

# Napoleon Hill's Seven Steps to Self-Confidence ...

## *By John Wood*

As I showed you yesterday, with help from a story in the book *Napoleon Hill's Golden Rules*, you are ultimately responsible for the success or failure of your goals.

If your goal is to be a freelance writer, it's up to you to make it happen. And the first step is to believe in yourself and your ability.

And that's why today we're going to once again enlist the help of Napoleon Hill.

Today, I'm going to share Hill's seven-part self-confidence "chart" (as he refers to it) from his book *Napoleon Hill's Golden Rules*. And I'm going to show you how it relates to your journey to *the writer's life*.

Hill recommends that you repeat each of the seven points out loud several times a day. Stand in front of a mirror as you read them, look yourself square in the eye, and speak with enthusiasm. And if you ever get the feeling that the person in the mirror lacks courage, shake your fist at that person until you arouse a reaction.

Affirmations like this work because repeating them makes your mind accept them as being true. They have the power to change the way you think and feel about yourself by replacing negative beliefs with positive ones.

## Hill's Seven Steps to Self-Confidence:

1.

I know that I have the ability to accomplish all that I undertake. I know that to succeed, I have only to establish this belief in myself and follow it with vigorous, aggressive action. I will establish it.

(Note: It's important to make every day of your freelance career a success. Here, Hill is reinforcing the importance of believing in yourself.)

2.

I realize that my thoughts eventually reproduce themselves in material form and substance and become real in the physical state. Therefore, I will concentrate upon the daily task of thinking of the person I intend to be and of drawing a mental picture of this person and of transforming this picture into reality.

(Note: Here, Hill says to describe in detail your "chief aim" or the life work you have selected. For example, if you're a web writer, you might say, "My goal is to boost the profits of my clients by writing effective and persuasive web copy while offering them strategic marketing guidance.")

3.

I am studying with the firm intention of mastering the fundamental principles through which I may attract to me the desirable things of life. Through this study, I am becoming more self-reliant and more cheerful. I am developing more sympathy for my fellow man, and I am becoming stronger, both mentally and physically. I am learning to smile that smile that plays upon the heart as well as on the lips.

(Note: For writers, mastering our craft is an ongoing journey. That journey is a lot easier if you do so with a smile on your face.)

4.

I am mastering and overpowering the habit of starting something that I do not finish. From this time forward, I will first plan all that I wish to do, making a clear mental picture of it, and then I will let nothing interfere with my plans until I have developed them into realities.

(Note: A simple but sometimes hard lesson to follow: make plans and don't give up until you've accomplished your goal. For anyone who wants success in life, this is critical.)

5.

I have clearly mapped out and planned the work that I intend to follow for the ensuing five years. I have set a price upon my services for each of the five years, a price that I intend to command through strict application of the principle of efficient, satisfactory service!

(Note: What do you want to be doing five years from now? Will you be a web writer? Working on your third book? Coaching other writers? Plan out where you want to be and how much money you want to make over the next five or 10 years.)

6.

I fully realize that genuine success will come only through strict application of the "Golden Rule" principles. I will, therefore, engage in no transaction which does not benefit alike all who participate in it. I will succeed by attracting to me the forces that I wish to use. I will induce others to serve me because of my willingness to serve them. I will gain the friendship of my fellow men because of my kindness and my willingness to be a friend. I will eliminate from my mind fear by developing in its place courage. I will eliminate skepticism by developing faith. I will eliminate hatred and cynicism by developing love for humanity.

(Note: Treat others [clients, colleagues, fellow writers, and freelancers] as you want to be treated yourself.)

7.

I will learn to stand upon my feet and express myself in clear, concise, and simple language, and to speak with force and enthusiasm, in a matter that will carry conviction. I will cause others to become interested in me, because I will first become interested in them. I will eliminate selfishness and develop in its place the spirit of service.

(Note: Speak with clarity and enthusiasm when you talk to prospects, clients, and other copywriters. Ask questions and listen. Take a genuine interest in helping others.)

Hill says you don't have to follow the above seven points word for word. In fact, he says you can write an entirely new version if you prefer. Think of the above as a blueprint of the person you intend to be.

With this chart, you'll have a guide for embarking on a great career and the self-confidence to do what's necessary to be successful in the freelance world.

What do you think of Hill's chart? Do you think it will help you reach your goals? Share your comments below.

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## 5 Responses to "Napoleon Hill's Seven Steps to Self-Confidence..."

I especially appreciate the one about the Golden Rule. Whenever I approach a new person about my services, I have noticed a huge difference in the way they respond, depending on whether I am offering something or asking for something.

*Mandy Marksteiner* – over a year ago

The secret to copywriting...to getting clients...to life, is that there is no secret.

There is no formula... no blueprint... no magical 3, 5 or 7 steps, there is only one step...

Take Action - the more the better... the sooner the better.

Even someone without goals and without a plan will succeed faster by taking action than the person who plans but never starts.

Take a massive amount of action and you'll have massive feedback on what works for YOU and YOUR very unique situation. (IMHO)

*Sean McCool* – over a year ago

I agree with everything Napoleon Hill said here (don't know where he said those things).

They are fundamental principles for success based on a win-win scenario. It's one thing to espouse them though and quite another to carry them out.

There's never much talk about genuine sincerity in personal development programmes. People are savvy enough now to spot the difference between the real deal and a play-actor.

*Guest (paul herring)* – over a year ago

Thanks for this John. I love this stuff about shaping our reality with our thoughts. As Sean rightly points out, action is key, but all action starts with thought...Keep it coming!

*chrisd* – over a year ago

I am a follower of Napoleon Hill and even built my site/blog around the Principles of Success. One question: did you apply the principles and where did it bring you?

*Guest (Guus)* – over a year ago

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