



PRESTIGE

BUSINESS

# CONFIDENT SUCCESS

WHAT POWERS THAT PERSON WHO WALKS INTO A ROOM AND JUST EXUDES BUCKETS FULL OF CONFIDENCE? CHRIS BUCHANAN SPOKE TO **DR JOHN DEMARTINI** ABOUT TRUE CONFIDENCE WITHIN AND WHERE IT COMES FROM.

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**D**r Demartini immediately excuses himself for repetition but equates confidence with the hierarchy of values a person possesses. "Each person has a set of priorities and a set of values, and when they set goals or intentions that are aligned and congruent with the top values, because they're inspired from within, because they'll embrace pain and pleasure in pursuit of it, they'll increase the probability of achievement." This he says fosters confidence because they do what they say they'll do and get things done. It seems achievement is a prime source of confidence.

A client of Dr Demartini asked him to provide insight into his lack of confidence in the workplace and the first question asked was, "what are your areas of priority?" His reply was his family took priority and he was happy to tread water in his work to give his family that attention. The answer lay in the balance and placing his work higher up on his set of values which would increase his achievement and inspire confidence.

The key to confidence says Dr Demartini is consistency. He says it takes small steps toward your goals and incrementally building momentum which gains confidence. His illustration was a workshop in which you first learned to draw a geometric shape like a circle. Once you had mastered the circle move on to a square, triangle and

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rectangle. Then combine the shapes into complex geometrical combinations, one step at a time. At the end of the workshop there was increased confidence in being able to master the drawing of the geometrical designs by learning incrementally.

Let's go back to the fellow who walks into a room and exudes all the confidence and charm in the world and immediately garners the envy of his peers. Let's face it, Al Capone personified confidence as did Lolly Jackson and Radovan Krejcir but their confidence shed a veil over their crookedness and shady dealings. Dr Demartini calls it 'cocky vs confident'. "Cocky is an exaggeration of yourself, a puffing up of yourself where you're autocratic and authoritative over people and playing the dominant role. Somebody who's confident doesn't need to do that, they're poised and centred and purposeful." The five Ps: purposeful, patient, prioritised, productive and present.

Then there's the question of anxiety within a confident person, caused by the lack of a particular skill. An example is of a CEO who may lack confidence in public speaking so his communication to shareholders at results presentations might leave a lot to be desired. Dr Demartini cites Richard Branson who runs an empire but whose communication skills are far removed from his management skills. "Richard is not confident on stage talking. He's confident in answering questions, he's confident in getting the job done through people, he's confident in marketing but he's awkward up on stage and that doesn't stop him from reaching his goals." He believes that getting the job done and being confident does not equate to being boisterous, brash and loud.

And then, inevitably, the conversation turns to Donald Trump whose confidence can be interpreted in many ways. Dr Demartini says he's seen Trump being cocky and being confident through a few direct dealings with the man. "I've seen him when he's calm and poised and very present. I've seen him when he's really humble



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and quiet, and with his kids where he's a family man. You need to have enough healthy narcissism to believe you're worth something to be a leader. You've got to believe you have something to say, more so than anybody else. But if you get cocky then the tall poppy syndrome sets in and the cockiness gets attacked, confidence is respected. Donald goes oscillating between confidence and cockiness."

Ultimately when there's an area in your life which you feel lacks confidence you have choices, says Dr Dematini and those choices are raising the value or practising it and developing it, or you can just delegate it and put people in place in the areas

in which you're not strong. Branson's book made the point by saying I don't try to be great at all things, I'm just great at what I'm great at, and the rest I get people around me who are great at what they do – confidence in getting those people around you.

Brand affiliation works in the same way to communicate success by creating a perception that if you drive a premium brand car, wear the watches and clothing and have an education from an Ivy League college you're successful. The brands inspire confidence in the person and contribute to success.

And then there's the scenario where confidence is lost either through

factors beyond control or by a string of bad decisions. Dr Demartrini says loss of confidence always has a source and something has happened in your perception or you actions. He says you need to identify that source and deal with the reason confidence was lost and rebuild it in the same incremental way.

It's true to say that successful people have more confidence than Mr Average but that confidence is built through knuckling down and working on your priorities, it doesn't just happen by nature. Just pay attention to the cocky guy who walks into a room and shows no sign of the three Ps, because the confidence you perceive is built on a foundation of unhealthy narcissism and the nature of a playground bully. 🐼

Dr. John Demartini is a human behaviour specialist, educator, author and the founder of the Demartini Institute.

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# DEMARTINI

Presented by Dr John Demartini: Human Behavioural Specialist, Educator, Author and Business Consultant



## PUBLIC TALK: THE 5 SECRETS TO GREAT SUCCESS

The Success Secrets Of All Great Achievers

1 June 2016, Sandton Convention Centre

Time: Reg 18h30. Talk 19h00 - 21h15

Many people live their entire lives not knowing the most essential rules and secrets of success. Implementing them can make the difference between living a life you feel truly inspired by or feeling stuck in mediocrity.

Your brain has an executive centre which is there to assist you awaken mastery and empowerment. You also have a more primitive part of your brain, the amygdala, which drives you to avoid pain and seek pleasure which leads you to disempowerment and runs not with distracting emotions that end up running you from the outside. The mastery of life is learning how to gain mastery of your mind, so

that you run you and your life from the inside! If you would love to know how to transcend from the 'animal' to the 'master', from disempowered to empowered, if you would like to have more success and achievement and if you would love to know the 5 essential secrets of success then you definitely want to join me for this life changing, empowering and inspiring presentation!

**The 5 Secrets To Great Success:** Wednesday 1 June 2016. **Price:** Computicket R350 per attendee or R400 at the door. **Venue:** Sandton Convention Centre For more info on **Early Bird** Discounts and Group Price Specials contact the Demartini Institute: +27 11 011 9093 or email [info@DrDemartini.co.za](mailto:info@DrDemartini.co.za)

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