



12 Fast Fixes
to becoming

Super Confident
with No

Social Anxiety.

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Commit to and focus on one Fast Fix at a time. This will provide the most momentum and proof that each fast fix will work when you choose to implement them.

1. **What To Do: Manage Your Thoughts**

Thoughts are illusions and that is a fact. A thought is a sentence we make up in our head. Thoughts are also fleeting — one moment you don't have the thought, then you have the thought, then it may be gone again moments later. Even deep, bothersome, seemingly emotional thoughts dissipate at some point. With that said, you and only you have the capacity to manage your thoughts. Thoughts also create your results. When you have fearful, anxiety-ridden thoughts, all of your other efforts toward building social confidence are compromised. You freeze, can't speak, or you do not show up at all. The optimal way to approach creating social confidence is by changing your thoughts and your behavior at the same time, even if you have feelings of fear or doubt. You have the ability to teach your brain the new habits that best serve your goals.

How To Do It: Think better, higher quality thoughts. Know that no one can make you feel a certain way. Another person's actions or being placed in an unfamiliar situation allows you to create whatever thoughts you want. As you shift your thinking and control where your mind goes you will become more confident and will thus take confident actions. Thoughts create emotions, so the new thought will also make you feel good, or in other words, an even bigger confidence boost. Managing your thoughts allows you to feel less and less insecure and anxious, and increasingly self-assured about your capacity for success and happiness.

2. **What To Do: Read The Room & Act Accordingly:**

You can get an idea of the tenor of a room by reading the body language and non-verbals of the people who are present. What is the sound level and intensity? Are people making eye contact with or without a nod and a smile? Are they distracted, disengaged, or do they look annoyed? To speak, act and feel confident you can use these cues to adjust your message, delivery, and style in order to improve your communication.

How To Do It: Pay attention to the nonverbal cues others provide when you communicate with them. Practice this wherever you go and you will soon become a pro at reading any room, from the receptionists and technicians behind a glass partition in a medical office, to a meeting room with the top executives already in the room when you enter. Look for patterns you see consistently and adjust your engagement accordingly.

3. **What To Do: Taste Your Words Before Spitting Them Out**

When you lack confidence and have social anxiety, you can at times say something you immediately or later come to regret. You inadvertently insult a person or something or someone important to them. By engaging your brain in mental rehearsal before arriving and organizing your thoughts in advance, you can save yourself embarrassment or prevent offending someone else. It will also help you share your information more accurately and concisely. When you listen more and speak less you are also perceived to be calm and truthful in your words.

How To Do It: In your next business conversation or in your personal life, pause a few beats before responding or commenting. Think about what is on the tip of your tongue and whether or not it's what you really want to say. Does your response require more thought? Is your comment accurate? Will your words offend or wound the person or people listening? Having the ability to sit in calm composure is social confidence.

4. **What To Do: Be Genuine & Vulnerable**

You can't feel socially confident if your overall presence and words are not reflecting who you truly are. If you are pretending to be someone you are not, or using unnecessary jargon or language that is inappropriate for the setting, e.g. too casual or formal, then people will view you as inauthentic and unapproachable. Imagine what could be a coveted customer or an influential colleague making the determination that you are inauthentic and choosing to part ways. Socially confident people feel free to be themselves and to allow their unique personas to shine through. Genuine people who are not afraid of sharing vulnerabilities are perceived as relatable, attractive, and believable, and this alone can feel like a big breath of fresh air.

How To Do It: Find ways to share relevant guidance and anecdotes from your personal experiences, challenges, failures, and successes. You can still look good and be held in high esteem while not being perfect. Know that people admire people who worked hard to get where they are now. Being true to yourself within the bounds of good taste and relevance to the situation is your goal.

5. **What To Do: Know Your Presence Power Points**

The four most powerful points on your body are your eyes, throat, your belly button and toes. To telegraph that you are tuned in and giving someone your full attention, your presence power points should be facing the person. Whether you are standing or seated, these points are always facing your primary conversation partner. When you have a person's attention they give you their attention in return.

How To Do It: Look in the mirror and make adjustments so you feel the proper alignment of your body. When you enter a room of people or a meeting, correct your posture before you walk in the room. Showing your presence power points also reflects a socially confident demeanor to others. When you stand straight, with your shoulders back and head held high, you look self-assured and poised.

6. What To Do: Dress and Groom Like You Care A Lot!

My dad wears a suit every day. That is not an exaggeration. Not a sports coat and slacks, but a proper dress suit. In recent years he's relaxed the tie requirement. When asked why he always dresses this way he shared with me that when he was in high school he read a book about dressing for success and he immediately decided to adopt the concept. I must say that I agree. Clothes do make a difference in how we perceive others and feel about ourselves. Dressing well is about feeling good, looking poised and being self-assured in all situations. It also sends a specific message to the people you are meeting.

How To Do It: Clothing can make you feel confident and powerful. With that said determine what in your wardrobe adds to or diminishes your social confidence. If a glimpse into your closet reveals too casual, sloppy, or dated a look for what it is that you wish to accomplish and the goals you have set, it is time to swap those pieces for more powerful choices. Dressing well will add to your confidence, even when you are feeling down.

