

Self Doubt

Many of my columns have been externally focused on practice management. As I coach advisors, much of what we do is practical. We examine the nuts and bolts of a successful financial advisory firm. We own up to where the rubber meets the road. We measure results. Yet, none of this work is possible if we do not acknowledge the fragile layer that lies underneath all of the doing.

We all experience moments of sheer vulnerability to events that occur in our business and personal life. We question our ability or perhaps our standing among our peers. Self doubt is the challenge that may arise and self confidence is the foundation needed to move past any uncertainty. I state the obvious for a very deliberate reason.

You manage the financial affairs of your clients and the workday lives of your employees. The business itself is another living entity fully dependent upon you. It is no wonder that you feel the weight of the world on your shoulders.

Your mindset and wellbeing on any given day is reflective of how you feel, not how capable you truly are. Thus it becomes imperative to pay attention to what you are thinking about most of the time. This is a key habit to develop.

If self doubt creeps in and stays for awhile, do not slip into denial to protect yourself. Recognize the discomfort as a wake up call. Ask yourself: What is really going on here? Ask and answer over and over again. Do so in a manner that fosters deeper and deeper examination of the core issue. What is the real truth behind what is bothering you? The awareness you gain is capturing the information you need to move forward. Bring the element of choice and action into the equation. What will you do about what you have discovered? This is likely your transformational shift into being more confident about what is the best direction for you to follow.

Self doubt leads to self exploration which leads to awareness which leads to discovery which leads to knowledge which leads to choice which leads to confidence which leads to being inspired which leads to action which leads to results. Whew – that is more than what most people can handle! Yet when you feel stuck, it is precisely what is needed to move forward.

Self confidence is never a permanent condition. However, it sure helps to know how to access it when you are feeling vulnerable. Give yourself that gift.



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