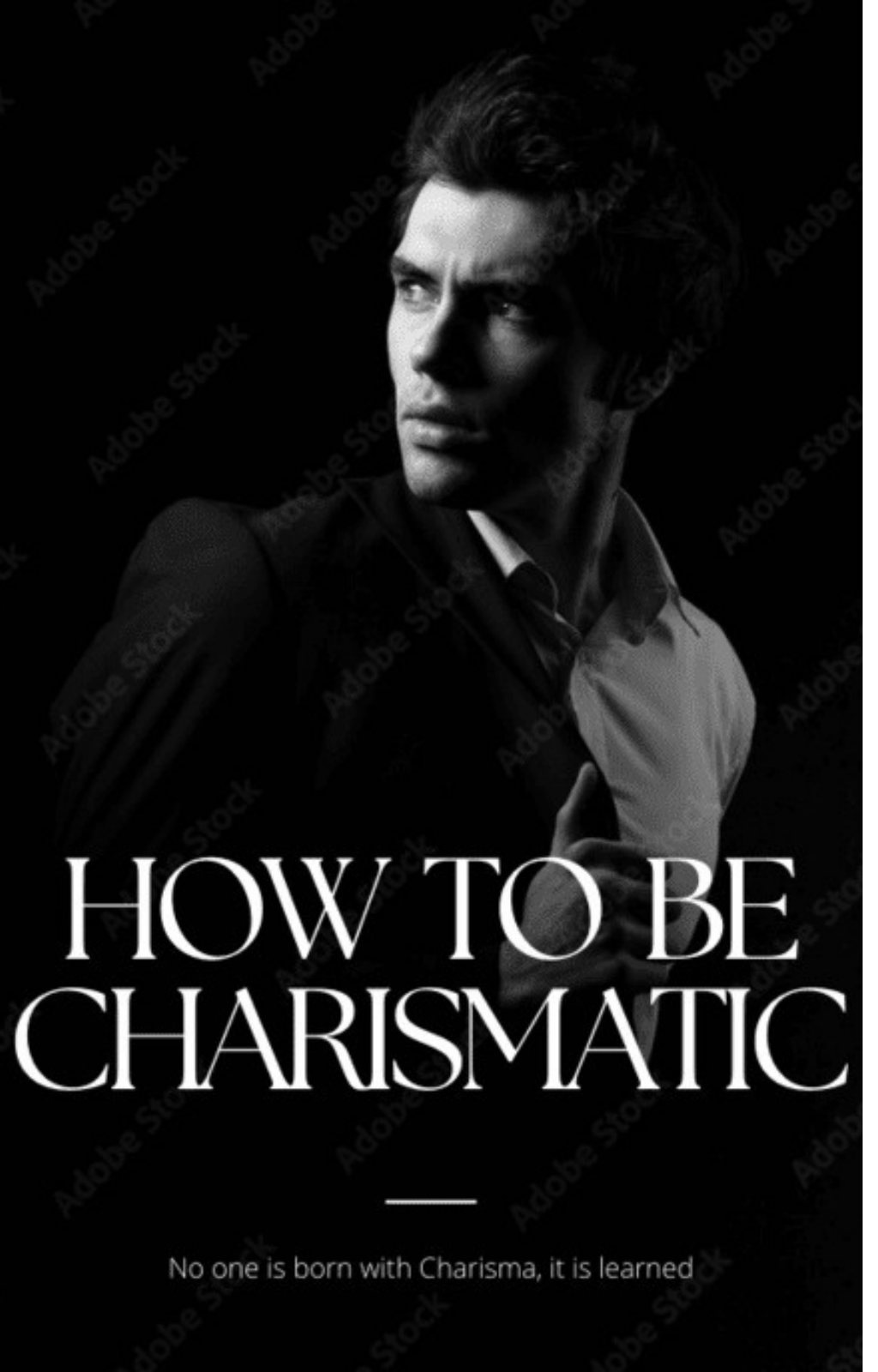




HOW TO BE CHARISMATIC

No one is born with Charisma, it is learned

**THE COMPACT
GUIDE TO
CHARISMA,
CONFIDENCE,
AND BEING
WELL-LIKED**

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Opening thanks

I'm delighted you're engaging with this eBook because it signifies two remarkable circumstances. Firstly, you're either a loyal devotee of Self Stairway or someone who genuinely values you, demonstrating their care by sharing this with you. Secondly, it implies you're prepared to take the initial plunge towards enhanced self-assurance, charisma, and widespread admiration.

Absolutely, as the title proclaims, you're on the cusp of an extraordinary transformation. Your previously held beliefs will be shattered, giving way to fresh perspectives. By the time you complete this journey, you'll feel substantially superior to how you did at the outset. As you delve into these pages, I encourage you to maintain a critical eye, but avoid becoming entrenched in negative skepticism. Refrain from plugging your ears and chanting "La la la la" simply because you find something disagreeable. On the contrary, embrace the opportunity to learn and grow.

THIS EBOOK ISN'T FOR EVERYONE

I shall be forthright and assert that this eBook is not intended for every individual. There are no absolutes, and I'm not going to proclaim that this is the definitive guide to personal growth. If you're firmly convinced that confidence and charisma are solely the domain of a select few who were serendipitously bestowed with these qualities at birth, then I'll provide you with compelling examples to refute that notion. However, if you're adamantly entrenched in this misconception, impervious to evidence, then proceeding with this eBook would be an exercise in futility.