7. What To Do: Recognize Limiting Beliefs

Simply put, beliefs are thoughts that we have convinced ourselves are true. These beliefs place imagined limitations on what we perceive to be reasonable, given what we think we are able to accomplish. Limiting beliefs often go back to childhood experiences, and the pain that accompanies the beliefs makes it very difficult to disengage from them. These false beliefs prevent us from pursuing our goals because of those long-held memories or embarrassments from childhood and adolescent years. Sadly, when you lack social confidence, limiting beliefs can prevent you from doing many things that should come to you more easily as an accomplished professional — things like speaking up, meeting new people, and taking the stage to address a roomful of peers at an industry conference.

How To Do It: Think about the limiting beliefs you have about yourself. Popular ones include the inability to speak in front of a group, or making conversation. Limiting beliefs often relate to your self-worth, desirability, intelligence, appearance, personality, or your abilities. Somewhere along the way you developed the notion that you were or had fewer ideal characteristics to accomplish a task. Record these false beliefs on paper, then think about the initial source or reason you adopted the belief in the first place. Now think about how the belief is no longer true for you or maybe never was true. Your thoughts create your results. Always be mindful of that.

8. What To Do: Assess Your Strengths

In order to improve you must be clear on the areas in which you must improve to reach pre-determined goals. Strength comes from repetition, and social confidence also is a result of efforts made when you are taking part in society. The more strength and confidence you create, the less room there is for weakness to creep in.

How To Do It: Make a list of the areas you feel are not your current strengths, and determine where you want to make measurable improvements. What are some specific actions you can take in these areas to become better, stronger, and more confident in yourself? Create a focused action plan for implementing them. It is best to set your sights on completing one goal at a time as that will provide the greatest sense of accomplishment and the drive to do more.

9. What To Do: Notice Social Anxiety Creeping Back In

We first discussed anxiety in Fast Fix #1. Notice when you decided to stop allowing social anxiety to rule your day and how it can sneak back in when you least expect it. A lack of social confidence can show up in ways that are both distracting and unattractive. Do you have telltale habits such as nail biting, sweating when everyone else including the weather is cool, or tapping your foot? These behaviors often are signs of anxiety and they are as visible to others as they are to you. That is because several of the telltale anxiety habits make you look silly or childish.

How To Do It: Changing your physiology is an excellent way to take back control when you feel you have momentarily lost it. Changing physiology includes smiling. Smiles are powerful whether you are sharing it with another person or hoarding it for yourself. It changes your mood and thoughts in an instant. Another way to overcome anxiety in the moment is to say "I know how to do this, and I can do difficult things." Remember, no one is in control of you other than you.

10. What To Do: Have Conversation Topics at the Tip of Your Tongue

Understand the art of both initiating conversation and small talk. We make the distinction between the two with conversation being thought of as the exchanging of thoughts and ideas for an undetermined period of time, and small talk is the polite and sometimes meaningless conversation you have at parties and other social gatherings. No matter which you would like to master, it's light, thoughtful conversation that creates a friendly atmosphere. The skill of engaging another person and allowing them to be acknowledged by you is important in social and business settings, and it shows you have manners, poise and can connect with other people.

How To Do It: In your next social encounter, begin by letting the other person know you are interested in engaging. Comment on the topic of the meeting, the weather, or the surroundings. That is where small talk starts to or does wrap up. If the setting lends itself to a longer engagement then immediately move on to personal introductions and sharing information about who you are and what you do. Introduce a topic for conversation (a movie, a book you're reading, etc.) and respond back to any topics thrown your way. Seek to be more interested than interesting and people will enjoy your company all the more.

11. What To Do: Mimic Mannerisms

Research shows people who share the same facial expressions and body language are more likely to experience higher levels of trust, connection and empathy. You can also reverse-engineer this process to make people flee, for example when you do not wish to be in the company of a particular individual. However, when you want to foster close connections with others, mirroring their expressions and body language is the key to appearing socially confident and in-tune with them.

How To Do It: Practicing in advance always helps. The next time you converse with anyone, practice mirroring their movements. Just subtly mirror their facial expressions and body movements. Avoid appearing like you're mocking the other person. Take note of how they respond to you and whether or not you see them warming to you and the conversation. This is effective in interviews, negotiations, and when luring customers to your business. We are naturally attracted to people who are like us.

12. What To Do: Listen Like your Life Depends On It

Listening is a superpower and one of the most important people skills to sharpen. When you make the effort to become a good, active listener, you enhance your professional (and personal) relationships and your social interactions. The key to successful selling,

influencing, persuading, and mutually agreeable negotiations is being quiet and listening. Listening involves making a conscious effort to hear beyond just the words the other person is saying. It means that you are quiet, still, and intently hearing what is said. For many people that is not easily accomplished as they value being heard or being helpful. A poor listener is one whose mind is busy coming up with a solution or reply while the other person is still speaking.

How To Do It: While it is important to be quiet while someone is speaking, it is a sound and suggested technique to periodically ask questions to gather additional information. This way, you show that you're paying attention, and you have attempted to clarify any questions.