



### Self-Confidence

The more we talk to coaches and business leaders about teammates' inability to hold each other accountable, the more I reflect on the reasons why: the rise of social media and a corresponding decrease in face-to-face conversations, an incorrect belief that holding someone accountable might be deemed bullying, fear of conflict, lack of toughness, and most importantly, a general decrease in overall self-confidence.

Talent will *help* us attain success on whatever our chosen battlefield, but self-confidence is mission critical. To increase it, we must start with our mindset. We must first be 100% honest with ourselves and learn to take 100% responsibility for both the successful accomplishment of our goals as well as our failures. This is a Warrior's mindset (unlike a Victim's mindset that blames other people or things for failures).

Self-confidence is also developed when we do things that scare us, that force us outside our comfort zone. In 2018, after suffering two strokes followed by brain surgery, my post-surgery diagnosis was grim at best. The doctors told me that I would walk with a significant gate and have minimal dexterity in my right hand (my left had already been amputated due to injuries sustained during military combat operations in Iraq). I had to make a commitment to myself that this would not be my future. My commitment was to do everything possible to fight this



prognosis. In this case, it was a commitment to post-surgery rehab and then two workouts a day until I felt I was fully recovered. There was no lying to myself; I knew I had to do everything possible to recover from this situation. However, to feel confident, I needed to test myself. Against my wife, doctors, and Program teammate's advice, I got right back into the physical situation that caused the stroke. It scared me, and although not medically recommended, the self-confidence I gained with that test was unmeasurable.

We also develop self-confidence through our actions. Specifically, in our body language. Our thoughts become our words and our words manifest themselves in our actions. We **MUST** remember that the same is true in the opposite direction. If you are sad, put a smile on your face. It will make you speak and think happier thoughts. Therefore, let's keep our chins up. Let's not allow ourselves to drop our heads in those moments when our confidence may be in question. Stand up straight, pull our shoulders back and let people see our physical presence. Make eye contact. Good, strong eye contact shows others that we are interested and comfortable in this situation and environment. Have a firm handshake. Shake someone's hand with purposeful intent- let them feel our energy. Start every relationship strong. Move and walk with a purpose; take significant steps, and square up our body to who or what we are approaching. If we move with authority, we will feel less anxiety.

No one is born confident. Self-confidence is something that we must develop. Today is a great day to do so.

Attack!

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