Absolutely right. This eBook is not meant for individuals who view charisma as a mere tool for manipulation. While it's true that charisma can be utilized for nefarious purposes, as exemplified by the atrocities committed by figures like Hitler, it's far from being an exclusively malevolent force. (Rest assured, my intention is not to nurture the rise of any future despots.)

This eBook is also not geared towards those who habitually consume article after article without translating their newfound knowledge into practical action. It's easy to delude ourselves into believing we're making progress solely by reading, but genuine growth necessitates translating insights into tangible endeavors. This eBook aims to enhance your life, but you must actively implement the concepts presented within it. Merely devouring the text and then retreating to a Netflix marathon with a tub of vanilla ice cream will yield no transformative benefits.

BUT IT IS FOR YOU IF...

Indeed, this eBook is tailor-made for individuals who find themselves perplexed by the enigmatic aura of charisma, yet are eager to embrace new perspectives and cultivate their own magnetic presence.

If you resonate with feelings of invisibility, self-doubt, and an ardent desire to decipher the mindset and behaviors that underpin true confidence, then this guide is your gateway to personal transformation. It delves beyond mere theoretical concepts, offering a wealth of practical strategies and actionable steps to empower you to embody the very attributes you admire in others.

So, if you're ready to shed your insecurities and step into the spotlight with renewed self-assurance, this eBook is your indispensable companion. Embark on this transformative journey, and you'll soon discover the charisma that lies dormant within you, ready to be unleashed upon the world.

WHAT THIS EBOOK WILL DO FOR YOU

Certainly, before plunging into the core elements of this eBook, it's crucial to establish a clear understanding of the transformative journey that awaits.

Upon completing this guided exploration, you'll find yourself equipped with a profound realization: charisma and confidence are not innate traits reserved for a select few; they are skills that can be cultivated and honed through conscious effort.

You'll embark on a quest to unravel the fundamental principles that empower individuals to project an aura of magnetism and self-assuredness. This journey will unveil the hidden obstacles that often impede progress, hindering individuals from fully embracing their charismatic potential.

By gaining valuable insights into how others perceive you, you'll shatter the debilitating self-perceptions that have held you back. This eBook serves as a beacon of hope, illuminating the path towards becoming the confident, charismatic individual you aspire to be.

Demonstrating through compelling case studies the remarkable transformation that is possible when one embraces the power of confidence and charisma.

You'll encounter real-life examples of individuals who have successfully navigated the path from shyness to social adeptness, proving that this transformation is not confined to the realm of fiction. Along the way, you'll discover a treasure trove of practical strategies, actionable tips, and quick hacks that can rapidly bolster your confidence and unlock your charismatic potential. These tried-and-tested methods will equip you with the tools you need to overcome self-doubt and step into the limelight with newfound poise and self-assuredness.

Finally, you'll gain access to a comprehensive roadmap that guides you through the process of cultivating authentic charisma. You'll learn to project an aura of confidence that resonates with others, making you a captivating and engaging force in any social setting.

Here's How This eBook Will Progress

The first chapters will give you a good picture of what to expect before we start working towards actual confidence building.

- 1) We dispel myths and common fears holding you back from potential progress.
- 2) We take a look at examples of confidence and charisma.
- 3) We go over a case study along with a challenge you can join to pump you up and get your toes wet.
- 4) We practice quick hacks you can use for instant confidence boosts.

5) Finally, we learn how to master long-term confidence and charisma.

No hacks. No quick tricks. Learn how to be that confident person you've been longing to become.

Best part is that it will last forever. With that said...

Lets begin
with some
myths to
crack



LET'S CRACK SOME MYTHS

Being charismatic and self-assured work together to increase your likeability. Many people, meanwhile, firmly believe that certain abilities are either innate or acquired. That is a dishonest falsehood.

While it's true that certain people are more likely than others to be charismatic from an early age, you're not alone. You can still learn if you're in your 40s and completely lacking in confidence.

At any age, charisma and confidence are skills that can be developed and honed. But why should you pay attention to this young man of mine? Which "credentials" apply to me? Who am I to argue that these aren't inborn abilities that cannot be taught? Alright, how about a little story?

When I was younger, I was everything that someone thought they would

would characterize as "likeable." I was pretty much socially awkward 95% of the time and invisible the other 5%.

There was a tense stutter at the start and finish of every statement. Even from a distance, people could see that I was engulfed in insecurity and poor self-worth. It was a very bad moment.

Hell, not even one person wanted to eat lunch with me. Has anyone ever picked me to play sports for them? Only when I was the last person to go or when they felt bad.

When I was in high school, I used to perspire profusely on the first day of classes every year. In addition to being anxious about who I would sit next to in class and whether or not I would be liked by everyone, I also had an internal monologue in which I fretted about everything I said and did.

Good times, huh?

You have a total shift when you compare that to who I am now.

These days, I enjoy stepping outside of my comfort zone, whether it's by meeting new people, attempting new things, or just making a fool of myself to make jokes (of course not at the expense of others).

How did I make eye contact earlier? Not present. Right now? I can't fathom having a discussion without it

posture prior to? The Notre Dame Hunchback. Right now? Tall, erect, and self-assured. My spine is much happier these days.

When I was still in school, I could not have imagined raising my hand to ask teachers questions. However, in 2013, I made contact with a number of well-known influencers, like Michael Hyatt, Rand Fishin, Neil Patel, and many more, asking them to assist me in getting my ideal career! That represents a total change in confidence and character. That is absurd. "Cojones," as it were.

My point is that, contrary to what I always believed, confidence is a natural part of who I am.

It takes significant paradigm changes to change the way you think about yourself, the people around you, and the circumstances in which you find yourself.

