**Moderator**: Welcome to The Chalene Show. Chalene is a New York Times Best-Selling author, celebrity fitness trainer and obsessed with helping you live your dream life.

**Chalene Johnson**: Thanks for joining me on this episode of the Chalene Show. Today we are talking about confidence, the kind of confidence that we all need to [0:00:16] from time to time, the type of confidence we need when entering into a new environment, something we’ve never done before, something that makes us nervous, something that we are dreading perhaps having people look at us, judge us or think that we are not capable. I think you are going to love this episode. If confidence is something that you struggle with, I also do a free webinar and I’d love to invite you to attend. You can find out more and get registered for that webinar by going to chalenejohnson.com/webinars, also you will find more information at the end of this episode and by the way, thank you so much to all of you who have jumped on periscope and my live Facebook videos. You guys are awesome. If you’d like to learn more about using either of those platforms, please be sure to check out my other podcasts, Build your Tribe. All right, on to the show.

What we are talking about today is the two things you need to have confidence in any new or intimidating situation. I had a conversation yesterday or the day before with my good friend Maya Barons who is my new bestie on periscope and she is 73 years old. She has a life coaching course like she teaches life coaches how to be life coaches and we were talking about the course that she’s been teaching and she said, you know I’ve learned a lot in just the last couple of years and so there is a lot of it I want to update. I am like, praise the lord that at 73 years old, there is somebody who is still saying, I’ve learned so much in the last couple of years, I need to update it so it can be better. Pretty cool, right?

So there are two things that you need to feel confident in an intimidating situation and even the most confident of individuals have situations where they are not going to feel confident. It doesn’t matter who they are, if you are really good at certain things, there are still other areas where you’ve never done it before, you fear that people are going to judge you. Perhaps in your mind, you are picturing something much different. Maybe you’ve had a negative experience and so therefore you get nervous and you feel intimidated and your confidence lowers, right. Your self esteem tends to take a dip.

So one example I’d like to give you is, going to a seminar. The very first business seminar that I ever attended, I was very nervous to attend. In my mind, I pictured that at some point, all participants would be asked to go on the stage and give their own speech and then at some point, they would be put in chairs, just one individual chair on the stage and a spotlight would come down on their head and whoever was conducting the seminar would then say to them, tell us what you don’t know and please embarrass yourself in front of this audience, very successful people who are much richer, much smarter, much more intelligent and much more experienced than you are like this is what I pictured in my head.

I pictured that I [0:03:23] the wrong outfit that people will go, what! Excuse me! Why are you here? I really did picture all of this and it’s nothing like that of course but I still walked into my first seminar feeling nervous and unsure what to expect and anticipating like I would feel less than everybody else there at some point. Of course it is not like that at all. I’ve never been to a seminar where I felt uncomfortable. It’s not like that and I’ve gone to some amazing seminars. Nonetheless, here is what I do now. Even though I’ve been to seminars, here is what I do now to make myself feel more comfortable. I go to whatever seminar event that I am going to and I look at their photo gallery and then I am like, oh waw! That’s what the room is going to look like, that’s what the people look like. Oh I see, that’s what the stage will look like and then I feel more comfortable as just picturing it makes me feel that much more comfortable and there is a lot of research that shows – the place where you need to perform is kind of where you need to visualize yourself being in and it’s also the place where you need to rehearse. So it’s really great to see it in advance.

Let me give you another example. Today we finally finished negotiating the deal for my husband’s new car. I say we – I mean me. Now most people hate buying and selling cars. I enjoy negotiating for the sale of a vehicle. I love it. It’s what I’ve done since I was young girl. Since I was 13, I’ve loved knowing what true value of a vehicle is, what the market value is, how much it could be resold for, horsepower, engine size, all of those things. I’d love that stuff, I freaking love it. Most people walk into a car dealership and they feel nervous. What most people say that they fear about buying a vehicle is not knowing if they are getting screwed, wondering what the true value of that vehicle is, not knowing much about the process, being unsure if they are actually well informed on the vehicle that they want and all the options. They don’t know if it’s a good price or a bad price. How all of this works.

So step 1. Here is my first step. My first step in helping you feel more confident and you’ve probably already guessed this. More confident in any unfamiliar situation is research. The reason why I freaking love to negotiate the sale of a car or the purchase of a car is research. It’s what makes me feel confident in any situation. Any time I am afraid about doing something that I’ve never done before and I feel like I am going to look like an idiot, I go and I research it. The cool thing is, now we have this like little thing that was invented called Google and you just Google it, right. You just Google it and then you Google it some more and so what do I do? I do my research. So you walk in with your research. All you do is type in – one way you can do if you are buying a vehicle is type in true value. You can look at what cars are selling for in other areas, you can look at best prices, you can look at options and you can Google how to not get taken advantage when buying a new car.

You can Google what is the best percentage rate to expect based on my credit score. Everything you are going to need to know you can Google in advance. No one minds – in fact it puts you in the driver’s seat if you walk in with a little folder and say, I had my research to just start where they should start. They are not going to start with the sticker price. You know, so that’s the best advice I can give you. Let me give you one more example of this. Fitness classes. Whenever I am going to do a brand new workout that I’ve never done before, that’s intimidating. You don’t know what to wear, you don’t know what to expect, you don’t know what the workout is like, you don’t know what the music is like, what time to show up, what do people do before, after, what’s the club look like, what can I expect. Rather than be intimidated by their process, people Google it, read reviews on Yelp, look at videos on Yelp to see what the workout is like.

