

## Self-Confidence

So, as you continue to relax, I want you to realize a harmful thing that you have been doing to yourself. I want you to realize that you have been placing certain labels on yourself. Labels which are very harmful to you. You have been sticking labels on yourself just like you would stick labels on a bottle. And one of the labels that you have placed on yourself is the label of inadequate. And every time you say the word inadequate to yourself you increase your own belief that you are inadequate. For you see, the difficulty is that people tend to believe what they say about themselves. In other words, you are basically what you believe yourself to be. Now you see, that's a real simple concept. For you understand that an American acts like an American because he believes himself to be an American. And if you really thought of yourself as belonging to another nationality, then you would act like that, because basically we all are what we believe ourselves to be ... and those of us who believe ourselves to be doctors, we act like doctors, just like people who are lawyers act like lawyers ..

So every once in a while, you have people placing labels on themselves. They place labels on themselves just like you've done in the past. Then they say to themselves, "I'm just inadequate." After they give themselves that label, then they have the need to live up to that label or live down to it, as the case may be. For you realize that the truth of the matter is that all their actions carry them toward the image that they hold of themselves. And, of course, there are many labels that people can place upon themselves and, at times, even you have accepted the label of lack of self-confidence. And at sometime in the past, you may have said to yourself, I just have no self-confidence.

Now I'm telling you that this is serious. And it is serious because it doesn't take long to believe it ONCE YOU HAVE STARTED THE THOUGHT IN MOTION! For once you have given yourself the suggestion that your self-confidence is slipping, it's just a step away from THINKING, "I'm not worthy of anything really good happening to me." There have

probably even been times in the past when you have kept yourself from being chosen by others for certain honors because you have said to yourself,

"I can't accept this confidence of others because I'm too unworthy. I'm too unworthy to be chosen by them because I'm undeserving." Or, "I don't deserve any better breaks than have already come my way because of my present conduct or my past conduct or my present thoughts or my past thoughts. I don't deserve this because of what happened in my past," you have probably said. Well, you know more about your past than anybody else, but you have been allowing your subconscious mind to play tricks on you. Playing tricks on you by letting you feel that your problems are too difficult to be resolved. You have said things like, or thought things like, "I'm stuck in the mud and I'll probably be stuck there forever." "I'm inadequate." "I don't have enough self-confidence, I'm unworthy, I'm undeserving."

Now, listen to me, all these things are just labels, they are just little labels and they are certainly not you. Now why aren't they you? Well, I'm going to explain it to you and I'm going to give you some examples. Now suppose you have a bottle of penicillin, oh, it's a good bottle of penicillin. The penicillin could be used to fight infection by a doctor if properly used. But suppose you took a label and you stuck that label on that bottle of penicillin and that label said poison in it. You put the poison label on the bottle of penicillin even though the bottle contains good penicillin. Now with a label like poison on the bottle, neither you nor anybody else would take the penicillin and use it. The penicillin might have saved a life, but it is ruined because of a bad label.

Do you get that? The penicillin might have saved a life, but it's ruined because of a bad label. Now you realize it's important that the contents of bottles not be mislabeled. In fact, it is so important that pharmacists are trained to read every label that they fill three times. They read it once when they take the bottle off the shelf. They read it once when they're filling the prescription and they read it once again when they are putting the bottle back on the shelf. That's the rules. They have to do it and rightly so.

But how much more important are people than bottles? So, if you disregard this extremely important business of labeling yourself, then horrible mistakes can occur in this area too ... so, of all the people you are labeling, what person is more important to you than yourself? Just think about it. How did you come to label yourself inadequate? Where did you first get the idea that you had a lack of self-confidence? And, if you ever placed a label of unworthy on yourself, why did you do it? And if you're so undeserving, who is deserving?

Maybe you applied still other labels to yourself. Labels like, I have a bad memory; I have a bad temper; I'm too aggressive; I'm depressed easily; I'm confused; I'm this; I'm that. **WHATEVER IT HAPPENS TO BE**, you keep giving yourself negative suggestions. You keep sticking labels on yourself. But I want you to realize that the label is not the thing, it's the **CONTENTS** that really count. And the label is not the same thing as the contents. And you know that, because you can see that if you eat the label, even off of the bottle containing poison, even with the word poison written on the label, you won't be poisoned if you eat the label; because you only ate the label, you didn't eat the contents of the bottle. But, obviously, if a wrong label is glued on a bottle of poison, tragedy occurs. And likewise, when the wrong label is glued on you, tragedy occurs just as it does when a drug is mislabeled.

Now there are a lot of reasons why people label themselves as inadequate. And one of the reasons why a person labels themselves inadequate is because of identification with somebody else and that works this way. If a person says to himself, "I'm really just like my father and he is inadequate, therefore, I must be inadequate." Or, "I'm really just like my mother and she is inadequate, therefore, I must be inadequate." Now, if your parents were inadequate, do you have to be inadequate too? Well, that doesn't make any sense at all. If that were true, every person who had inadequate parents would be inadequate and it wouldn't be long until everyone on earth was inadequate. And you

know that the truth of the matter is, inadequate people may come from very adequate parents and by the same token, inadequate parents might produce a genius. In fact, actually, most of the great men of all times came from really humble beginnings.

Many of our great men have been in trouble of some sort, emotionally and sometimes politically.

Most of them had some difficulty but, they overcame their troubles, they overcame their difficulties and you can learn to overcome your difficulties too.

