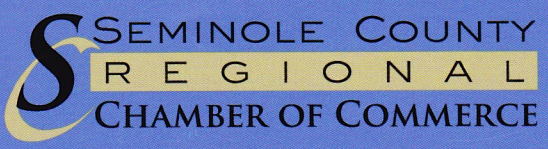


# CONNECT

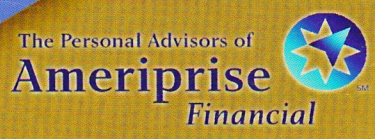
April 2007

*added  
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# contagious LEADERSHIP

## confidence doesn't come in a title

BY MONICA WOFFORD



Brandon had been up all night. He tossed and turned for hours over his possible promotion. Would he get the job? Would he be passed over again? If he got the job, was he good enough to DO the job? Would his former peers actually respect him as the new boss? Brandon had worked in sales for two years and this promotion was exactly what he had wanted and worked for. Finally now, he was facing fact that he just may be given the chance to reach that next level and yet he wasn't sure he was really ready to do it.

Getting promoted just means you get a bigger title, a bigger office and maybe better business cards, but it doesn't mean you also get greater confidence. Confidence might lead to a promotion, but so do a lot of other things. Have you ever seen someone receive a new title whose sole qualification was longer tenure or they were the only ones left who wanted the job? Confidence doesn't come with the job and real confidence won't even guarantee you the job, but in order to do it well and lead others on a new team, you will have to be confident in what you are doing and how.

Confidence is a key factor in leading those on a team. The meaning of confidence is to believe you "CAN do" something. Whereas self-esteem means you think you're worth it. Though it is hard to imagine believing you can do something if you believe you're not worth it, this is the reality. You must increase your confidence to facilitate great leadership. Try these steps:

### Make Clear Eye Contact

"When you lock eyes with another, it not only builds confidence, but it will win you confidence" says David Schwartz, author of the Magic of Thinking Big. Often when you avoid eye contact, you send a message that you feel inferior to the person or are intimidated by the other person. Conquer that fear and find their eyes.

### Walk with Purpose

Psychologists connect sluggish and slow walking with a downward and depressed mood or unpleasant attitude toward oneself, but they also tell us you can change your mood by changing your physical body posture. Throw your shoulders back, lift your head high and move ahead a little faster. You will feel more confident and look more confident in your approach.

### Speak Up

Make an effort to speak up voluntarily at every meeting. Chances are you won't look foolish or pest-like, but rather build your confidence when you find that disagreement with your opinion is not equal to death and some folks might even agree and tell you it was a good idea or insight. For each person who might disagree with your opinion, there will be others who agree and support you.

### Say Cheese or Money

Smile in a big way. It is one of the best medicines for a confidence deficiency. It is real hard to feel bad or down when you have a big smile plastered across your face. Yet those who insist that this doesn't work refuse to try just smiling to see the change in their mood. The simple truth is that much like walking with purpose will change your mood; a simple smile will physically alter how you feel and will likely elevate your confidence.

There is no need to walk fast, with a huge grin, a loud voice, and big eyes every minute of every day. That would be silly, yet in moderation each of the above exercises will help you boost your confidence level in the face of responsibilities you are not sure you can handle just yet. These exercises will not only literally change the voices in your head, but they will give you feelings that those voices, who are saying you can't do it, will have a hard time ignoring. As a new leader, the amount of confidence others have in you can be just as important as your belief in yourself.

### About the Author

Monica Wofford brings more than 17 years of experience as a business consultant, trainer, and speaker to Monica Wofford International, Inc. A sought-after trainer, Wofford leverages scientific research and data to design curricula and presentations that positively impact both behavior and performance. She is the author of "Contagious Leadership", "Contagious Confidence," and "Contagious Customer Service". She can be reached at [www.monicawofford.com](http://www.monicawofford.com) or (866) 382-0121



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**WEEKEND ACTIVITIES**

Bring the entire family!

**Friday, March 16**  
8:30 A.M.  
Ribbon Cutting  
**3:00 P.M. to 7:00 P.M.**  
Clowns, Face Painting & Balloons  
Obstacle Course & Balloon Bounce  
Refreshments  
Blood Drive/ Health Screenings  
Door Prizes:  
Enter to Win a \$100 MasterCard Gift Card  
and Lots MORE!!!

**Saturday, March 17 & Sunday, March 18**  
Clowns, Face Painting & Balloons  
Characters in Costume  
Door Prizes