me!”

Those with a high self-esteem will welcome change and see it as an opportunity to enhance their lives. It is important to understand your feelings about change, as it is part of knowing who you are and who you want to become.

Therefore, if we apply this to the experience of your first networking meeting, if you felt it wasn't how you wanted it to be as your confidence was low, you should ask yourself, “How did I really feel? What actually caused this feeling? What could I have done differently?” These questions can raise awareness of our negative beliefs and hopefully change them to positive statements of fact and belief.

Those with negative beliefs are good at evaluating failure but rarely success. They do not explore what is going well and why. Those with positive beliefs build upon positive events, which act as a motivator. Even if we grew up with a rationale of positive beliefs, just one bad experience could effectively lower our trust in ourselves to be successful in a particular area of our life. We may all make mistakes. However, we must learn from mistakes or perceived failure, as they are the experiences that provide our learning curve in life.

Experience is what shapes our character.

Some people tend to carry their mistakes with them for a great length of time, with the belief that bad things always happen to them. They state that they are so unlucky in life and that luck is never on their side. If something good happens, then it must be a fluke and will not last. If you have a tendency towards this type of thinking, it is essential to let those memories go. Don't fixate on failures, otherwise the same things are very likely to actually happen. It is amazing how, if we tell ourselves something is going to fail, then our brains will do everything to ensure that it does!

To improve your self-belief means renegotiating your objectives, and this can be built on and improved through a series of mental self-esteem building exercises. These exercises could include repeating positive affirmations every day, writing down how you see yourself and what type of person you believe you are.

Action:

Write down what beliefs you gained from those who influenced you, such as your parents, teachers, friends, etc, and then review the list and identify how those beliefs cause you to act. As a result, are they adding value to you and your life? If not, how you can change them?

By listing our limiting beliefs, we need to ask what these beliefs are doing for us, how they are stopping us from moving forward and being the person we want to be, and what beliefs we would rather have. By discarding limiting beliefs or ones that no longer serve us, we are then able to recognise our new, true beliefs, which are empowering. We then apply them to our life-purpose or goals, resulting in a higher self-esteem.

When we discard our self-limiting beliefs, we become aware of doors opening, our interaction with others improves and we learn to accept change in order to reach our goals and become a success – this also builds our confidence. It is about self-awareness and self-development.

So, it is evident that those around us can mould us into a positive or negative person from a very early age. Whether they realise it or not, our parents, teachers, fellow students, colleagues and many others will tell us what they believe to be true in the world. Even if our conscious mind does not believe it to be true, it will have an impact on our subconscious, which then leads on to impact on our attitudes. These attitudes will establish our self-esteem, creating our self-image.

We can then establish whether we want to keep those beliefs or, if we would rather be someone else (realistically) – a different person, a new person – then what beliefs can we hold? If we can be programmed mentally as children with limiting self-beliefs, then we can be programmed as adults to have positive self-beliefs. With that comes confidence and then success. Recreate yourself as a winner and take responsibility for your life.

Our Fear Zone

“Everyone imposes their own mental limits. We tell ourselves we can’t possibly do things. But if one pushes those limits just a little bit further and breaks the boundaries, anything is possible.”

Debra Veal, Transatlantic Rower, author of ‘Rowing it Alone: One Woman’s Extraordinary Transatlantic Adventure’

As human beings we like to be in control of what is around the corner; our destiny. If anything upsets that, then we may start to experience feelings of stress and anxiety. We do not like being out of control, as then we do not know what the outcome will be and that can sometimes scare us.

But can we really control everything? No, we can’t. We can do all we can to prepare for the outcome we would like to (or may think will) happen; we can be prepared for the possible barriers and create possible solutions, but, ultimately, we cannot anticipate all the barriers or even the fact that the outcomes may change. So what then?

