

# Building confidence



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**A person with low  
selfconfidence is like a  
toothless hunting dog !**



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# Building confidence

- The best way to inspire people to superior performance is to convince them by everything you do and by your everyday attitude that you wholeheartedly support them



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# Building confidence

- Choose confidence
- Confidence does not happen by accident or chance
- Preparation is the primary tool for developing confidence



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# Building confidence

- Why do we use video to inspire?
  - People remember:
    - ✓ 10% Hear
    - ✓ 35% See
    - ✓ 55% See and hear
    - ✓ 70% What they say
    - ✓ 90% What they say and do



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# Building confidence

- Winners have a plan
- Losers have an excuse
  
- Winners say *“it’s possible”*
- Losers say *“it’s difficult”*
  
- Winners **make** things happen
- Losers **wait** for things to happen



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# Building confidence

Experience tells you what to do

- Confidence allows you to do it!



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# Preparing for decisive matches

- What have I done to successfully motivate...
  - ❖ Individual players?
  - ❖ The whole team?



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# Preparing for decisive matches

- Use the week well - start preparing right away
  - Put the main focus on our own strengths
    - What are *our* core values?! How are we going to control the match?!
      - Visualize success
    - See it – Feel it – Trust it



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# Preparing for decisive matches

- Be aware of signs of high and low motivation
  - What kind of feedback do we use...?

Constructive? Instructive? Or just critical?

- 50/50 odds
- Include players in decision making?



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The goal is to free yourself  
to perform rather than force  
yourself to perform



# Successful mentality

- “I look forward to the match, I can’t wait”
  - “I learn from my bad games”
  - “I learn from my good games”
  - “Obstacles are opportunities”
- “I enjoy being under pressure”
  - “I smile at my doubts”
  - “I’m always at my best when it counts”



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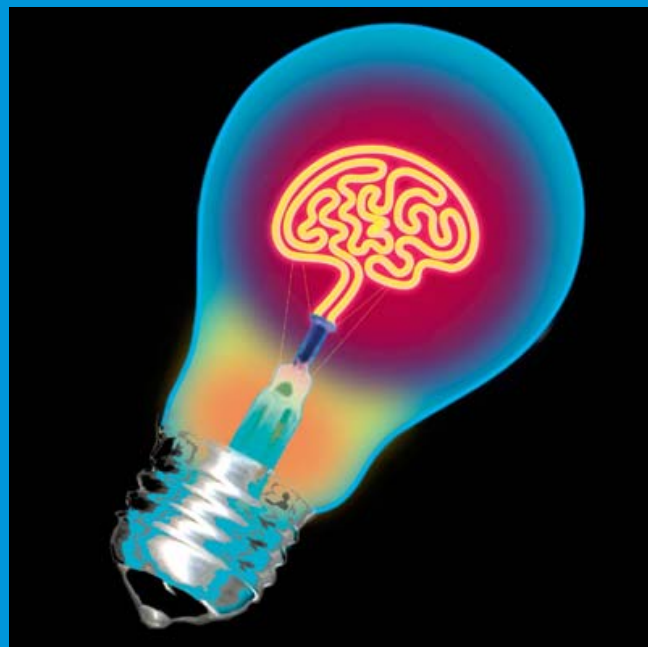
# Successful mentality

Be equally quick to recover  
from victories and losses



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I'm responsible for  
my own mindset!

