

# *Audacious Faith* **ABUNDANT BUSINESS**

A 24-Hour Live Stream Revival for Women of Faith In Business

## **The Confidence Factor: Become a Magnet for New Clients**

- I understand that a confidence issue is a common cause of procrastination—and that procrastination is often a symptom of confidence issues
- I understand that procrastination is a learned behavior stemming from one or more of several causes, including:
  - “Learned” behavior from one’s past
  - Feeling a lack of training or qualification
  - Confusion; feeling inadequate
- I understand that there is a difference in how confident people and insecure people approach difficult or challenging tasks and situations, and that:
  - Confident people are more likely to take action
  - Insecure people are more likely to procrastinate
- I understand that confident people may actually not possess more skill or know any more than insecure people: They just practice effective habits to deal with these situations
- I realize that confident people are far more likely to:
  - Release new products
  - Close the sale (when getting new clients)
  - Go after JVs to promote them
  - Write books
  - Do interviews
  - Perform public speaking
  - Communicate with the press
  - Start Mastermind programs

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- Create podcasts
- Host an Event
- Promote their own stuff instead of others
- I understand that credentials and/or accreditation (general and specific to my field of expertise) can increase confidence through knowledge
- I am boosting my skills base, my specific-field knowledge and my confidence by:
  - Reading current books on the topic
  - Taking relevant courses and workshops
  - Attending live events for my profession and/or field
- I am working on increasing my confidence through increasing action and achievements
- Starting immediately, I plan to actively achieve three more things per day:
  - One small task or action
  - One "medium" task or action
  - One slightly difficult task or action (or one that I usually procrastinate about)
- Starting immediately, I plan to add, once a week:
  - Something new
  - A significant task or project
- I have analyzed all areas of my life, and decided whether or not I need to work on increasing my confidence in the following areas:
  - Personal
  - Financial
  - Spiritual and Health
  - Business
  - Marketing and Promotion

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- I am focusing on looking outward to create a more organic inward growth
- I am learning to know myself better, using strategies like:
  - Taking informed actions every day
  - Being the best I can be
  - Changing what drags me down to things that lift me up
  - Fixing gaps
  - Realizing that all of this is not rocket science
- I am learning to live in and appreciate every moment
- I am no longer associating with negative people and refusing to engage in situations that drag me down, including:
  - Friends or family members who have a negative effect on me
  - Clients who don't take action, are adversarial or who otherwise drain my energy and waste my time
  - Contractors who aren't working as team members
- I am surrounding myself with positive people who encourage and inspire me, including:
  - Supportive friends and family
  - Clients who energize me and put my services into practice
  - Coaches who help me improve myself
  - Influencers who inspire me
- I am taking action steps to help me be appropriately assertive with negative people
- I am focusing on, acknowledging, celebrating and praising my clients
- I am using the one-to-ten scale system to help myself to more accurately rate situations that drag down my confidence
- I am developing better strategies for dealing with chronic confidence thieves—strategies such as reframing, naming, being assertive, etc.

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- I am looking on setbacks as learning opportunities
- I have found my life's true purpose and it is energizing me and boosting my confidence
- I am treating myself as compassionately and firmly as I treat my own clients
- I am using strategies such as filling a scrapbook or memory box with positive mementos like thank you cards, emails, client clippings, etc. to use as positive mood-boosters when I feel down or become discouraged
- I am celebrating client successes through:
  - Giving shout-outs on my blog or in social media
  - Featuring—and being proud of—their testimonials about the help or inspiration I have provided
  - Featuring them in interviews or articles
  - I have started the process of boosting my confidence by one small step taken today:  

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- I have acknowledged and celebrated myself for doing this!