

CHECKLIST

How to Find The Confidence to Get More Done

(And Manifest Extreme Success in
Your Business)

By:

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- 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
 - Other _____
- 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 coaches 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 coaches 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
 - Create podcasts
 - Host an Event
 - Promote their own stuff instead of others

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- Other _____
- I understand that coaching 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
 - Other _____
- 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
 - Other _____
- I am focusing on looking outward to create a more organic inward growth

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- 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
 - Other _____
- 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
 - Other _____
- I am surrounding myself with positive people who encourage and inspire me, including:
 - Supportive friends and family
 - Clients who energize me and put my coaching into practice
 - Coaches who help me improve myself
 - Influencers who inspire me
 - Other _____
- 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

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- I am developing better strategies for dealing with chronic confidence gashers—strategies such as reframing, naming, being assertive, etc.
- 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
 - I have acknowledged and celebrated myself for doing this!

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Pam Perry is the PR Angel and branding strategist that has coached over 5,000 speakers and authors on how to get publicity to get out there and get known - and get paid!

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