

Self-Confidence Building Chart

(1) I know that I have the ability to accomplish all that I undertake - that to succeed I only have to follow this belief in myself with vigorous, aggressive action! I WILL FOLLOW IT!

(2) I realize that my thoughts reproduce themselves in the material, physical state, therefore I will concentrate upon the daily task of drawing the mental picture of the person I intend to be, and of transforming this picture into reality.

(3) I am studying Life and Salesmanship with the firm intention of mastering the fundamentals and principles through which I may attract to me the desirable things of life. Through this study I am becoming more self-reliant, more cheerful, more sympathetic with my fellow men and stronger both mentally and physically. I am learning to smile the smile that plays upon the heart as well as upon the lips.

(4) I am mastering overpowering the habit of starting something that I do not finish! From this time forward I will first plan all that I wish to do, making a clear mental picture of it, and then I will let nothing interfere with my plans until they have been developed into reality.

(5) I have clearly mapped out and planned the work that I intend to follow for the ensuing five years. I have set a price upon my services for each of these five years - a price that I INTEND TO COMMAND THROUGH STRICT APPLICATION OF THE PRINCIPLE OF EFFICIENT, SATISFACTORY SERVICE.

(6) I fully realize that GENUINE SUCCESS will come only through strict application of the "Golden Rule" principle. I will therefore engage in no transaction which does not benefit alike all who participate with me. I will succeed by attracting to me the forces that I wish to use. I will induce others to serve me because of my willingness to serve them. I will gain the friendship of my fellow men because of my kindness and my willingness to be a friend. I will eliminate from my mind FEAR by developing in its place COURAGE. I will eliminate skepticism by developing FAITH. I will eliminate skepticism by developing FAITH. I will eliminate hatred and cynicism by developing love for humanity.

(7) I will learn to stand upon my feet and express myself in clear, concise, and simple language, and to speak with force and enthusiasm, in a manner that will carry conviction. I will cause others to become interested in me because I will first become interested in them. I will eliminate SELFISHNESS and develop in its place the spirit of SERVICE, as taught by the George Washington Institute.

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