

ELITE PERFORMER MONTHLY

For The Real Estate and Mortgage Professional

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Confide in Self-Confidence

By [Andy Harris](#)

The definition of confidence is described as a state of being certain either that a hypothesis or prediction is correct or that a chosen course of action is best or most effective. Self-confidence is simply defined in having confidence in oneself. Having confidence in yourself and what you provide to your profession is a must for the self-employed and those in our industry.

This month I wanted to dive into the importance of having self-confidence as well making sure this confidence is not confused or molded into a form of arrogance. Arrogance should never be confused with confidence. Arrogance is defined as having unmerited confidence-believing something or someone is capable or correct when they are not. So in reality, you cannot have one with the other.

I know many people find this to be true in their dealings with other people. Arrogance, unless used as a form of sarcasm, is quite pointless. Arrogance is generated from insecurities and defense mechanisms. A person is not arrogant when they're alone. It is an artificial form of confidence and an attitude toward others. There are different forms and levels of arrogance, the highest of which are not an attractive trait to be around. Arrogance can hurt relationships both personally and professionally unless realized and addressed.

True confidence, however, is very difficult to produce artificially. Self-confidence is derived from the subconscious mind and takes little to no effort. It can be developed from life experiences and influences and mold over time- a much healthier mindset and attitude. It builds respect rather than resentment. It develops leaders and attracts others. It creates successful people, but not at the expense of others.

If you're primary goal is to build lasting relationships, ongoing trust, and a thriving business, than you owe it to yourself to build up your self-confidence and avoid those who are arrogant. There is no better time than now to build market share and gain more clients. As we've seen, the arrogant and greedy never last. They're short-term mind is already on to the next big thing and I'm excited that my own confidence in the quality of my industry and colleagues has grown.

“Too many people overvalue what they are not and undervalue what they are” - Malcolm S. Forbes

Put your pride aside and confide in confidence!

Until next time....thrive.

-AH

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