

IDEAS YOU CAN USE for July 5, 2004 from Lisa Wilber/The Winner In You

## BELIEVE IN YOURSELF

I recently heard a song on GAC (country music videos) called "If No One Believed In You" by Joe Nichols and I thought of the many people who write to tell me that they have not been successful because no one believed in them. I want to scream "THEN BELIEVE IN YOURSELF!" Having someone else believe in your goals and dreams is great and sure does make life easier. But who ever said life was easy or supposed to be easy? If no one believes in you, just go ahead and believe in yourself SO MUCH that it won't matter.

Many years ago I went to an Excel Communications conference in upstate New York to hear their number one money earner speak. He related to the crowd that many people complain to him that they don't have an upline or a sponsor or that their sponsor is worthless. I remember exactly what he said: "If you don't have a leader, ah just go ahead and BE ONE." OK -- I hear you! You are saying to yourself "if it were only that easy! with my self-esteem, I don't know where to start".

Let me share with you a bit of wisdom from a boss that I had in high school, her name was Virginia Murcell. She said to me: "If the boss comes and asks you if you know how to do something, tell him YES and then ask me and I'll tell you how to do it. Fake it 'til you make it!" That advice certainly has come in handy over the years. Many times I have been in a situation where I was uncomfortable with myself or uncomfortable with the task at hand, and I would hear Ginna (that's what we called her) say "Fake it 'til you make it!". Signing up my first recruit alone, talking in front of my first meeting, introducing myself to my company's CEO -- all took confidence that I didn't have at the time. But I faked it, and now when I have to do those same things again, I can. Is "No one believes in me" something you say? Why look for someone outside yourself to believe in you? Believe in yourself first, even fake it if you must. After a while, you won't be faking any more and you WILL believe in yourself SO much that it won't matter if anyone else believes. I'm not talking about conceit -- I'm talking about belief. You ARE a star and with hard work and persistence all of your goals and dreams will come true. Believe.

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"The best way to accomplish something is to just do it, and then find the courage afterward" -- George Chapman

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Did you recently attend a Lisa Wilber seminar in Akron, Ohio or Glenview, Illinois? Then go to <http://www.winnerinyou.com/> and click on PHOTO PAGES and look under SEMINARS AND EVENTS and see if your picture is there!

I look forward to seeing many of you in the months ahead at seminars in Long Island, NY; Pittsburgh, PA; Nashville, TN; Fort Worth, TX; Oklahoma City, OK; Danville, VA and more! Tickets are on sale now for Long Island (<http://www.winnerinyou.com/> click on SCHEDULE under the box that reads LISA ON TOUR) and tickets will be available soon for the other locations -- keep checking back. I can't wait to see you!

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