It also refers to living a fulfilling life that you can strive for. It doesn't imply that you have to give up your interests. It entails building upon what you currently have underway. Don't be scared to draw attention to yourself by raising your voice; confident people don't always need to be boisterous or gregarious. It's not necessary for you to command attention.

One final point to keep in mind. There are moments when charisma isn't "on." Do not be concerned about your times of inactivity; it can be a transition.

Quick Note on Semantics

Don't be confused—I'll be using the terms
"confidence" and "charisma"
interchangeably!

**WHAT IT ALL
LOOKS LIKE**

WHAT IT ALL LOOKS LIKE

This is not how charisma looks: unsure, tense, afraid of other people's opinions, etc.

Could you picture James Bond being nervous whenever he walked up to a woman? Imagine him saying to a woman, something like, "Oh, I hope you enjoyed sleeping with me."

Nope, not possible. Our perception of him as the personification of charisma and confidence is too deeply ingrained. He would straighten his gait, meet her gaze, and unleash his allure. He would not inquire if she appreciated his company after they completed their activities. No, he's aware that she did.

Yes, he is handsome, but what really draws people in and gives them nonverbal clues that his life is in order are his magnetic qualities. That female

Let's discuss science.

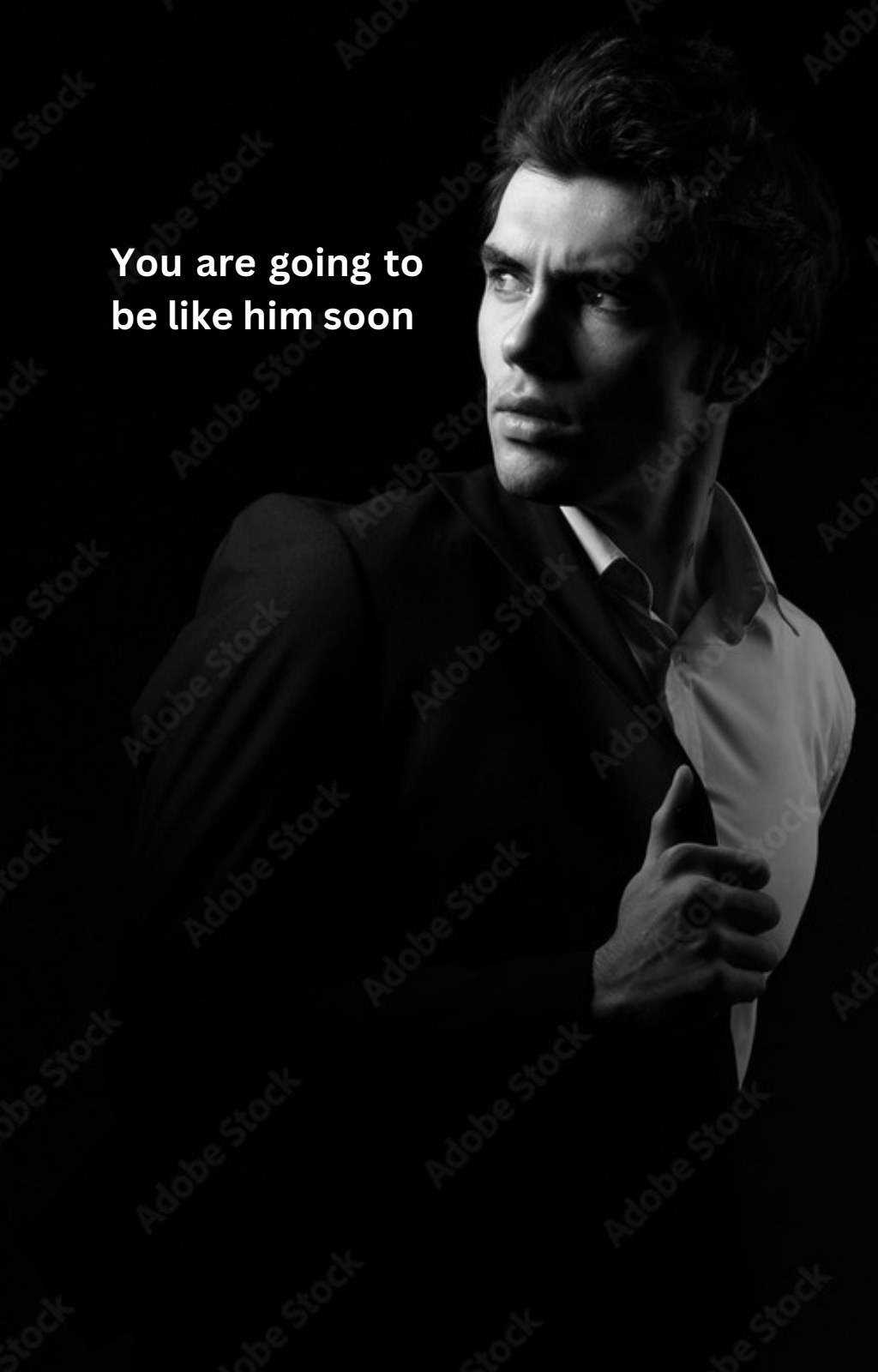
The Halo Effect, which affects how we perceive confident people, is a factor in this.

When we first meet or see someone, we only have a limited quantity of information with which to judge them.

When the feedback we receive is favourable, our minds will inevitably draw conclusions about them.

Therefore, I would likewise think that James Bond has his entire life together if I saw him in person and he was wearing a perfectly made suit, strolling with his head held high, and appeared to know precisely where he needed to be. Perhaps I would presume that he has a stunning wife. He must have some fascinating tales.