In order for us to personally develop and move forward in life, we must give ourselves permission to venture out of our comfort zone and into our ‘fear’ zone. However, once we become familiar with the aspects of the fear zone, then it may actually start to feel comfortable, and we may actually start to like it!

But, if we are really honest with ourselves, is our comfort zone really that comfortable? It may be what we are familiar with right now and, because we are familiar with it, then we believe we are in control. But, and this is a huge but... are we happy with the comfort zone or are we experiencing an element of pain? You may tell yourself that, although the other side appears greener, there will always be the “what ifs” and “buts”, and the “just in case we are taking a risk (that dangerous word again), then we will stay where we are to be on the safe side”.

People who have succeeded in life or business have had to take that huge step into their fear zone. As a result, they have developed themselves beyond what they initially imagined could be possible and they keep persisting, entering fear zone after fear zone, only to manage it and succeed further and so on.

And yes, they may make some mistakes or take the wrong route, but learning from those experiences has allowed them to be the people they have become today.

It may be a lack of confidence or a low self-esteem that is the real issue here, because, let’s face it, it is easy to give ourselves excuses, as we can then take ourselves off the hook... done!!!

If you knew that you could make that leap of faith by believing in yourself and knowing that, whatever happened, as long as you had the support and that you could be prepared, you could succeed, and as a result it would boost your

confidence, what would life be like for you then? What would be different for you? Imagine how positive that would make you feel.

It is about choices: we have the choice to stay where we are or move forward.

What Beliefs Do You Need to Get Rid Of?

As an example, here are some beliefs that some of my clients have mentioned:

“It is scary going to a networking meeting on your own?”

My response is... who told you that it is scary? Have you been and had a scary experience? What specifically is scary about attending a networking meeting? Did everyone there completely ignore you and were rude to you or were they friendly and supportive? Because, if it was that scary, nobody would ever do it, would they? Without the experience to justify this statement then it is unhelpful to you. However, where perhaps they did attend before and found it scary, then I would ask them what they could take from the past as a learning experience so that this new experience may be a more positive one. What would they do differently or better this time around?

“What if I fail at networking?”

My response is... What is failure exactly? I know that most of the very successful entrepreneurs or inventors have ‘failed’ many times, but what sets them apart from the rest is that they found other options to go forward, as opposed to thinking, “That’s it, I am giving up because I am a failure.” Think about what you can do to be prepared for your networking and, if you can, create as many options as possible to ensure that you re-route your map. We all make mistakes; it is unrealistic to assume otherwise. However, it does create feelings in us that we don’t like, such as feeling upset, angry and frustrated.

Focusing on exactly what you want to achieve from your business and therefore from your networking, then mapping for your journey and planning effectively is vitally important. Yes, you may take the wrong turning, but this is part of that valuable learning experience, as long as you acknowledge that and, rather than giving up because you believe you have failed, go back to the main route on your map and seek out your other options. If you anticipate and worry about failure, then, guess what, it will happen! You get what you focus on, but if you focus on failure and waste your valuable energy worrying, then you will miss the wonderful opportunities. They will pass you by because you were looking in the wrong place!

“I am not very confident, and the thought of standing up to present to others sends me into a nervous state.”

My response is... Have you presented in any format before? If you are recalling a memory of an uncomfortable experience – it is just that – a memory.

A memory and our past experiences should never equate to similar future experiences. Be careful not to hold on to the emotions from that past event as it can cloud the issue of what we can learn from that experience.

Perhaps it was not an actual experience but an unsupported belief you have that you will be terrified of presenting. First of all, how do you know and what do you have to justify that belief? What specifically will make you feel less confident and nervous about presenting? What can you do to support yourself in order to ensure you do not feel nervous?

The key is in the preparation. Preparing what you have to say, ensuring you are familiar with the topic, knowing how long you have, ensuring you know where you are presenting and to whom. Some people find that visualisation is a powerful tool for them. If this is you, then visualising the event, how you would like to see it happen, seeing the audience (looking interested), what you would like to hear – you talking confidently at a steady pace, and what you would like to be feeling – confident and calm. This is something I will be touching upon a little later on – how we can create a memory of a future event in the way we would like to see it happen.

