

## **The Confidence Book**

### **Extract from the Introduction**

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Confidence is not about feelings as we so often think. Confidence is about doing. This book is about finding ways to do and letting the feelings follow on. You'll find many books that promise 'a new you' by doing this or that, sticking rigidly to one plan or another. All of these books (and DVDs and websites), have their followers and all will have people who have been helped, even had their lives transformed so I'm not writing in order to knock anyone else's approach. I know and respect NLP teachers and practitioners, dream work experts, behavioural therapists, hypnotherapists and many people who can legitimately claim to offer techniques, support and success in helping people to overcome difficulties, including a lack of confidence. At heart, however, I simply don't believe that we know enough about how our thoughts emotions and consciousness combine to create a sense of self, to be able to offer 'one approach fits all' techniques to being more confident. So I am not claiming that 'This book will change your life'. Too many self help gurus offer a false vision of a perfect future. It's comforting but unrealistic. For me, and therefore for this book, there is no point in trying to give a system, an answer that will change everything for ever! Although there are systematic approaches and answers aplenty in the book they are all based on the notion that you and I are different, that our thinking patterns will have some things in common and some divergence; that what seems obvious to me, may be questionable to you and what you find helpful I may find obstructing. We also change with time so the things that work well for you today may be inappropriate in a

month's, or a year's time. This is another factor that the 'one size fits all' systems tend to ignore. So this book takes a different approach. We will not try to become more confident people, to change the way we are, the way we feel; rather we'll go at it from the other end and focus on achievement. So the question is not, 'How can I feel more confident in order to make that 'phone call I've been dreading'; it is 'How can I prepare to make that 'phone call to give myself the best chance of success?' If you attack things this way round you'll find that the feelings get dragged along by the action. It's like so many things: focus on the feelings and they become dominant, take action and the feelings can no longer rule.

[The introduction goes on to offer exercises which help you to explore your personal confidence.](#)