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Discover

STEPS TO GREATER SELF-CONFIDENCE

The Road to Remarkable Success Takes Just 5 Minutes a Day!

More psychological, research-based secrets for supercharging advisor performance from Dr. Jack Singer

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Dr. Jack Singer
Performance Acceleration Coach, Speaker & Corporate Consultant

Welcome to 5-Steps to Greater Self-Confidence

As a former Professional Sport Psychologist, I know that in the world of sports, a major determinant of success is an athlete's degree of self-confidence.

For financial services professionals, the same principal holds true. You can have a wonderful financial education, plus great experience and product knowledge and a top-notch sales skillset.

However, if you don't have self-confidence, you will never live up to your potential. Self-confidence is the foundation of your ultimate success.

Self-confidence is a learned trait. All it takes is focus, recognition of self-defeating habits and practice.

Dr, Jack Singer

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5 Steps Toward Greater Self-Confidence

Use this Routine to Kick Start Each Day ~ It Only Takes 5 Minutes!

1 Always recall past sales/prospecting **successes**

Too often we tend to recall failures and disappointments and fear them repeating. That is a bad habit. It's important to focus on your **best success scenarios** and try to recall the details of what led to that success.

2 Visualize *(like a video in your mind)* the **most successful business situation** you ever had

Visualize the scene as if you had a video camera strapped to your forehead. Recall as much detail as you can, such as the place, the people involved, the weather, how you prepared for the meeting, etc., and how you felt once you were successful.

3 Practice using **positive affirmations** daily

Affirmations are powerful, positive statements we say to ourselves. These help us to break away from our all-too-common, negative self-talk habits. Change your thinking and you change your attitude. Change your attitude and you change your energy, which then helps you to spike your self-esteem. Example: "I value myself as I am and I don't have to be perfect to be highly successful. I will continue to focus on and celebrate my strengths."

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4 Visualize *(again, like a video camera strapped to your forehead)* an upcoming event as a **remarkable success**

In this case, the event hasn't taken place yet, but you can script out the best case scenario as if you are writing a script for a film. Put yourself in the situation with as much detail as you can, believe you can succeed and watch yourself succeed.

5 Whenever you fail or have a disappointing event *(e.g., a prospective client changes his mind about hiring you)*, use the "***3 R's of Positive Self-Confidence***"

- **R**ecognize the negative trigger thoughts are in your mind regarding the event
- **R**ationalize how the disappointing event will only energize you for future successes
- **R**echarge your enthusiasm and confidence

Don't forget...if you would like more information about this technique or have any questions, you can book a complimentary consultation with me.

Just click here go to my calendar.

About Dr. Jack Singer

Jack Singer, Ph.D., is a nationally-renowned psychologist, professional speaker, author, trainer, mentor and consultant to financial advisor organizations. He enjoys utilizing cutting-edge research in the fields of Positive Psychology, Resiliency, and Neuroplasticity, combined with humor and audience engagement to deliver results-driven inspiration and techniques to ensure that all audience members leave your event energized, entertained, inspired and supercharged to fulfill their career aspirations.

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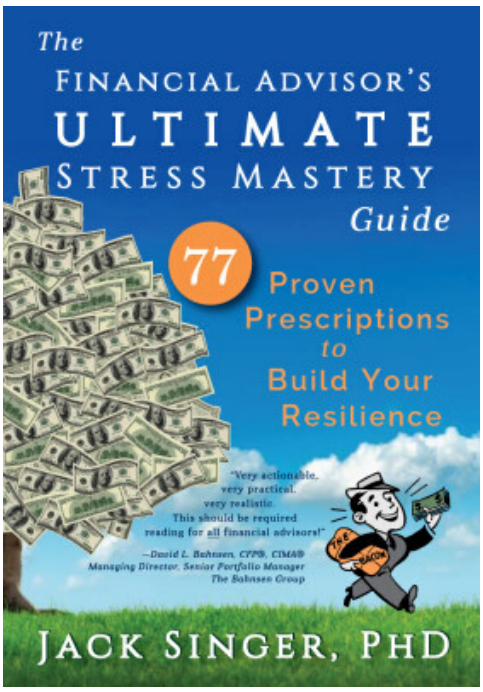
Do you think that other financial services professionals would benefit from this 5 Steps to Greater Self-Confidence Routine?
If you would like to distribute it across your organization to help increase productivity, simply request a free distribution license by emailing me at ***drjack@advisingtheadvisors.com.***

Get A Free Chapter of Dr. Jack Singer's New Book!



Want another great resource to help you on the journey to becoming a Financial Advisor champion?

Get a free chapter of my new book, The Financial Advisor's Ultimate Stress Mastery Guide. It's packed with 77 proven prescriptions to build your resiliency and help you to:

- **Take Charge of your health and wellbeing**
- **Understand how to identify and control your reactions to stress**
- **Build your resistance and SKYROCKET your success**

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