

Build Unshakable Confidence During Shaky Times – September 29, 2016

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Staff

We all know that the world today is not what it was 10 years ago, or even five years ago. Our mobile phones, laptops, tablets and televisions frequently depict images of the political, financial and international upheavals that have an effect on our economy.

With so many stressors and distractions, it can be a challenge to stay confident and maintain a positive attitude as a leader. In a recent article, highly regarded sales coach Joel Garfinkle shared 10 tips for building an unshakable confidence. Here is an excerpt from his article:

1. Know that things will not stay the same. They will change, they will get better. In the meantime, recognize that you can't change the direction of the wind. But you can change the direction of your sails.

2. See the bigger picture. We've had economic and financial crises over the past 80 years. From the 1929 Great Depression, lines at the gas pumps in 1973, Black Monday in 1987, the 2001 dot.com bust and the Great Recession in 2008-2009. With each economic crisis, we haven't just recovered; we have seen a very positive turnaround. You will get through this.

3. Take action that shows you are in charge. Perhaps the most frustrating part is feeling that your situation is out of control—that you can't do anything about it. Instead, take action, even if it's small steps, to show you can make a difference in your own future. This will empower you and build your sense of self-confidence.

4. Cut back on expenses. Make small adjustments to your spending habits and lifestyle. List all your expenses and see what and where you can cut. Instead of looking at budget cutting as a pain, consider it a challenge or opportunity.

5. Bring in extra income. You could get a part-time job or spend a few hours a week doing something extra to bring in more money. Or consider asking for a raise or working more overtime.

6. Limit the amount of news you take in. In one day, you can easily read the paper, watch the internet and then consume the TV news stations. All of this is overkill and will just reinforce the negativity. Limit how much news you take in. This will help you not get overwhelmed and swamped in doubt and fear.

7. Use your savings—it's a rainy day. You know the adage, "Save for a rainy day." Guess what? It's raining! Now is the time to use the money you have put aside. Tapping into this rainy-day fund might take some of the pressure off.

8. Be willing to take on additional responsibilities. As companies downsize, the "survivors" are often asked to pick up the additional work. Understandably, this causes resentment and hard feelings. Instead of complaining, look at this as an opportunity to increase your value to your organization. Then, even if you are laid off, this additional experience and responsibility will make you that much more employable.

9. Surround yourself with positive people. Put an end to the pity parties. As Richard DeVos, the founder of Amway, once said, "Few things in the world are more powerful than a positive push. A smile. A word of optimism and hope. And you can do it when things are tough."

10. Spend more time with the people you love ... doing the things you love. Turn off the TV or computer and

work on your golf game. Surprise your spouse or partner with breakfast in bed. Volunteer at a homeless shelter or your local humane society. Look for reasons to celebrate the people you love and the friendships you've enjoyed over the years (in good times and in bad).

Source: [Joel Garfinkle](#) is recognized as one of the top 50 coaches in the U.S., and the author of seven books, including *Getting Ahead: Three Steps to Take Your Career to the Next Level*. He has worked with many of the world's leading companies, including Google, Deloitte, Amazon, Ritz-Carlton, Gap, Cisco, Oracle and many more. Subscribe to his [Fulfillment@Work Newsletter](#) and receive the free e-book, *40 Proven Strategies to Get Promoted Now!* Copyright ©2005-2016 Joel Garfinkle, All Rights Reserved.