

## **TRANSCRIPTS:**

### **SELF-ESTEEM VIDEO:**

#### **5 GREAT STEPS TO BUILDING SELF-CONFIDENCE:**

0:00

everyone wants to be more popular with others and here are five great steps

0:05

**to building greater self-confidence how would you like to become popular**

0:09

and more welcome in your with people in your social or business circles

0:13

well you can be by learning how to be more charming

0:17

in every interaction with others you know how to become

0:21

more popular in your personal and professional life well

0:25

the deepest human desire is the desire to feel

0:28

important when you go through life building

0:31

self-confidence and making other people feel important invaluable

0:36

they will like you and welcome you and they'll

0:39

open every door for you and this is how to become popular both professionally

0:44

and personally

0:45

if you're in business becoming a charming person

0:49

making others feel important will help you in

0:52

every business situation from negotiating terms to

0:56

borrowing money to influencing key customers

0:59

if you're in sales the way customers

1:02

feel about you and feel when they're with you will determine your level of

1:06

sales and referrals more than

1:07

any other factor in your personal and family and social life

1:12

learning to be more charming will make you more popular

1:16

desirable influential and persuasive

1:19

and any other quality as the poet said

1:23

people will forget everything you said but they're always remember how you made

1:27

them feel.

1:28

how do you become a genuinely charming person

1:32

in my book power charm there are 35 chapters dedicated to

1:37

answering this question but your five behaviors you can practice with

1:41

every person to make him or her feel more important

1:45

first just smile and open

1:48

honest happy to see you smile warms people's heart

1:52

makes them feel important and causes them

1:55

unconsciously to like you from the first moment

1:59

each person has a deep down need to be accepted

2:03

unconditionally by other people without judgment

2:06

or criticism and a smile tells and

2:09

that you accept them and like them I'm conditionally second

2:14

promote high self-esteem and others with appreciation

2:18

everyone loves to be appreciated for something

2:21

anything that they have done for someone else so when you say the magic words

2:26

thank you early and often you make people feel

2:29

important and happy erase their self-esteem in

2:32

increase their desire to help you and to do things for you

2:37

third is give genuine compliments whenever you admire the possessions

2:42

or traits or accomplishments others as Abraham Lincoln said everybody likes a

2:47

compliment

2:48

admire people's choices in clothing hairstyles and

2:52

cars in briefcases our purses or even their office layout

2:56

admire their homes or apartments admire

2:59

their degrees or certificates whenever you compliment

3:03

a person genuinely on something he or she

3:07

has obviously invested time and emotion in achieving

3:10

boost their self-image and build high self-esteem

3:14

as a result they find you to be charming

3:18

for build self-confidence through

3:21

approval about others give praise and approval generously for both small and

3:26

large accomplishment

3:28

whenever anyone has anything worthwhile tell them how good they are

3:32

and what a fine job they've done building self-confidence

3:35

and high self-esteem when you praise your spouse and children

3:40

when you praise your staff and coworkers your customers and suppliers

3:45

you make them feel more important and cause them

3:48

to see you as charming and 5th

3:52

give them your for retention people feel valuable

3:55

an important to the degree to which they are listen to

3:59

and respected whenever you listen closely to another person when

4:03

he is talking his self-esteem goes up his brain releases

4:08

endorphins which is majors happy drug and feels good about being

4:12

in your presence miss you always pay value

4:17

to a person by listening attentively by

4:20

hanging on every word when you do

4:23

here she warms up to you and begins to find you

4:27

to be Charmi go through life looking for a little opportunities to make people

4:32

feel

4:33

valuable and special smile at them

4:36

as if you're glad to see them thank them regularly

4:40

compliment them sincerely praised him lavishly

4:44

and listen to them when they speak building self-confidence

4:48

and promoting high self-esteem soon

4:51

almost without effort on your part everyone will be talking about

4:55

what a charming person you are thank you for watching this video

4:59

on how to become popular few unconditional positive regard

5:03

to building self-confident and promoting I self-esteem and others

5:08

if you enjoy this video please subscribe to my channel

5:11

and share this video with others

## **KNOWING STRENGTHS AND WEAKNESSES VIDEO:**

### **KNOW YOUR STRENGTHS.**

0:03

so

0:03

real confidence real which was

0:06

an acronym that johnnie shared earlier real confidence

0:11

comes from accepting your own

0:14

strengths and limitations

0:19

accept yourself there are some things that you will never be best app

0:25

there are some things you cannot be good at you were just not given

0:29

what was needed to be good at not everyone in here is probably an artist

0:35

is that true

0:35

Fayaz to draw a picture of yourself what I know what it look like

0:39

what I know who it was we're not all good artists are we

0:44

so we're not all going to be good

0:48

at everything but one are you really good at

0:51

in that compliments from where you have your strength

0:55