“I have a fear of success.”

My response is... Is it a fear of success or more a fear that suddenly you might be more in demand and you will have more to cope with, which will eat into your quality time?

Success will have more of a demand on your time management skills and one of your values that you want to ensure you stick to is a good work/life balance. How will you possibly be able to have that if you are inundated with work? Success will mean that your profile will be raised and more people will know about you, so you will not be so anonymous any more.

It is all about careful and skillful planning as well as being in control of the business and of your time. And as opposed to worrying about how you will cope with the workload, you must be looking at solutions to support you such as associates you can delegate to.

“I have a low self-esteem.”

My response is... This is normally down to the belief that you do not value or like yourself, and are probably negatively comparing yourself to other VAs. Nobody is the same, you are all unique and remarkable in your own way, but really you have to love yourself in order for others to love you and hence raise your self-esteem.

Try these exercises:

- A. Become your own best friend. Imagine you have stepped out of your own body. Now look at yourself. What can you say that is comforting and helpful? How can you encourage this person you see to feel more confident? Talk to yourself the way you would to your very best friend.

- B. Think of three qualities or skills that you are proud of in yourself and write them down on brightly coloured paper (large enough to have ten words written on it) and stick the piece of paper somewhere you will see it on a regular basis - mirror, fridge doors, wherever it is easily viewable.

Read your list at least once every day.

Add to the list as often as you can so that you end up with ten words on the list.

A lot of people benefit from practicing positive affirmations and you might get real benefit from saying, “I love me, I am awesome, I can do this”. But to get real traction you need to do this consistently – so every morning, as you look in the mirror – repeat this statement to yourself - this may be mechanical at first, but keep going until you can look yourself in the eye and mean what you are telling yourself. This does create a shift and improvement of self-esteem. (You might repeat all 3 of those statements or you might repeat the statement that is right for you.)

- C. Remember times when you did something that gave you a sense of achievement, something that you were proud of or moments when you were praised – recall the emotions you felt. Each time you feel low with a sense of low self-esteem, recall those positive emotions.

But, most important of all, stop being so self-absorbed and go off and do something good for somebody else, without an ulterior motive of course. There is nothing more rewarding than doing something to help someone else.

- D. Create a victory book. Another way to battle the negativity in our own minds is to revisit the comments, emails or cards that past clients and colleagues have sent us - these are real-life reminders of the difference we are making. In your victory book you can paste or write in:

- Testimonials you’ve received;
- Glowing Facebook comments;
- Articles about clients who have succeeded;
- “Thank you” cards clients (and others) have sent;
- Grateful or happy emails from people you’ve helped;
- Press clippings on awards you’ve earned, events you’ve spoken at or volunteered at;
- Screenshots of positive forum feedback;
- Acknowledgement of how much people have noticed you care or listen or inspire;
- If you’re visual by nature, make sure you use a really lovely scrapbook—one that’s a pleasure to look at, with colors that make you feel good.

How do you feel now?

“What if I don’t get enough clients?”

My response is... This is all down to your attractiveness, intention, preparation and focus. Read on to learn more about the power of your mind, but, akin to the television programme “You Are What You Eat”, my philosophy is you are what you think. If your mindset is unattractive, negative and unwilling to see a way to make things happen, then people will pick up on this and therefore you are less likely to attract clients, but more on this later.

Intention – if you do not know what it is you want to achieve or why you want to achieve it, then it will be more difficult to achieve. Of course, it is difficult to achieve anything without knowing what it is you want. It is rather like saying, “I want to go to a better place, but I don’t really know where I want to go, why I want to get there and how I will get there.” Can you see how this would sound ridiculous? Without knowing the destination, how can you expect to have focus or know what you are focusing on? Perhaps you have an idea, but without specifics it makes things very challenging for you. And without preparation you have no goals or intended actions and therefore you are not doing anything to attract anyone or anything to you.

