



7 CONFIDENCE HACKS INTROVERT ENTREPRENEURS

Welcome!

CONFIDENCE BEGINS HERE

Hello and congratulations on taking a step towards your future!

The fact that you're reading this guide means that some part of you is driven to achieve more. You may have ambitions of more income, having a stellar team within your business, and reaching new heights with your success...and you're about to discover this guide is a big step towards all of that!



Now that's exciting...isn't it?

My name is Joseph James Sova and I have more than two decades of experience helping & coaching entrepreneurs in areas like confidence, communication, leadership, and more.

As an entrepreneur myself, what I discuss here and with my coaching clients isn't just theory or regurgitated knowledge from a book. I've lived it, I've used it, and I've applied everything we cover to bring myself past my own limits and into reaching the next level...and if you choose to, you can do the same!

If you're someone who is driven and ambitious, if you value growth, and if you are willing to learn and try new things...then this is for you!

Let's get started!

Joseph James Sova

HACK # 1

EMBRACE YOUR SUPERPOWER

Have you realized yet that as an entrepreneur, you are already doing something that most people do NOT have the courage to do?

You already know the vast majority of people are working a 9-5 for someone else. YOU have a different mentality. YOU are a natural leader simply by being ambitious, driven, and making things on your own as an entrepreneur!



That is a superpower!

And as an introvert, you'll find that it's important to understand that there's nothing wrong with you! One of the biggest obstacles introverts face is thinking they need to be "more outgoing" or that they need to become an extrovert. When you reframe that belief from "I need to change" to "Being an introvert is an advantage" you get to stand boldly and confidently in your own self.

For example, introverts are typically very good listeners which is critical in a leadership role. From a confidence stand point, you can trust yourself to take in ALL the relevant information before making any decisions. This can be a huge game changer once you realize and embrace how important your skills and traits are! And that's when you feel more CONFIDENT!

Consider this...well known success stories such as Bill Gates, Albert Einstein, and Oprah Winfrey all considered themselves as natural introverts! It may be starting to become clear that YOU have the power!

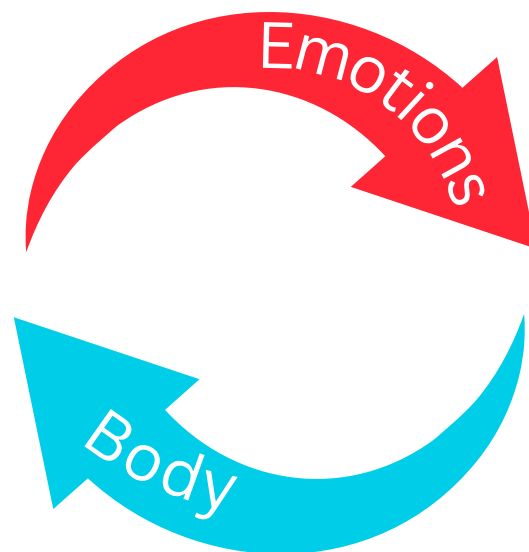
HACK #2

BODY LANGUAGE

You may have heard that 93% of communication is non-verbal. Things like posture, gestures, facial expressions...they all are telling a story! Body language is a silent language that communicates how you feel inside and how others perceive you.

Your body language can often reflect your emotional state. For example, if you're feeling confident, you might stand tall, shoulders back, and walk with a solid intent. Or if you're feeling unsure and anxious, you might have slumped shoulders and be fidgeting. These are outward displays of your internal emotions.

The beauty of this is that it's a two way street. Research has demonstrated the body reflects your emotions AND your emotions are reflected with your body. So if feeling confident can cause you to stand tall, then when you stand tall you can FEEL confident! Simply by changing your body language you can change your internal emotions...and this includes feeling confident!



HACK #3

YOU CAN'T “HAVE” CONFIDENCE

If you're like most people, you just read that last sentence and may have thought “Wait, what? That doesn't make sense...of course you can HAVE confidence!”

Here's the thing most people don't realize...confidence isn't a tangible object you can “have.” It's not like you keep confidence in a bucket for when you need it. Because confidence is not a thing...it's a FEELING!

And you can control when and where you have certain feelings. You can decide to FEEL confident anytime you want. Just like actors can bring out sadness, joy, or other emotions on cue, you too can BE confident whenever you choose!



HACK #4

PAST EXPERIENCE

So now that you know confidence is a FEELING, you may be wondering how you can tap into that resource, am I right?

Let's start here: Have you ever heard a song playing and it reminded you of time such as being in high school or maybe your college days? That past memory brings out a FEELING like you are actually your younger self again! And that's pretty cool



So you can do the same to bring back CONFIDENCE...think of a time in your past where you felt totally and completely CONFIDENT. Go there in your mind - see what you saw, hear what you heard, and FEEL what you felt at that time. You likely feel the confidence from that past experience when you REALLY tap into those past senses. It's like magic...confidence on-demand!

Bonus Section:

The entrepreneurs in my coaching programs usually say that I always over deliver... so here's a bonus related to this concept for you!