is where you focus your attention as a leader

0:58

to get that because if you focus your attention

1:02

on things that you're really not strong at

1:05

you're leaving people in the wrong directions

1:08

because you're leading me on your show weaknesses

1:11

rather than Pitt depending on

1:15

others because if others

1:18

are better than you are in certain areas and they're also leaders is that right

1:23

they're also leaders then we want to make sure

1:27

that we identify those around us who have greater strength than we do where

1:32

we have weaknesses

1:34

and focus on our strengths now

1:38

as a leader you also were learned that that means being a good manager up

1:43

yourself in the use of your time is that true

1:45

because if you're spending your time doing what your week at

1:51

do you think your business will grow

2:12

I

2:14

0

### **MOTIVATION VIDEO:**

#### **THE KEY TO SUCCESS? GRIT.**

00:11 When I was 27 years old, I left a very demanding job in management consulting for a job that was even more demanding: teaching. I went to teach seventh graders math in the New York City public schools. And like any teacher, I made quizzes and tests. I gave out homework assignments. When the work came back, I calculated grades.

00:35 What struck me was that IQ was not the only difference between my best and my worst students. Some of my strongest performers did not have stratospheric IQ scores. Some of my smartest kids weren't doing so well. And that got me thinking. The kinds of things you need to learn in seventh grade math, sure, they're hard: ratios, decimals, the area of a parallelogram. But these concepts are not impossible, and I was firmly convinced that every one of my students could learn the material if they worked hard and long enough.

01:15After several more years of teaching, I came to the conclusion that what we need in education is a much better understanding of students and learning from a motivational perspective, from a psychological perspective. In education, the one thing we know how to measure best is IQ. But what if doing well in school and in life depends on much more than your ability to learn quickly and easily?

01:47So I left the classroom, and I went to graduate school to become a psychologist. I started studying kids and adults in all kinds of super challenging settings, and in every study my question was, who is successful here and why? My research team and I went to West Point Military Academy. We tried to predict which cadets would stay in military training and which would drop out. We went to the National Spelling Bee and tried to predict which children would advance farthest in competition. We studied rookie teachers working in really tough neighborhoods, asking which teachers are still going to be here in teaching by the end of the school year, and of those, who will be the most effective at improving learning outcomes for their students? We partnered with private companies, asking, which of these salespeople is going to keep their jobs? And who's going to earn the most money? In all those very different contexts, one characteristic emerged as a significant predictor of success. And it wasn't social intelligence. It wasn't good looks, physical health, and it wasn't IQ. It was grit.

03:00Grit is passion and perseverance for very long-term goals. Grit is having stamina. Grit is sticking with your future, day in, day out, not just for the week, not just for the month, but for years, and working really hard to make that future a reality. Grit is living life like it's a marathon, not a sprint.

03:27A few years ago, I started studying grit in the Chicago public schools. I asked thousands of high school juniors to take grit questionnaires, and then waited around more than a year to see who would graduate. Turns out that grittier kids were significantly more likely to graduate, even when I matched them on every characteristic I could measure, things like family income, standardized achievement test scores, even how safe kids felt when they were at school. So it's not just at West Point or the National Spelling Bee that grit matters. It's also in school, especially for kids at risk for dropping out.

04:08To me, the most shocking thing about grit is how little we know, how little science knows, about building it. Every day, parents and teachers ask me, "How do I build grit in kids? What do I do to teach kids a solid work ethic? How do I keep them motivated for the long run?" The honest answer is, I don't know.

04:29(Laughter)

04:31What I do know is that talent doesn't make you gritty. Our data show very clearly that there are many talented individuals who simply do not follow through on

their commitments. In fact, in our data, grit is usually unrelated or even inversely related to measures of talent.

04:51 So far, the best idea I've heard about building grit in kids is something called "growth mindset." This is an idea developed at Stanford University by Carol Dweck, and it is the belief that the ability to learn is not fixed, that it can change with your effort. Dr. Dweck has shown that when kids read and learn about the brain and how it changes and grows in response to challenge, they're much more likely to persevere when they fail, because they don't believe that failure is a permanent condition.

05:28 So growth mindset is a great idea for building grit. But we need more. And that's where I'm going to end my remarks, because that's where we are. That's the work that stands before us. We need to take our best ideas, our strongest intuitions, and we need to test them. We need to measure whether we've been successful, and we have to be willing to fail, to be wrong, to start over again with lessons learned.

05:55 In other words, we need to be gritty about getting our kids grittier.

06:01 Thank you.

06:02 (Applause)