The more information we have, the more confident we feel. It doesn’t matter what it is. Even if you are going to be meeting people you’ve never met before, you’ve never met them before, so in your head, you start forming these stories. Instead Google their names, look them up, research them and you feel far less intimidated, okay. My #2 tip for you is this. Research is going to make you feel so much more confident about anything and everything from interviews to new events or environments you’ve never been into, trying something new, meeting someone new, experimenting with the new sport, anything you can possibly imagine, everything feels more comfortable when we know what to expect. It’s the fear of the unknown that leaves us with self doubt. It’s the fear of the unknown that makes us assume, everyone else is going to be laughing at us and we are going to feel like an idiot, right?

The #2 thing that you can do aside from research actually follows the #1 step because you need to do your research first, right because with your research, you pretty much know what to expect and then the other thing is to anticipate the worst case scenario. So like let’s assume that you are going to be doing something new and you are in your mind and you are like, okay I’ve done my research. Once you’ve done your research and you still in your mind, you are like yeah I know I’ve done my research but what if this happens, right. What if I walk in there and this guy just says no, I don’t care what’s in your little folder. This is the price for this vehicle and all of your information is wrong. Then you must know in the worst case scenario, all you have to be able to do and write this down is answer this question. What will I do? And so you already know the answer to that because you already know you, right?

So there is a lot of unknowns but once we’ve done all of our research and we know all of the things that there are to know, the only thing that’s left is in a worst case scenario what will I do and rather than avoiding that thought, think it through because it’s probably not going to be happening but it’s great to be prepared for it. I would say expect the very best but be prepared for the worst. And so the way to prepare for the worst is to think about the worst case scenario happening and then go, okay, well, if that happens, there is no unknown because I know me.

I know me like really well and I know what I will do. I will say, thank you so much. We will be leaving now and you walk, you just walk right or let’s say worst case scenario is, you go to take a fitness class and it is so hard. You cannot hang and you are dying. Then you have to know okay, well what’s the worst case scenario. Well the worst case scenario is, I cannot go always hard, I can stop and come back another time and maybe the next time stay a little longer.

If the worst case scenario is in your mind and you’ve thought it through and what will I do and what will that mean? So if the worst case scenario is, you go and take a fitness class and it’s so hard you can’t get through it and everybody else in the class knows what they are doing, that’s the worst case scenario. Right like you are not going to die but let’s just say that happens, well what will you do? You can ease up or you could leave and then what would that say about you? Nothing, it would say at least you tried but what does it say about you if you never try these things that scare you. If you don’t go to seminars because you are intimidated and think that other people are going to like put you up on stage and put a spotlight on you and interrogate you.

What would happen if you don’t walk into a boss’s office and ask for a raise? What does that say about you and how do you feel about yourself if you don’t do these things that you fear because of self doubt. That’s worse if you ask me because none of this stuff is going to kill you and you are going to feel so much more well equipped, well prepared and more confident in every freaking situation if you just do your research and then after you are looking at all your research and trust me, any unknown piece of information you think you don’t know the answer to, it’s still on Google. You can find it or you can find someone who’s been and you can ask them, right and so then once you know what you are going to do, you are like, okay I guess I will probably survive this and you will and you will and that’s what I want you to do.

Well don’t confuse excitement with nervousness because they feel very similar. So a lot of times, people are actually excited about something and they think it’s nervousness when really what they are feeling is excited anticipation like kind of the way kids feel before they walk downstairs to see what Santa Claus left them, right. So that’s excited anticipation and it feels very similar to nervousness.

Well, think about it. If you were to peak downstairs before everybody woke up and take a look and you could see what Santa Claus brought you, even your excited anticipation would lower. So take a peek at what’s right around the corner so that you don’t get nervous and then again, don’t be afraid of thinking through the worst possible case scenario and asking yourself, okay in the unlikely event this could actually happen, what would I do about it and that’s what you are going to do.

So I challenge you to tell me what it is you are going to do for this week. This episode has been sponsored by courageousconfidenceclub.com, it’s a club that I have created specifically to help people who struggle with confidence and insecurities in social settings and just standing up for themselves being yourself and feeling good about it. All of us could benefit from having more confidence. I’d love for you to just experience a taste of it. So please be my guest by going to chalenejohnson.com/confidencetips, now if you don’t feel like writing that web address down remembering to go there later, all you have to do is while you are listening from your phone, send me a text message. The number is 949-565-4337 and that is for US residents. Then just send me the word confidence and I will send you access to this video. This video will help you to eliminate self doubt and just feel more confident in any situation whether its work or personal or just your social interactions.

Every one of us can benefit from having more confidence. There you will submit your email address and I will immediately send to your inbox my latest training video where I teach you step by step how to feel more confident in just about any social setting. I think you will find this incredibly useful whether it’s business or personal or just in your every day interactions. Confidence is something that makes life easier. It helps you to raise more confident, self-efficient children. It allows us to speak our mind, to stand up for ourselves, to do the things that otherwise we are paralyzed by fear and we just allow our own thoughts to stop us.

By learning how to overcome self-doubt and fear of success, you can become that confident person that others are attracted to, the person you want to be, the person you deserve to be, the person you know is inside of you. So thank you for checking out my free tools by going to chalenejohnson.com/confidencetips.