**You are going to
be like him soon**



On the other hand, I would find James Bond to be a little off-putting if I saw him dressed in rags, strolling with his shoulders to his ears, and dragging his feet.

I like to imagine that James Bond is how I appear and feel most of the time.

But this is what was going through my mind most of the time until I reached this level of confidence: "Oh my god, these people are staring at me." It seems like they are making fun of me.

I can't believe I get to say this next. What if my pronunciation of "Algernon" offends someone?

"My goodness, that girl is stunning. What if she believes I'm a complete failure?"

Observe what transpires there. Without anything happening, I was making assumptions and feeding them to myself. Do you believe James Bond engages in that?

Because I felt unworthy, I undervalued myself.

You will need to rewire your self-perception if you wish to develop self-confidence. How you see yourself has a big impact on how confident you can become. Those that don't think this are usually the ones who haven't changed their perspectives yet.

You will be made or broken by your thinking. Your "form" will collapse on days when you find yourself in a bad mood, even if you are confident to the fullest extent possible.

I might not be "feeling it" or desire to socialise on certain days. I'm starting to feel less confident. No, I don't start dodging stares and backing away from people right away.

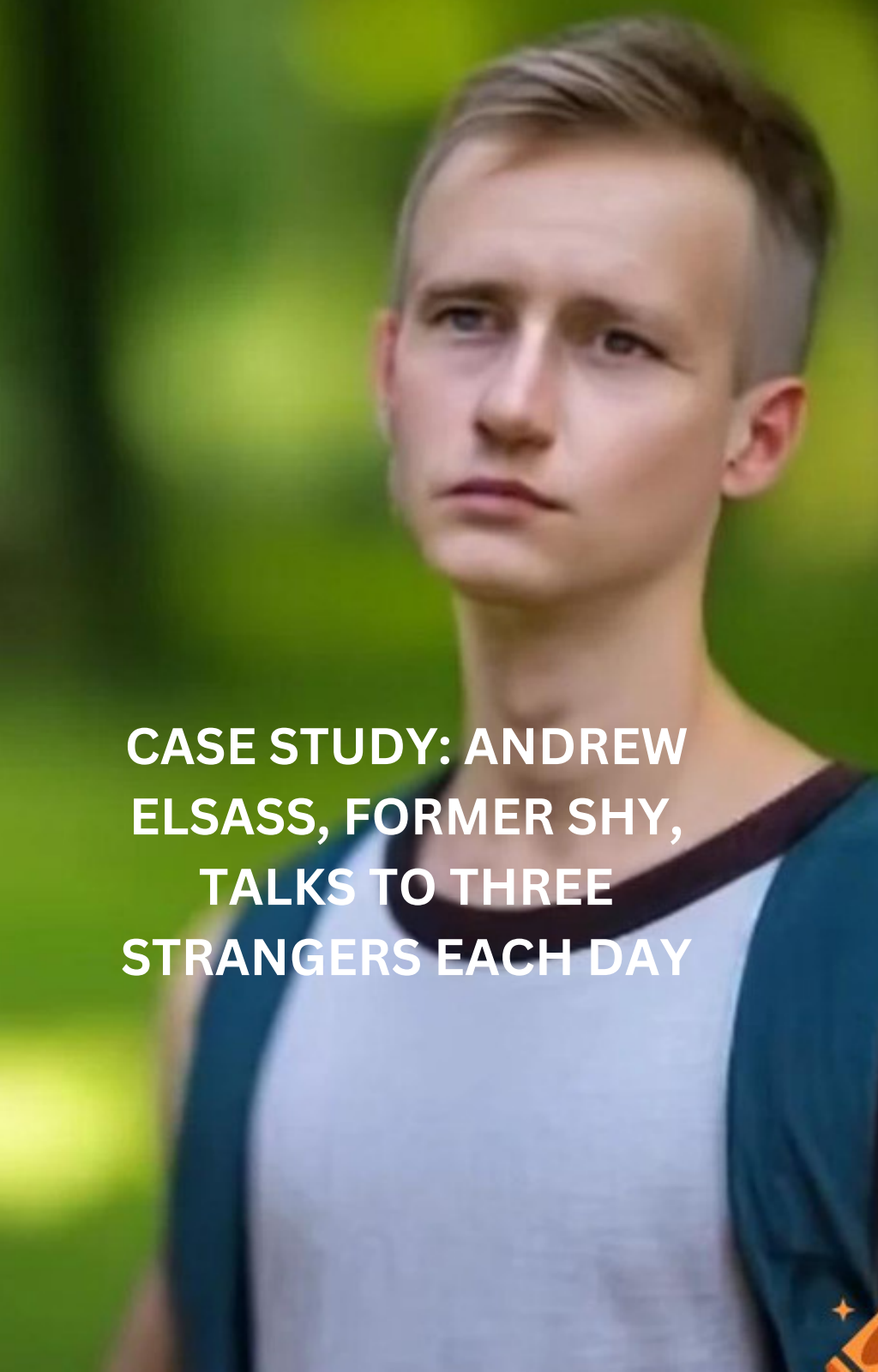
Viewers are unable to discern what is happening. I am aware, though, that I am not at my best, James Bond-like ability. I'll just mention it briefly here rather than spend an entire chapter on it:

Remain focused on your happier, more upbeat thoughts. I can lose my appeal sometimes when I forget this, yet

I would advise everyone to set a daily goal of conversing with three strangers at the absolute least. You'll get some practice interacting with people, obtain insightful knowledge about human behaviour, and have the chance to venture outside your comfort zone.