The truth of the matter is that most people who are inadequate are inadequate because they have labeled themselves inadequate. They have convinced themselves, and get this, they are merely acting out the label they themselves have placed on themselves. They are merely acting out the labels that they themselves have placed on themselves.

That reminds me that someone once said, "They themselves are makers of themselves." How true that is. You know, few people realize that Abraham Lincoln was a failure at age 50. Everybody always thinks that he was very capable, but up until the age of 50, he was a failure. That's just not my say so, for the history books tell us that he felt so inadequate that he wouldn't even carry a pocketknife around with him for fear he might commit suicide. And he was only 50 years old. Apparently, he never did anything right in his life, till he got to be president. He couldn't make money. Every business venture that he entered into went broke and his business partners embezzled his money.

In fact, he spent most of his adult life trying to pay back what his business partners had embezzled and run away with. And whose fault was that? Why, Lincoln's, of course, because he chose the dishonest partners.

Now shouldn't Lincoln have had it better? Perhaps.

Was Lincoln inadequate?

Well, he was very inadequate as long as he attached the label inadequate to himself. But once he removed the label inadequacy and began concentrating his mind on a cause greater than himself, taking care of his country, he forgot this label of failure and the result of his life is evident in every American history book.

Age didn't have anything to do with it either.

Michelangelo didn't even start painting the Cistine Chapel until he was 80 years old and why? Because for many years he had imposed inadequacy on himself, gave up, said he couldn't do it anymore. It was self-imposed inadequacy, until he began to paint again.

You see the point I'm trying to tell you is that inadequacy is a label, it's a label and it's the wrong label for you. Yeah, you say, well, it was different with Lincoln, it was different with Michelangelo. No! It wasn't any different. It was no different with them than it is with thousands of other people just like you and I use them as examples simply because they are well known. But they were what they believed themselves to be, and right now, you allow yourself to accept the suggestion that you will be what you believe yourself capable of being. Right now, you allow yourself to accept the suggestion that you will become what you believe yourself capable of becoming. So you are having to rip off that label of inadequacy. You're going to rip off that label of inadequacy that you have been placing on yourself from time to time. So in your mind's eye, right now, as I speak to you, I want you to let that label be seen in your imagination. I want you to imagine yourself with the label inadequacy on you. And I want you to reach up in your mind's eye and tear that label off completely. Right now. Tear it off! You don't need it. It won't help you at all. And I don't care why you put it on, whether it was because you identify with your mother or your father or somebody else who is inadequate, you no longer need to identify with that portion of that person. Mainly, because you aren't that person in any way. You are you and there is only one of you.

Now, lack of self-confidence, is that one of the labels you have placed on yourself? If it is, rip it off! I mean rip it off right now. See it in your mind's eye and see yourself ripping

that label off, right now. Because, from this moment on, you're going to allow yourself to be labeled confident and in your mind's eye, put that label on you. Even if you feel completely empty of confidence right now. Label yourself confident anyway and begin to fill yourself with confidence. Because, you needn't be an empty bottle any longer. Every day in every way, you will allow yourself to become more self-confident. You are what you believe yourself to be and what we think in secret comes to pass. And since the picture of yourself determines your behavior, you must have confidence in your ability to set goals for yourself and go after those goals. And if you don't go after them, you realize that you will fall prey to petty worries and petty fears and petty troubles, self pity, all of which you know are self destructive.

Now listen to this. Your vision is the promise of what you shall one day be. The vision of yourself is the promise of what you shall one day become. Now accept that as the absolute truth to you. Allow yourself to realize that these aren't just the nice sounding words that you hear me speaking, this isn't just some dreaming. This isn't just some cliché's that I'm giving you. It's fact! Believe it. Say it to yourself. Say to yourself, "My vision is the promise of what I shall one day become." And whenever you say that, we realize that we have to reappraise ourselves daily.

For you see, anyone who is overconfident is a fool, you know that. And all great men, and all great women, they constantly re-examine their goals. All successful men, all successful women, they constantly re-examine their actions. They constantly re-examine their thoughts. They re-examine them to keep themselves on course. Just like if we shot a rocket to the moon with some men in it. The goal is the moon, but if it gets off course, they move some little buttons or they adjust a propeller here and they get the thing back on course.

And that's what you are going to allow yourself to do. You are going to allow yourself to set goals for yourself and you're going to allow yourself to re-examine those goals

periodically. Re-examine them so that you can see what your motives are. You can feel what your actions ought to be. And sense your values. Sense your goals so that you can allow yourself to become what you want to be. Now I'm going to give you a moment of silence and during this moment of silence you are going to contemplate any labels which you have placed on yourself which shouldn't be there. You know what they are and during this moment of silence, you are going to see those labels on your body and you're going to rip them off! And you're going to replace those labels with positive labels. You are going to replace those labels with good labels that you placed on yourself.

Labels of confidence.

Labels of self assurance.

A label of self reliance.

Labels of love, kindness, generosity. Labels of ability.

You're going to let those harmful labels be gone. Those harmful identifications are gone.

You're going to put good labels on you because you are intelligent. You are capable. You are effective.

You are self confident. You are self reliant. You are self assured. You have the ability to be relaxed. You have the ability to be comfortable in any situation and you're going to allow it to happen, as you tear off those negative labels and replace them with positive labels during this moment of silence which begins now.

Emerge Your Client