

## Be confident not cocky

Everything you do should be done in pure **confidence**. Move with not against the crowds of the world. Do not be afraid of them, they are your peers and are whom you shall make your connections and network with. Seek those who share your desire to succeed, goals, etc. when asking questions and giving an answer you should do so confidently. Do not stumble over words, use filler words like *um*, pause too long, use stall tactics by asking a question in response of a question being asked of you or seem as though you are unsure of your answer. **Be certain, sure and confident when having a conversation with others:**

- 1). **Be confident when you say yes**
- 2). **Be confident when you say no.**
- 3). **Say what you mean/mean what you say.**
- 4). **Say things clear, right and even the first time you say it.**
- 5). **Never wonder if what you said was the correct response.**
- 6). **Never interrupt the individual you are having a conversation with.**
- 7). **Be a good listener**
- 8). **Listen intently so you can give the best response.**
- 9). **Do not get angry, tongue-tied or complex.**
- 10). **Always maintain an even level tone when you are talking (when speaking with family, friends, neighbor, companion, garbage collector or the president).**
- 11). **Do not use big words you are uncomfortable with using, know the meaning of or can not spell.**

A smile or pleasant look is a sure sign of a confident individual. Confidence rules, especially when leaving home. You should always be well groomed and neat, whether you are doing something as simple as changing out a light bulb or having a simple conversation with a stranger. First appearances matter the most and a great deal can be said about a person who keeps themselves together. Always step out of the house as if every day is the first day you expect to achieve greatness.

An **overconfident and arrogant** individual will always show his eagerness to fail and

will always be looked upon in that sense. This type of arrogance can keep you from reaching goals and networking with those individuals who may very well be interested in mentoring and assisting you in achieving your desired goals but that sort of attitude will certainly keep them from wanting to do so. You do not want these types of doors locked on you. You should always want them opened instead. In the end if you walk the road of a cocky and arrogant individual not only will other individuals not want to be around you, you may very well not want to be around yourself. How confident is that?