During my first semester of school, I performed this every single day. It was enjoyable, and I made some new friends.

I would like to present you to another person who carried out the identical task using a more statistical and scientific method.



**CASE STUDY: ANDREW
ELSASS, FORMER SHY,
TALKS TO THREE
STRANGERS EACH DAY**



CASE STUDY:

ANDREW ELSASS, FORMER SHY, TALKS TO THREE STRANGERS EACH DAY

Imagine being so confident that you could strike up a conversation with any stranger without concern about what other people would think. More importantly, do you think someone who is insecure, shy, and socially awkward could defy expectations and become outgoing?

HOW IT ALL APPEARS

A Short Guide to Charm. Self-assurance and Be Ke

When it comes to talking, be it to a buddy or a stranger.

Most people find it difficult to know what to say and how to read other people's reactions. Usually, it just takes these two things to fully put someone off to the concept of interacting with others.

What about those who genuinely want to go out there and develop their interpersonal skills? Is it feasible to go from never having struck up a conversation to

Meet Andrew Elsass

Self-described shy from Springboro, Ohio, Andrew Elsass believed that life had dealt him a horrible hand as he was never able to overcome his fears and improve his social life.

Meaningful relationships are uncommon and challenging to find, while most people don't give it much thought. It dawned on him that he had no idea how to meet new people and form friendships.

Following his graduation from college, Andrew discovered that, because he was in an almost forced social setting, socialising was much simpler in school. Individuals lead their own lives outside from the system,

He didn't have many close pals, although he did make some casual friendships with his fellow Norkers in between jobs. Rather than pouting and accepting things as they were, Andrew started trying to make himself feel at ease in social situations.

He acknowledges that he was preoccupied with fitting in and didn't know why he wasn't more gregarious than other people. Andrew was resentful and placed the blame elsewhere, thereby clearing himself of any wrongdoing.

Seeing a glimpse of his old self in Andrew, his friend made the decision to support him by bringing him to the pickup scene, which promotes socialising with individuals you find attractive.

He believed that he was still the same person he was three years before, even after dabbling in pickup. The awkwardness persisted throughout.

But instead of giving up, he made the decision to set aside time for deliberate self-improvement. He devised a strategy to push himself beyond his comfort zone, wondering what would happen if he held himself accountable.

Andrew's Transformational Experiment

He would have to converse with at least three strangers every day for 30 days. Andrew went above and above by meticulously recording every social encounter and storing the results in spreadsheets, which are all accessible for download at the conclusion of this case study.

Andrew believes that 99% of the 118 persons he spoke with over the course of the one-month experiment were friendly. Only two people said "hi" and then turned away, ignoring him.

Most people's primary worry when approaching or conversing with strangers is their fear of being shunned or perceived as weird.

Andrew spoke with 118 individuals. Out of all those, a mere 1% had the unfavourable response that everyone is afraid about.

The handful that were turned off by it probably weren't very nice people anyhow, or they were simply having a rough day. There are people who actually detest interacting with others. Sometimes the timing might just be off.

When I questioned Andrew about the takeaways from the 30-day trial, he shared a number of fascinating insights.

Lessons Learned and Misconceptions Broken

The hardest thing he discovered was how difficult it is to strike up a conversation with a stranger. He believed that he would have to make himself go to bars and put up with dull, surface-level chats.

He quickly discovered that engaging in conversation with strangers might occur anyplace and that these exchanges were frequently fascinating.

"Everywhere you go, people are there," adds the man.

People become caught trying to think of the ideal opportunity to strike up a conversation with a stranger. There are moments when you should absolutely leave someone alone, like when they're reading a book and listening to headphones.

We lose out because we're not used to conversing with strangers. You must develop the ability to identify these opportunities.

According to Andrew, you eventually get the hang of determining whether or not someone is busy. For instance, people would be amenable to nice company if they were passing the time on their phone. But if someone is waiting on someone else, you should normally avoid interfering.

He underlined how crucial it is to move forward without hesitation since the tougher something is the more you consider it and the more time that goes by. If you let your mind wander, it will continue to produce excuses.

Repetition is another topic Andrew covers. You get more at ease and realise that people aren't put off by impromptu conversation the more strangers you converse with.

He asked a thought-provoking question: "If you were in their position, would you be annoyed?" This is something that everyone who is having trouble approaching people should consider.

I have never experienced harassment from someone approaching me without cause. People will be friendly if you're not yelling, thrashing your arms, or acting disrespectfully.

Additionally, Andrew came to the realisation that many people feel lonely and long to interact with others but lack the courage to do so. Assume if everyone in your neighbourhood was trying to talk to you but was unable to muster the guts. You also belong to that group.

He suggests, "Speak with everyone."

That extends beyond individuals that pique your interest physically. Talk to people while standing in queue. Talk briefly with the cashier. Give a nod and a grin as you greet someone. It increases your comfort level and makes you realise how simple it is. Talk to both males and females.

I requested Andrew to provide some brief advice for scanners looking for quick, useful conversational hints, and he did.

1. Look for reference points:

As you practise enough, you'll be able to identify allusions from earlier conversations that you can easily build upon. For instance, if you've already had five conversations regarding travel, you can recall the topics you covered in those earlier exchanges when the subject comes up.

2. You'll always have anxiety:

Even after you've been doing something for a while, there will always be a mental block at the back of your mind. Simply learn to disregard it and proceed with the initiation.

3. The more you do it the more you chip away from that wall:

Recall all the occasions when you felt uncomfortable approaching someone and thought they were strange. Consider how you assumed YOU were the one who made a mistake and didn't think they were strange.

