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9 Ways To Develop Confidence In New Situations

By Maria Marsala

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Do you enjoy one-on-one networking, however, the thought of walking into room full of people you don't know horrifies you? You're not alone. Yes, even a social butterfly, President of the Social Committee in High School and avid networker knows how you feel. Here are some of my tricks. And they have all worked!

~A great way to network at a conference is to volunteer at the registration desk. Why? You get to say hello to everyone who registers in your line and everyone who registers gets to see you behind the registration table. At the event, you'll feel more comfortable talking with people because you've "met" them already. And if those aren't enough benefits, people will "recognize you" from the registration desk, and be more likely to come talk with you.

~If you teach a class or speak, go into the room early. Get a feel for it, change it around if need be, and greet everyone who walks in with a big "hello my name is ...". Bring name tags or recycle the tops of old manila folders, have each person put their name on it, and put it on the table in front of them.

~When you are planning to attend a meeting for the first time, call up whomever you can from the organization. Ask them if you can meet them at the meeting. Then you'll "know" someone that you can look for when you arrive.

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~Carry a nametag in your glove compartment. Make one for personal use, another for business use. Then people will feel more comfortable walking up to you in meetings.

~Put your notes on the back of duplicates of pictures (photography) you've taken. Then they won't stick out so much from the podium (like white paper or index cards do.)

~Practice some opening lines and your handshake before you attend the event. Practice using a mirror and ask your family to let you practice on them, too.

~Develop two a 30-second commercials (also called elevator

speeches, USP – unique selling propositions). One is for personal use, and the other would be for business use. On a recent teleclass I attended, provided by Jay Levinson of Guerilla Marketing fame, suggested creating a 7 word commercial, too. www.coachmaria.com/articles/usp.html

~Remember that everyone in that room is a human being, too. Everyone has their own fears to deal with... and they might even be the same as yours.

~Find other ways to build your confidence, too. Email me the ones that work for you. maria@coachmaria.com

Maria Marsala is an internationally known coach, author, and speaker. A former WallStreet trader and manager, she is the author of the ebook *Thinking of Starting a Business... Let's Talk About What's Next*. Subscribe to her free ezine "Helping You and Your Business Grow" at <http://www.coachmaria.com/ebook/downlo>

Self-Confidence Is The Key To Personal And Professional Success

By Michael Port

In my audio program *Book Yourself Solid, The 7 Keys To Getting More Clients Than You Can Handle Even If You Hate Marketing And Selling*, I focus on the nitty gritty of what to do to get loads of clients but the real key and what I try to deep into is what you need to do for yourself to take action.

I think there are only two reasons for most any business problem: You dont know what to do You know what to do but youre not doing it

And, I also think that 90% of all business problems stem from number two. When I say business

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problems I mean why we dont achieve what we say we want to achieve or why we dont do what we say we want to do.

So, of course, the next question you might ask is why dont we do what we know how to do? And the answer is. we havent built up the self–confidence needed for the goal at hand.

Look learning is easy accumulating knowledge is easy. There are lots of people who know what you need to know and are willing to share the information with you. So, again why arent you doing what you say you want to do? Again, I say not enough self–confidence.

We're born with high levels of confidence in certain areas and not in others. And its different for all of us. But well need different levels of confidence depending on what we want to do with our lives. It takes one level of confidence to give a speech in front of 5 people and another level of confidence to give a speech in front of 500 and again, another level of confidence to speak in front of 5000. So, if youre not working on developing your confidence and thinking bigger about who you are and what you offer the world, you very well may not put yourself in situations where youd have an opportunity to present in front of 5000 people.

There are two very simple things I recommend to solve this profoundly important problem: Learn in action Develop a self–confidence plan

First, learn in action. Learning in action is the key to success when venturing into uncharted territory. You cant wait to have all the answers. You certainly dont want to go out in the world half–baked but you dont need a Doctorate in marketing to create awareness for the solutions that you provide or a Masters in public speaking to give a speech.

This is a big problem for many people waiting until they are sure that they have all the info they could possibly have about how to do something before theyll try it. Its just not effective and stems from a lack of self–confidence.

I feel that if you do nothing else as a personal and business building strategy, work on building up your self confidence so youll be able to do everything that you say you want to do.

And second, develop a self–confidence plan. I do affirmations every day. In the morning when I wake up and at night before I go to sleep. Well, actually, I only do them Monday through Friday but that should cover you.

Read Napoleon Hills inspirational classic Think and Grow Rich for a plethora of affirmations that will help you build your self–confidence.

And in closing dont forget to have a mad passionate love affair with yourself. Love, embrace and believe in yourself. I know how realistic it is to become wildly successful. You can totally create an abundant, joyful and prosperous business life if youre willing to do the work.

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Michael Port is on a crusade for the success of solo-professionals and is especially well known for his passion, personality, point of view (and unrelenting sense of humor). Under the banner of Michael Port & Associates, LLC, he provides seminars, keynotes, training programs, coaching and a popular e-zine to solo-professionals, helping them build thriving businesses. His expertise lies in the areas of personal brand identity development, motivation, leadership, performance, teamwork and communication. Michaels mantra: be brave be bold be yourself for profit and fun!

Self-Confidence Is The Key To Personal And Professional Success

Six ways to build high self confidence
Top 10 Skills for New World of Work
How to Overcome a Confidence Crisis
Ways To Deal With Social Anxiety

147 Killer Epublishing Strategies
Motivate Your Way To Success
Mind Power Creative Thinking
Money Saving ideas
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