You may be thinking, "That sounds great, but how can I go back to a past time when I was confident if I've NEVER felt confident before?"

Great question! And here's the important thing to notice...you DO have confidence at certain things. For example, think about tying your shoes. If your shoe became untied, would you be confident that you could re-tie it?

You may not notice the confidence in that moment, but when you get into the moment it is there. And you can use any other example in your own life if you don't have a big moment of confidence in your past. It's easy to see how you have confidence especially in the "little" things of your daily life, isn't it?

HACK #5

LET GO

A lot of people struggle to feel confident because they are afraid of what could go wrong or they'll mess something up. And that's exactly what keeps them stuck in NOT feeling confident!

To get past that mental block, it may be best to consider an alternative viewpoint. It's not about being "right" or doing it perfectly, it's about learning from experience. And if that experience doesn't go the way planned, you can use that information for the next time!

Entrepreneurship, and life in general, is more like a science experiment than a spelling test. There are no "right" or "wrong" ways of doing things. Only ways that worked or didn't work based on what was attempted. As a mentor of mine says, it's either win or LEARN.

So you'll find letting go of perfect will lead you to feeling better and more confident about anything you try.



HACK #6

INFLUENCE & LEAD

As an entrepreneur, you are a natural leader. You're doing things others only dream about!

And with leadership, comes the ability to influence and direct others. Set yourself in situations to lead and your people will follow. This in turn, builds a natural confidence that you ARE making a difference. You ARE a leader ready for more.

Most people go with the flow and let others take charge. Leaders can lead and influence others...which brings with it a natural confidence.

So the question isn't if you have confidence...the question is are you ready to lead?



HACK #7

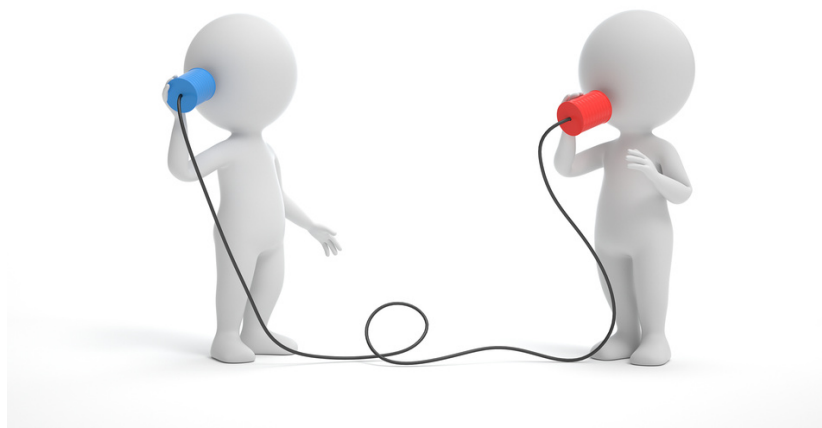
COMMUNICATION

Practicing the art of communication is the most powerful way to build confidence! Imagine clearly explaining what is needed to your team so that all is understood the first time. Think about meeting with a potential new client and clearly articulating the benefits your product/service provides them so they say “yes” on the spot. Consider how important it could be to quiet the inner voice inside your own head that’s keeping you in fear.

All of that and more is possible when you work on your own COMMUNICATION patterns. And when you can communicate effectively, you automatically become confident in your own work and leadership.

Here are the vital areas of communication:

- Business internal communication: How you interact and communicate with your own staff, employees, and members of your team
- Business external communication: How you interact and communicate with prospects, customers, vendors, etc
- Self-Communication: The thoughts and beliefs within our own minds. Often heard as an inner dialogue, this communication can severely limit or quickly propel someone depending on how it is used



BONUS HACK #8

MOST POWERFUL WAYS TO COMMUNICATE

Another bonus coming your way...let's expand on Hack # 7 and explain the most powerful ways to communicate that will bring you more confidence.

You've heard how we are always communicating even if we don't realize it. How we dress, how we stand, the words we say...it all gives information to the outside world and within our own minds.

Below are three areas we can control with our communication in order to get the results we desire...which will build more confidence!

- Tactful - Communicating at the right time, right place, and most effective manner in order to get the outcome desired.
- Intentional - There is a purpose to what, how, and why you are communicating
- Reciprocal - This is the two-way street for communication. You listen to what other party is communicating just as much as you are giving information.

When you are tactful, intentional, and reciprocal with your communication, you can be CONFIDENT in everything you are saying.



READY FOR MORE?

As you have noticed, confidence starts within you!

And as you practice these 8 Hacks described, you may start to find a change in yourself that you didn't notice before!

Remember, the common thread with confidence is understanding your own beliefs and values around the situation you are in.

In addition, you'll find that practicing and mastering the Art of Communication can take an uncertain, shy, introvert and transform them into a Next Level Leader!

After you read this, you'll want to visit www.josephjamessova.com to get more resources for your business and your life.

To your success!

Joseph James Sova