I liken this particular belief to the adage about business plans. If you don’t have a business plan, how will you know if you have achieved what you set out to achieve?

“But it is so difficult to make any time for my networking as I am so busy with other commitments.”

My response is... HOW MUCH DO YOU WANT THIS TO HAPPEN? Seriously, I have had clients with full-time jobs, children or other family commitments, and have continued to make time for their business. If you were to log where your time was actually spent and how often you did whatever takes up your time, you would probably be quite shocked at the realisation of where your time is, perhaps unnecessarily, spent.

I highly recommend a book called ‘Take Time for Your Life’ by Cheryl Richardson. In this book there is a brilliant exercise that can help you to acknowledge where your time is being spent and how to become more efficient with your time. Simple things like food shopping: we all need to do this in order to eat and survive, so I know that you cannot cut that out (although imagine how much money you would save!!), but how about swapping actually going to the supermarket with online shopping instead? How many hours a month would that save you? What about slumping in front of the television or checking emails? If you were to become more economical with your time here, what could you be doing instead?

If we really want to make something happen, unless we are in a state of pain or not wanting to experience our situation any longer, then we will have that push to make time. Personally, I work better from the afternoon to the evenings - when do you work best? When would you be able to MAKE time and use it most effectively?

Action:

1. Create a list of all of your current beliefs about you and your VA business, then cross out all of those that are holding you back and rewrite new more positive and helpful beliefs.
2. Whatever the belief is, think about this: what would not happen for you as a negative consequence of not changing your belief? Now think about what would happen if you did change that belief - what would happen for you as a positive consequence? Which option are you prepared to, or do you want to, live with?

Start Acting 'As If' (Verisimilitude)

Verisimilitude: the appearance of being true or real.

Some people will say to you that you should “Fake it til you Make It” – but this sounds a little fraudulent and so personally I would much rather you “Act As If” – which comes from the early 17th century latin word “Verisimilitude”.

Now acting ‘as if’ has quite a significant and positive impact on your subconscious mind. When we are pretending, when we are imagining - we are tricking our subconscious mind into believing that it’s actually true. If that is the case, and actually it is the case because it’s been proven and is one of the major factors around Neuro Linguistic Programming, we are changing the way we think.

***We are reprogramming our behaviour because we are acting;
we become whatever we are acting.***

Whatever the role we are acting out, we start to actually believe that it’s happening, so start to act based on the person of your future, therefore going back to what I want you think about.

Imagine now, the more confident you that’s standing in front of you right now from the future has actually got out of that rut and made that change.

Notice their behaviour, notice their body language, notice their facial expressions, notice the way they are talking, notice their new positive belief systems, and notice their attitude. Start acting like that person.

One of the most effective exercises I have asked many of my clients to do, and I have done myself with great results, is to notice who you see as a confident networker or just someone in the business world who you see as a confident individual. Then start to model them. Model their behaviour, their expressions, the way they talk including their tone and pace. Whatever you notice about them in the

positive sense, something that creates a positive impression on you, start to model them.

Start to mix with likeminded people and those who are confident and self-assured business owners. The more you start to mix with this crowd, leaving the old, negative crowd behind, you will start to find that, in an unconscious way, you'll act like these people.

Action:

1. Think now and note down what the main cause of your lack of confidence is. What are you programming into your mind? Where is the evidence?
2. Name at least one person who is your role model in the networking world and start to notice what you notice about their behaviour. Start acting like them.

Now hopefully everything I've been sharing with you so far has already given you an indication of how you can start to change your mindset and increase your confidence, but sometimes it's because we allow ourselves to be just too busy to think about it. If we are just too busy all the time, then we are creating an excuse, aren't we? But, actually, we have no excuse. There are no shortcuts, but there is a way, there is a journey, so I hope you've taken on board everything I've been saying so far.

