**The Secret of Self-Belief**

Awhile back, while preparing myself for the NAA International Auctioneer Championship, I embarked on discovering ways to improve my skills as a professional auctioneer and implement my discoveries into my everyday life. It was a means to improving my whole self and my core beliefs. In this article I have touched on the core of my discovery.

Self-belief is at the core, the very fulcrum point, of your ability to succeed at anything – not just getting your way. If your self-belief is not strong enough to evoke and emote your passion, then others will not catch it, nor be convinced or persuaded that your idea, or your business, or your way is best for *them*.

If you ask yourself, “How much do I believe in what I’m doing?” the answer will reveal your probability of persuading others and getting your way.

*These are the fundamental beliefs necessary for you to achieve success, persuade others, and get your way:*

·         Believe in yourself.

·         Believe in what you are doing.

·         Believe in your product.

·         Believe in your company.

And there is one more secret….

**The secret of attitude.** The glue of self-belief and thinking you can is based on your attitude – the way you dedicate yourself to the way you think. Your positive thoughts are the ones that build every aspect of your self-belief. Your positive thoughts are the basis for your personal persuasion – your ability to tell yourself that you can do it, that you will find a way to make it happen, and that the outcome will be a positive one. You have to believe that by persuading the other person you are helping them – and that after you have persuaded them, they will benefit.  Getting your way is not simply a matter of being compelling; it’s a matter of being positively compelling.

Of course there are exceptions to any process. And when negative things occur that cause actions – an illness, a heart attack, even death – those events may persuade you to change your feelings or change your ways. But in your mind, you still have to discover “What good will come of this?”  or “How can I make this happen the best way?” or “How can I make the best of this situation?” Even when persuasion is negative, you still have to hope for a positive outcome, search for a positive outcome, and believe that a positive outcome is possible.

The opposite of those “possible” thoughts is the easy way out: resigning yourself to the situation, or just giving up.

*Positive attitude, when combined with positive thinking and positive self-belief, will provide the foundation necessary for you:*

·         To become passionate about what you do and what you want

·         To be able to convince others

·         To be able to persuade others

·         To be able to get others to see your way

I hope this helps you in some small way. I read most of these items in a book called *The Little Green Book of Getting Your Way.*  I have referred to it often over the course of the last few years.

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