I questioned Andrew about how many close friends he had established from speaking with more than 100 people.

In response, he said, "Mostly it wasn't the goal, but it taught the importance of how difficult it is to make genuine friends." While he didn't anticipate making a new close friend, he did point out that making yourself feel at ease in social situations, particularly with strangers, may help you in the long run.

What Do You Say?

When I questioned him about the topics of our conversations, he fortunately wrote everything down! Once more, the data can be downloaded as a spreadsheet and PDF at the conclusion of this case study.

Most individuals find it difficult to know what to say and end up deciding it's best to say nothing at all. Alternatively, people overthink it and sit there attempting to say it just right.

He would usually start a conversation with a simple "Hello, I'm Andrew." There isn't a magic phrase or technique that will make everyone adore you. It is that easy, honestly.

The way something is delivered matters more than the words itself. They will be receptive to you if you approach them and greet them in a cheerful and cordial manner.

We also noticed that people's perceptions of your approach are influenced by the surroundings. In a bar, a simple "hi" conveys confidence. Conversely, if you approach someone in a college or fitness centre, you just seem

He would usually meet people and introduce himself before making an observational remark. Does anyone own any intriguingly coloured shoes? Say something or give them a compliment. Does their demeanour convey fatigue? Perhaps make a joke about being a marathorn.

It's casual enough; you don't have to be incredibly clever. Small chat is effective. Although small chat is disliked by many, it's a great method to start a conversation about anything you desire.

I asked Andrew what advice he would provide to those who find it difficult to approach strangers: just don't linger on the small conversation for too long. Don't give up because his experiment may be adjusted to suit any social skill level and will help you gradually step outside of your comfort zone.

Set an objective to practise making eye contact with people if you find it difficult to just say hello or look them in the eye. Adjust as you proceed. It's not necessary for you to do exactly what Andrew did.

Prior to feeling at ease with 2-3, try speaking with simply one stranger each day. Even ten conversations a day are possible if you so choose.

Do you want a bigger challenge? Begin requesting phone numbers from others.

In addition, Andrew suggests using spreadsheets to monitor development, just as he did. This holds you responsible, demonstrates to you the repercussions of missing a day (a gap on your spreadsheet, for example), and helps you clear your mind so you can monitor your development.

Accountability

Lastly, he said that he used the website stickk to hold himself accountable. This is a great idea that I can easily see working. In essence, you put up a certain amount of money (Andrew contributed \$100), and if you are unable to meet your target, the funds are donated to a charity whose policies you find objectionable.

Additionally, you select the person who serves as the arbiter and has final say over the distribution of funds. When they find out that you didn't meet your target, your money will disappear into the coffers of a whole organisation you detest.

Andrew's one-month experiment was fascinating and provided valuable insight into how easy meeting new people can be. Although he suggests it, you don't have to write everything down on spreadsheets. He was quite thorough.

More Info on Andrew Ellass

Currently employed by the Olympic Movement, Andrew Elsass actively works towards his ultimate aim of becoming a self-employed author. His second novel, *A Confidence Carol*, is scheduled for release in December 2013.

It is a contemporary retelling of a Dickens classic with a coming-of-age theme. At AndrewElsass.com, he also produces articles about productivity, social skills, and all things self-development.

You have no more excuses after reading Andrew's case study if you want to start stepping outside of your comfort zone and picking up conversational skills. Your ability to remain composed and cool will increase with practice. You will become increasingly aware that the voices in your head are false the more individuals you converse with.

THE APPROACH CHALLENGE

Having finished reading Andrew's case study, you're fired up! While Andrew's experiment can be adjusted, I think it would be much simpler if I standardised the task for those who are unsure of where to begin.

This is what I would like you to do. Commence tomorrow by greeting at least one stranger with a "hi." That's it. Just a quick hello!

However, you must extend a handshake, introduce yourself, and get to know their name. Oh, and as you're saying goodbye, remember to repeat it back to them once your talk is ended.

For instance, if you were parting ways, shake their hand one more, look them in the eye, and say, "Nice to meet you, _____."

At the very least, perform all of that for a month without stopping for a total of thirty strangers. You can reach out to multiple people each day, but 30 is the minimum per month.

Notify me by email at vincentnguyen@selfstairway.com that you're accepting the approach challenge! I'll make sure you maintain it for at least a month and keep you on course.

In the future months, I might compile a list of those who have finished The Approach Challenge.

Since I haven't yet taught you how to be confident, you could think I'm insane. I gave you some motivational speeches and examples, and now I'm throwing you into the real world?

Come on, be kind to yourself. Try it at least once beforehand.

QUICK HACKS FOR CONFIDENCE BOOSTS



QUICK HACKS FOR CONFIDENCE BOOSTS

Have you completed the challenge? Alright, let's go straight to the point.

I want to give you some short confidence-boosting ideas you can use right now before we talk about developing long-term confidence. These are more about rapid practicalities and less about mentality.

Move as though you're wearing a cape. This is by far the most inventive and fascinating method for improving posture and becoming aware of your standing position that I have ever heard. Imagine having that incredible body language wherever you go while donning a cape!

Take after the people that inspire you. When I first decided to focus on developing my confidence, I tried to find out who among my acquaintances already possessed it. I examined them to determine what made them unique and

Talk in their vernacular. Don't try to impress others by using jargon or fancy terms. People who they perceive to share common interests or experiences are more likeable and empathetic. Use terms that they are familiar with; avoid seeming like a thesaurus.