Get Out of Your Comfort Zone – Change!!

Now change is part of our lives, getting out of this rut we may have found ourselves in, meaning the lack of confidence and negative mindset rut, means having to go through change, if we fear change then we are going to allow ourselves to hold ourselves back. You have to accept the fact that life is a mix of some safe situations, where we are in our comfort zone and its okay. But it's also mixed with taking some risks.

Why do we change the layout of a room? That's change! Why do we change our diet? Why do we change our image? Why do we go through those situations? We change our hairstyles, we change where we live, we change the schools that we've been to and we change our jobs.

Actually, we have been through many different situations of change. Some of it has been thrust upon us, some of the changes we've actually created, some we have attracted sub-consciously. I very much a firm believer of the power of the law of attraction and I do believe that we bring things into our lives. Sometimes we don't trust in ourselves to take action, a lot of it is going to depend on your past experiences and mistakes, but as I said, it's all about the learning.

If we never take risks we will never progress because when we progress we are actually increasing our learning, we increase our knowledge, we become stronger people.

Our coping mechanism grows and we develop our skill set and we then become the people who others come to for advice.

Change is part of our lives and you have to accept that. As one door shuts, another opens. If we worry or fear too much about change we actually prevent ourselves from looking out for those positive opportunities and the trouble is, if we are allowing ourselves to stay in that rut, we are preventing ourselves from not only increasing our knowledge and skill set, but from actually noticing some fabulous opportunities and we're allowing them to pass us by because we are looking in the wrong direction.

We're telling ourselves the wrong thing, we're telling ourselves it will never work and "What if I fail?", "What if?" and "What if??". We can go round in circles with all these 'what ifs'. But that's not going to help us get out of our rut.

You have to believe that actually that fear is down to the fact that often we haven't got the knowledge, skills or tools to implement what we need for the change. You need to look for opportunities to gather those skills, gather the knowledge and gather the tools to make the change. When going through change you do have to consider everything of course, I'm not just saying you have to take the risk and just do it, although sometimes it's not such a bad thing, but you do have to consider who else is going to be affected by the change, how you will be affected by the change, who you can consult. You have to be clear and understand the outcome that you are heading towards, so it does take some careful planning.

Of course, you have to see change as an opportunity instead of something negative. I think, and I don't know if this part of the British culture or it's a worldwide thing, but people often see getting out of a rut and making change and stepping out of the comfort zone as something quite negative. What if getting out of your rut and making a change was the most positive thing you could ever do? What if it brought some amazing opportunities your way?

Have you ever found yourself in a situation where you've made a change and you felt more confident about the fact that you've made this change, you've started to notice yourself acting and being different, in fact other people did as well, and did you find yourself saying "Actually it wasn't that bad after all, what was I scared about after all? I got myself into such a terrible mindset and was worried about nothing really, because actually it's turned out fine after all".

Have you ever been in that situation? I bet you have, many a time probably. Therefore, start to see change as an opportunity and as something positive. Start to change your mindset, so that you can start to see it as a positive direction, that you can start to take and at all times, keeping reminding yourself of the impact of the

negative consequence of you not taking action and not getting out of your rut would be.

And keep reminding yourself of that, because that's not a place you want to stay in I'm sure. See change as something positive.

You need to be able to make change at a pace that suits you.

Look at people who are training for the marathon, maybe for the first time. Do they go out and run 26 miles straight away? Quite often, people who consider running the marathon have actually thought to themselves "I could never do that, oh it's too hard, no I'm going to stay at home on my sofa with my cup of tea and biscuit". But sometimes something happens or they are positively influenced by other people or perhaps, quite often they want to do something to help raise money for a charity, something gives them the opportunity to actually do something about it. So they start training, but they don't just start training, their goal is a specific date which is around the 26th of March, a specific milestone, which is for 26 miles. And obviously their goals within that are to change their eating habits, create a particular training routine, so that maybe each month they are actually increasing the number of miles that they can actually run, by maybe about four or five miles each month.

