

# *Steps to Self-Confidence*

*From Mary Kay's file*

1. *I know I have the ability to achieve the object of my definite purpose in life; therefore, I demand of myself persistent and continuous action toward its attainment, and I here and now promise to render such action.*
2. *I realize the dominating thoughts of my mind will eventually reproduce themselves in outward, physical action and gradually transform themselves into physical reality; therefore I will concentrate my thoughts for **30 minutes** daily upon the task of thinking of the person I intend to become, therefore creating in my mind a clear mental picture.*
3. *I know through the process of autosuggestion, any desire I persistently hold in my mind will eventually seek expression through some practical means of attaining the object of it. Therefore, I devote **10 minutes** daily to demanding of myself the development of self-confidence.*
4. *I have clearly written down a description of my chief aim in life and I will never stop until I have developed sufficient self-confidence for its attainment.*
5. *I fully realize that no wealth or position can long endure unless built upon truth and justice; therefore, I will engage in no transaction that does not benefit all it affects. I will succeed by attracting to myself the forces I wish to use and the cooperation of other people. I will eliminate hatred; envy, jealousy, selfishness and cynicism by developing love for all humanity because I know a negative attitude toward others can never bring me success. I will cause others to believe in me because I will believe in them and myself. I will sign my name to this formula of success and repeat it out loud twice a day with faith that it will gradually influence my thoughts and actions so I will become a self-confident and successful person.*

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