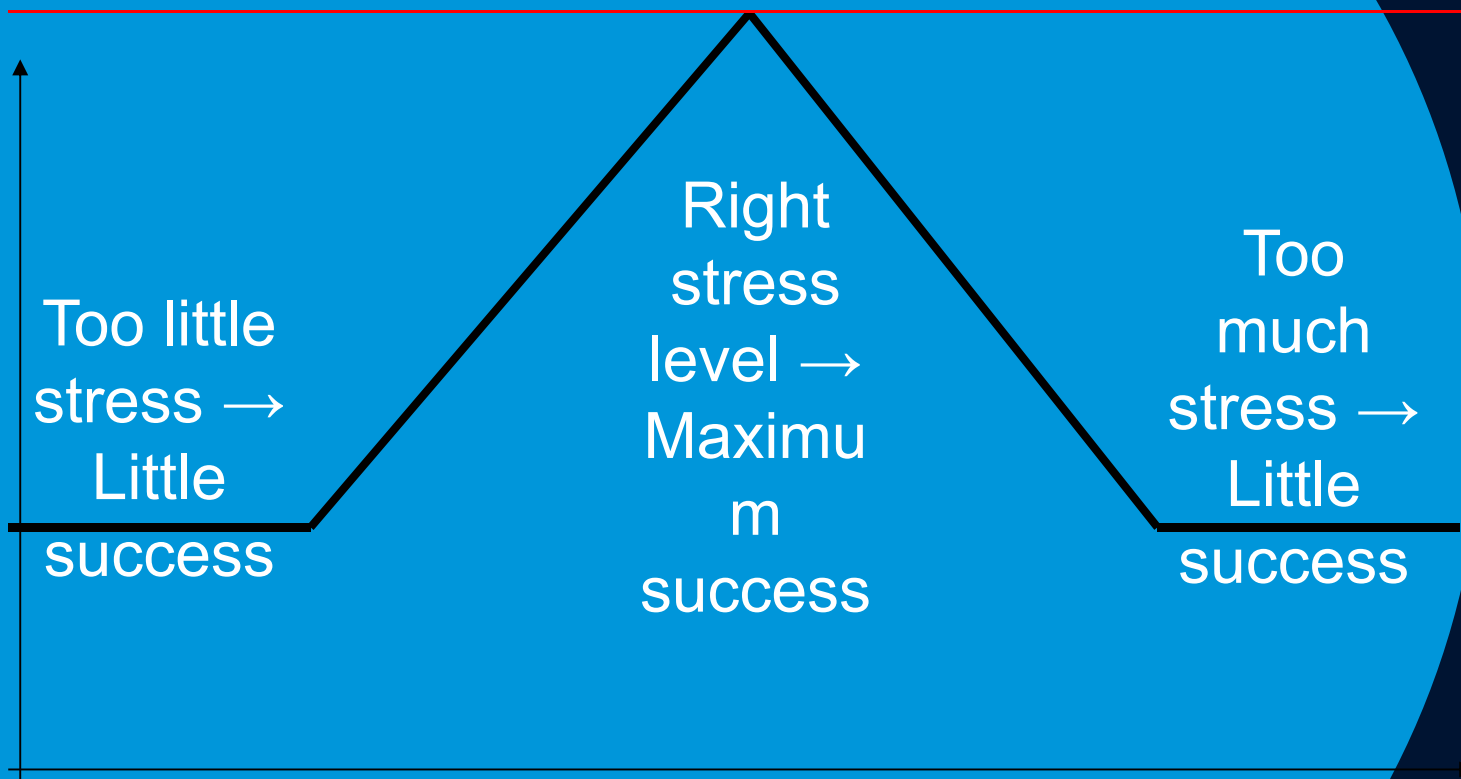


- Is my light on?



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Success



Too little stress →  
Little success

Right stress level →  
Maximum success

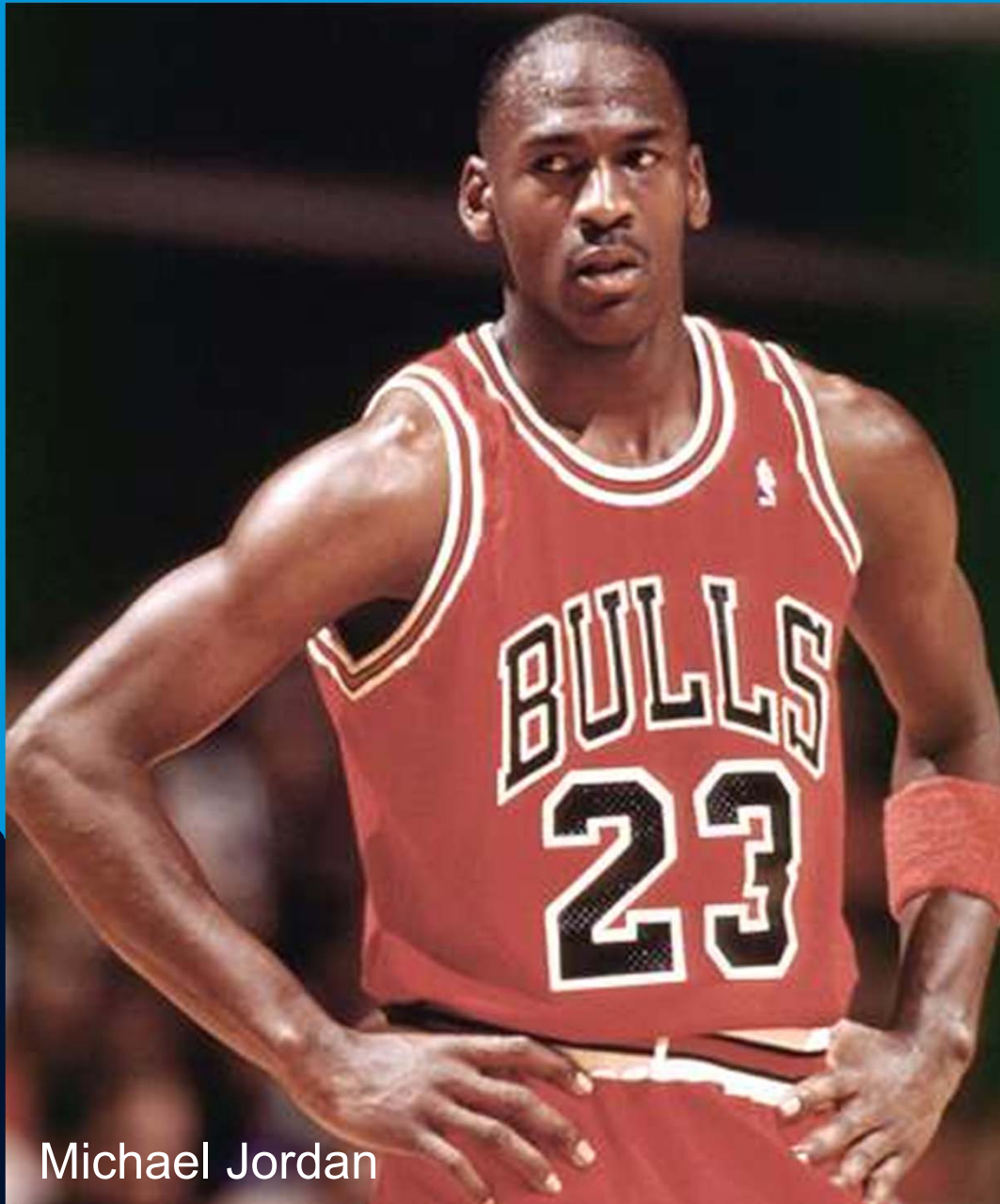
Too much stress →  
Little success

Stress

# The Inverted U- hypothesis



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Michael Jordan

“I’m nervous  
if I’m not  
nervous before  
competition”



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