Incorporate quiet moments throughout discussions. Nearly everyone finds stillness unsettling. That doesn't imply that it's necessarily a bad thing, only that most people find it difficult to maintain a discussion going. It will appear like you are in charge and at ease if you occasionally stop and let silences. To seem or feel natural, it might require some fine-tuning. Just be calm and allow the silence that occurs in a conversation that you weren't expecting to happen to pass.

As you speak, nod your head. The other individual will unconsciously concur with your points of view. Learn more about mirror neurons. Additionally, grin more frequently. Well, but try not to do this every three seconds otherwise you'll resemble a bobble head.

Play amusing and demanding games for comfort. In the midst of a busy place, lie down (but take care!) In public, give yourself a slap. Request a stranger's phone number! As you beg for the hummer, give yourself a slap! Embrace your creativity and acknowledge that you don't have to be so hard on yourself. Not at you, but with you, the world will laugh.

Make IDGAF your catchphrase. represents the phrase "I don't give a fuck."
You know? I'm not sure. Fearful? I'm not sure. Use it often enough to make it feel organic. Give up

HOW TO LIVE AND BREATHE LONG TERM CONFIDENCE

Let's now focus on developing long-term confidence and laying the groundwork for the lifestyle you desire.

Initially...

1. Working of becoming interesting

Individuals who lead fascinating lives are aware of it. They put this into practice with every stride.

Others find themselves engrossed in their conversations since they are fascinating. They're proud of the amazing work they're doing.

If you believe that you currently have nothing to be proud of, go out there and start making an exciting life for yourself. Discover something fascinating so that you can engage a stranger in conversation about it for an hour.

Are you sick of the way you look and don't want to come across as a fashion blind person? Make a list of the styles you enjoy and start with the fundamentals to find what suits you.

Go home and research everything you find admirable that you don't fully comprehend or know about the outside world. Take it apart and learn more about the topic by using free internet resources.

There's not a justification. The most popular learning resources are Google and YouTube, but let me share a third—and my personal favorite—with you. Reddit

There are a tonne of subreddits on Reddit, which are essentially niche-specific categories. For instance, I could visit <http://www.reddit.com/r/malefashionadvice> to learn about men's fashion, as millions of fashion aficionados are eager to help with beginner-related inquiries. Additionally, there are comprehensive guides.

Are you curious about skydiving? There's /r/skydiving to help you out. What about impromptu, commonplace life hacks? /r/lifehacks Do you want to become a better writer? There's probably a space in /r/writing for that. There is definitely a segment for everything. Being aware of your strengths will undoubtedly boost your confidence. Plus, it's much easier to carry on a conversation when you have a broad range of information.

Whoa! You're getting closer to becoming intriguing now.

2. Worship Others

Even people who disagree with Bill Clinton acknowledge that they felt a strong emotional connection to him after meeting him. When they stop to think about it, they see that it's because of the way he ensured that everyone, regardless of size or influence, felt heard and respected.

The fact that he treated common people like royalty is the crucial element.

What else could a person do to instantaneously win your approval?

People that treat you with dignity and respect get your approval almost immediately. Recall that people never forget the feelings you evoke in them.

**Remember their name. Be
interested in their story. Make
them feel good about themselves.**

**Just from reading the first two
lessons you're already further
ahead than most people. Doesn't
that feel great?**

Onward!

3.Remember, Self-Doubt is the Enemy and Indecisiveness is Unattractive

Many of us are clueless about our long-term goals or even what to have for supper tonight.
That is typical.

You won't appear particularly charismatic, though, if you're often second-guessing your choices or waiting for permission from others before acting or speaking.

The air around charismatic people is their own. They will go get what they want, even if it doesn't come at the expense of others.

Take the initiative and start making decisions. Select any option if it's not a life-or-death situation—which most aren't.

Does it really matter if someone is let down? If they had any preferences, they ought to have voiced them. That doesn't mean you should have spoken up. If you are the only one left to make a decision, then you will have to, therefore don't let your fear of disappointing others stop you.

4. Watch Yo' Body

You've probably heard about this previously if you've been following my writings on confidence. Others interpret your body language and other nonverbal clues differently.

Regardless of what you say, if your body language doesn't match your words, others will unconsciously judge you or think less of you.

Communication consists of 55% spoken words, 38% tone of voice, and 7% body language, depending on the situation. Although these percentages aren't exact, nonverbal cues are how most conversations are conducted.

Do you recall your parents telling you not to slouch?

There is a valid explanation for that, and I'm not simply referring to the issues with your spine's health.

Imagine someone with his neck cocked towards the computer screen, slumped over. Picture this guy at the pub or even just waiting in queue at Starbucks to get a drink. What do you think of this guy right away? most likely stays indoors a lot, not interacting with others, right?

We just have a few seconds, sometimes even fewer, to form an opinion on them, which sounds really cruel to say. What criteria do we use? The only clues are how they carry themselves and occasionally their body language.

Imagine now a man or lady with their shoulders back and standing tall. Better still, picture Oprah Winfrey, Neil Patrick Harris, or James Bond. We can't resist thinking

Consider this. The management of the company where you are applying to work informs you that you will be interacting with people on a daily basis.

When customers are in your store, they want you to be able to strike up a discussion and make them feel good about themselves. As you sit in the waiting area, you turn to glance over your right shoulder. One of them is sitting quite tall and grinning. He's striking up a conversation in a soothing tone with the secretary.

Meanwhile, the secretary calls your name up from the clipboard as you're bent over, tapping your legs, flushed in the face, and barely able to say "Here."

Put yourself in the position of the hiring manager now. You exit to enter the waiting area.

