

EPISODE 141: TO FEEL MORE CONFIDENT, ACT MORE CONFIDENT

1. STAND UP TALL

- The mind-body-mind connection: We all know the mind can affect the body. But it works the other way, too.
- Article by an Army general: “Why do you ask soldiers to stand at attention?” because “When they *look* sharp, they *think* sharp.”
- The limbic brain reveals our emotions: freeze, flight or fight reflex.
- When we’re afraid, we instinctively cower—we make ourselves smaller. That starts a feedback loop.
- Application: Stand erect, pull back those shoulders, lift your chin.

2. TAKE UP SPACE

- Nonverbal communication experts: *Territorial* or *Expansive* postures: leaning on table, arms wide, fingers open. Arms draped over the backs of adjacent chairs. Arm around someone’s shoulders!
- When we feel fearful, we cower: we draw in, fold arms, fold hands, press legs together.
- Become aware of what your body is doing when you feel insecure.
- Then stretch out!

3. MOVE TO THE EPICENTER OF THE ROOM

- We tend to enter a room the way we would land on the beach at Normandy: sneak in, find a safe corner, keep your head down, and wait for other people to come to us. But they’re cowering in the other corners!
- Instead: walk to the *epicenter* of the room where there are the most people, the most activity, the most noise. Stand there and see how it makes you feel.
- *Look* friendly and available, even if you don’t *feel* like it.

4. TAKE A STEP CLOSER

- Another way our limbic brain protects us: *flight*—we withdraw.
- When facing hostility, don’t shrink back; take a step closer and lean in. It tells others “I’m not afraid,” but it also tells YOU.

5. MAKE EYE CONTACT A PRIORITY

- When we’re fearful or insecure, we avoid eye contact. Because direct eye contact is interpreted as aggressive or dominant behavior.
- When threatened, how you LOOK matters more than what you say.
- Head high, stay calm, keep eye contact, lean in.
- Resist the temptation to avoid eye contact!

Sources mentioned in this episode:

[Communication Guys, Episode 37 & 38: “What Every Body is Saying,” interview with Joe Navarro](#)

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