Therefore, by the time it actually gets to the marathon, they are ready, able and prepared to achieve that goal and vision. Quite often people may be start off with a 10 mile run and once they have accomplished that they think "gosh I can really do this" and they start to set their sights higher, they become more confident in their abilities, they start to realise that actually they have the resources within them to achieve anything they put their mind too.

Of course, they don't do it on their own, they run with a group of people or buddies, they may have a trainer at the gym, they may have a nutrition advisor, someone who helps them with the right footwear.

This journey doesn't have to be just about you. Think about all the positive people around you or the people that you want to attract around you, because it will start to help you create that pace towards that vision. And it must be a pace that suits you, so that you can cope with it, because I think that it would probably scare you rigid if I said right you're going to make a change as of tomorrow.

Change your attitude, be clear as to what it is you want and you can do this.

Action:

Write a list of the actions you need to take to create change so that you approach your networking with confidence and a new level of self-belief.

Your Emotions

Part of all this does actually involve learning about your emotions and how you can confidently cope with change is a good exercise, so look at your emotions in a lot more detail. Look at how emotionally you have dealt with change in the past. Think about the emotions you experienced when you got out of a rut in the past.

It may have been a challenge for you to get out of your rut, and it may have been very upsetting, maybe it was upsetting for people around you as well, but look how you still managed to get out. It depends, of course, on a few things, what was the situation at the time, how did you feel at the time, what caused that feeling and what could you have done differently in the moment in time.

Your emotions play a very big part in the way you get out of a rut and create change, of course, again it's all about learning about your emotions. It's amazing how many people I've heard that have said "Gosh I could never cope with that, I think I'd be drained", but actually, if you were faced with the situation and you had to make change, it's absolutely amazing what the mind and body is actually capable of coping with. You could cope with anything that comes your way, you just have to go back to what I said earlier - have faith in yourself and just believe in yourself.

A lot of energy is wasted by being negative and staying where you are, worried about where you are and being unhappy with where you are.

You can start to change your behaviour, you can change your emotions, and how you approach change. It's all about your attitude and behaviour.

Summary

- Be aware of what beliefs you have been carrying around since you were young, particularly those opinions and attitudes which no longer serve a purpose.
- In order to overcome barriers and negative self-beliefs you must first identify those that are holding you back from boosting your confidence and, indeed, your business!
- Make a huge impact on yourself and your confidence by stepping out of your comfort zone. If it's been holding you back from networking with confidence then step into your adventure zone, feel the excitement and notice the results.
- Start getting rid of the beliefs which have been holding you back from effectively networking and getting results. Start to adopt new ones and allow this to become a new habit.
- Act as if you are already confident and successful from your networking that you are in demand. What tends to help is to model someone you already admire in the business world. Just like we do as children, match their language and behaviour and you will become like that person.
- Be aware that your emotions can play havoc on your confidence, so put them in check and notice what is serving you here also.

Half Way!

You're half way through the e-course - well done!!!

Are you taking in what I am sharing with you?

It's all too easy to scan through the text of an e-course but not make any changes to your attitude, beliefs or behaviours when it comes to what you're learning.

Some of what I am sharing with you may not be what you've been doing so far, you may even disagree with some of the points I am making.

That's OK.

However, if you avoid making any changes then you will continue to get the same endings you've been getting so far. If what you've been getting so far is not what you want, then it's time to give yourself permission to change. By allowing yourself time to adopt changes in your attitude, thinking, behaviours and actions you will create a new habit and bear in mind it takes around 14 to 21 days to feel comfortable with a new habit.

If you need anything clarified, or are in need of some support in relation to this topic, message me via Facebook chat or email me on Amanda@vact.co.uk.