

# “Failure and being hurt don’t mean you’re a loser, it means you’re a learner ”



I am really surprised at the number of people whom I counsel who openly admit that have lost confidence particularly when it comes to being interviewed for a job. But when I probe further the reason inevitably emerges fail to recognise the importance of a well-written CV. What they have done is to write it without much thought and in a way that describes what they have done rather than what they have achieved. As a result when they are faced with that awkward question they are unprepared, and the answer given is not one that conveys experience, competence & confidence. Others have said that they lacked confidence in carrying out their current jobs, and in facing other job & life crises? So if you are lacking confidence let me suggest few actions you might take:

1. Establish your self worth according to your own experience, competencies and most importantly your own value systems - not those of others. Believe it or not you are unique. There is only one you and therefore you have creative abilities that only you can express. So you need to establish what your value systems are and then consistently apply these in all you do.
2. Surround yourself with confidence builders not busters, as they will give you the “Charlie Brown Complex”. This happened when Lucy one day put her hands on her hips and said “Charlie Brown you are an own goal in the Cup Final of life, a 5<sup>th</sup> putt on the 18<sup>th</sup> green, a dropped rod and reel in the lake, a missed drop kick and the second false start in the race.” No wonder he struggled!
3. Stop comparing yourself to others, as this only leaves you feeling like the two cows reading the advertisement on the side of a milk lorry, which read “Pasteurised, sterilised and gold top”. One cow looked at the other and said “Makes you feel inadequate doesn’t it”. So if you can discover your talents, develop them & apply them wherever you are, you will be more than adequate

for any task.

Interestingly confidence is contagious as it can spread throughout your sphere of influence. Why? Because you demonstrate a sense of direction, an assurance of knowing what you are doing and where you are going. You are much more aware your own abilities; you're more sincere; you have the ability to make eye contact and use body language. In fact you exude confidence.

So building your confidence is really all about taking your present situation (whatever obstacles you are facing, whatever job issues you are struggling with, or irritation you are living with, or whatever is wearing you down) and never saying that you cannot cope.

I say this because if you say, "I can't cope" you're failing to draw on the resources and talents you have and when you compare yourself to others you are concluding that because you do not have their particular talents you "don't have what it takes".

Confidence on the other hand means having the ability to stand up to any test, and this in turn builds character, and this requires being consistent in your values, thoughts, and actions.

The important thing is not to be paralysed by your past as everyone goes through some sort of adversity (often more than one) that can adversely affect his/her confidence. The phrase to remember when things go wrong is therefore "Get over it". So if you:

- Have you been hurt then get over it, or if you
- Have you failed then get over it.

So can I encourage you to stop hiding from success just because you're been hurt or afraid of failing? Remember if you have been hurt or if you have failed this means you're a learner not a loser. So you can learn in that:

1. **Nothing happens until you stop looking back:** You can't wait for everything to be perfect nor can you wait until all your fears disappear. You need to take the initiative and as soon as you start to move forward certain things become clearer and easier to cope with. Also the stronger the forward momentum, the more the problems, that seemed irresolvable, begin to care of themselves.
2. **You must be willing to persevere and take the initiative:** This means that no matter how great your talent is, or how challenging your goals are, or how large the mountain is that you are facing, without perseverance and often creative thinking you will not make it.
3. **Taking the initiative closes the door to fear:** Someone has said, "Action is the greatest restorer of confidence. Inaction is not only the result, but the cause of fear". Therefore any action is better than no action at all, and there is no greater discouragement or drain on your confidence than to have an unfinished task nagging away at you. And the longer you put things off the harder they become. Haven't you found that the hardest work is often the accumulation of many easy things that should have been done yesterday or earlier.
4. **Taking initiative can open the door to opportunity:** I have found that people who take the initiative and work hard at it may or may not succeed, but what is certain is that those who fail to take the initiative inevitably fail.

So is there a decision you need to take about changing jobs, is there an opportunity for promotion you need to seize, is there a goal you need to set and begin to work towards, is there problem you need to begin to resolve, then start. It

is surely better to be 80% sure and start, than to wait until you're 100% sure and maybe miss the opportunity.

There's a story told about a great fisherman who came back from every trip with a great catch of fish. One day a stranger asked if he could accompany him the next time he went out. So the next day they set sail for a remote cave. The stranger noticed that the fisherman did not have any fishing tackle. All he had was a scoop net and a rusty tackle box, which he opened in the cave and pulled out a stick of dynamite, ignited it and threw into the water.

As he hauled in his catch the stranger reached into his pocket, pulled out a badge with the words "Water Bailiff" on it, and said "You're under arrest". This did not faze the fisherman. He simply took out another stick, lit it, and then handed it to the Bailiff, "Are you going to sit there or are you going to start fishing?" A silly story? Probably, but the message is clear. You shouldn't need a fuse under you to get you to take action, nor can you afford to wait for someone to motivate you. They may never come. Just start doing it.