Looking at the two persons in the room, you've probably already decided that you need someone with people skills. The hiring manager subconsciously (and quite correctly) assumes that the candidate who is smiling and sitting straight would get along better with others.

Whenever possible, remind yourself to keep your posture correct. It will appear at some point.

It's better late than never.

Poor Posture



Good Posture



Poor Posture



5. Discomfort Should Become Comfortable (Or Invisible)

How recently have you found yourself saying "Awkward.." aloud in an awkward situation? That was something I used to do all the time when I was nervous and needed to express myself. It's arguable whether or not the circumstances were truly embarrassing.

You have to come to a realisation when faced with an uncomfortable scenario. On the outside, people only see what you want them to see.

I get compliments on my "natural" public speaking abilities all the time.

They compliment me on my confidence and sense of style. They say, "It must be natural."

No, I just make an effort to conceal it. Something that requires time to become familiar with

I joined an improv class lately, and to be honest, I was the poorest performer. Despite my extreme discomfort at the thought of going on stage, I would always be among the first to volunteer whenever they called for volunteers.

Enrol in improv lessons and make yourself walk on stage when they call for volunteers if you truly want to feel uneasy. In the worst case scenario, you'll meet wonderful individuals and manage to leave the house.

You'll get more adept at controlling yourself in awkward situations the more you put yourself in them.

The term "voluntary discomfort" describes it.

6. Never Look for Validation

It's not necessary to brag to others about your successes in order to impress them. People who exude confidence communicate their feelings to others through their demeanour.

Words are not important.

As previously stated, individuals will form their own opinions about you. They will realise how insecure you truly are if you force things down their throats about how great you are. You're looking for approval.

Bond is aware of his coolness. Bill Clinton is aware of his charm. Oprah is aware of her position as the world's most powerful woman. They don't all need to comment on it.

People who dislike you won't affect you nearly as much when you give up trying to win their approval. It will happen one day that you run into someone who doesn't like you. Whoever you are, you will have adversaries.

Isn't part of it due to jealousy, which is actually beyond your control,?
Regarding validation, Stephen Guise made an excellent point. "Kobe Bryant is more confident than a nervous little kid because he knows exactly who he is and what he does, while the child needs validation."

Never again seek approval from others. You are the cutest thing ever.
The bee's knees and any other corny expression that comes to mind.

A horse's neigh? Yes, exactly!

SIDE-EFFECTS OF CHARISMA AND CONFIDENCE

Charm and confidence are wonderful, but there are certain unintended consequences to be mindful of.

The Charisma Myth's author, Olivia Fox Cabane, lists a few crucial cautions and adverse consequences that you should be aware of.

Nothing dangerous, so don't worry. Please remember that.

1. Others Will Envy You

When you dominate the air you're bound to make others jealous.

The extra attention, the clear favor others give you, all these things will be clear to an insecure individual who is prone to notice these things. You'll make a few enemies that you don't recall ever wronging and there's not much you can do if they're 100% opposed to you.

Remind yourself that it wasn't your fault when it occurs. You're probably well aware that insecurity is rife. Different reactions are given by different persons. For some, it entails not loving the very being they aspire to be more like. Though that won't always be the case, don't look to mend things or place the blame on yourself when it does.

2. You can be wrong and others will still side with you

Because of your persuasiveness, you will unintentionally persuade people that you are correct even when you are incorrect. Your charm will often cause people to support you. People will instantly assume you're right, even though it won't be your fault because you didn't realise you're wrong.

3.It's Lonely at the Top

Few persons have the aforementioned characteristics. You'll come to appreciate your distinct opinions and start to miss interacting with like-minded individuals.

It won't be found very often. At the summit, loneliness is possible.

4.You'll Want to "Fix" Others

You will want to impart your expertise on confidence after you have it all figured out. You may feel compelled to offer advice on how to resolve someone else's concerns when you observe them experiencing the same problems.

The problem is that people don't always heed other people's counsel. It feels like you're being told you're incorrect when someone tells you to change. Nobody likes to be incorrect.

Sometimes, people have to come to their own realisation that they need to change. In the same way that you choose to read this eBook. Perhaps it was recommended to you, but you chose to pick it up and read it on your own volition.

That's not that horrible, is it? In my opinion, the drawbacks outweigh the advantages.

SUMMARY AND FINAL TAKEAWAYS

1. Not all people with confidence are "naturals." It can be learned and developed.
2. Utilise The Halo Effect to your advantage.
3. You might be able to duplicate Andrew's experiment.
4. If you complete The Approach Challenge for a month, you will get a lot of insight into human communication.
5. Stride as though you're wearing a cape.
6. Engage in eye contact exercises.
7. Incorporate quiet periods into dialogue

8. Don't be a thesaurus and speak their language.

9. Give a nod of approval while speaking.

10. Engage in comfortable but goofy games

11. Look for mentors.

12. People with charisma are fascinating and self-assured.

13. They honour other people.

14. They have no self-doubt.

15. They are aware of others' and their own body language.

16. Uncomfortable is cosy.

17. They don't seek approval.

18. There are repercussions for charm.

Prior to diving into the "About the Author," let me express my gratitude for taking the time to read this eBook. Please feel free to forward this to anyone you believe could find it useful.

I do caution you, though, that receiving a book on building confidence can come across as patronising, as it implies that you are in need of this. You don't have this. Find a delicate method to communicate it to them without coming across as disrespectful.

**Such a long but amazing
journey you have completed**

**I am proud of you that you
decided to invest your time in
knowledge than to waste it on
social media watching useless
content**