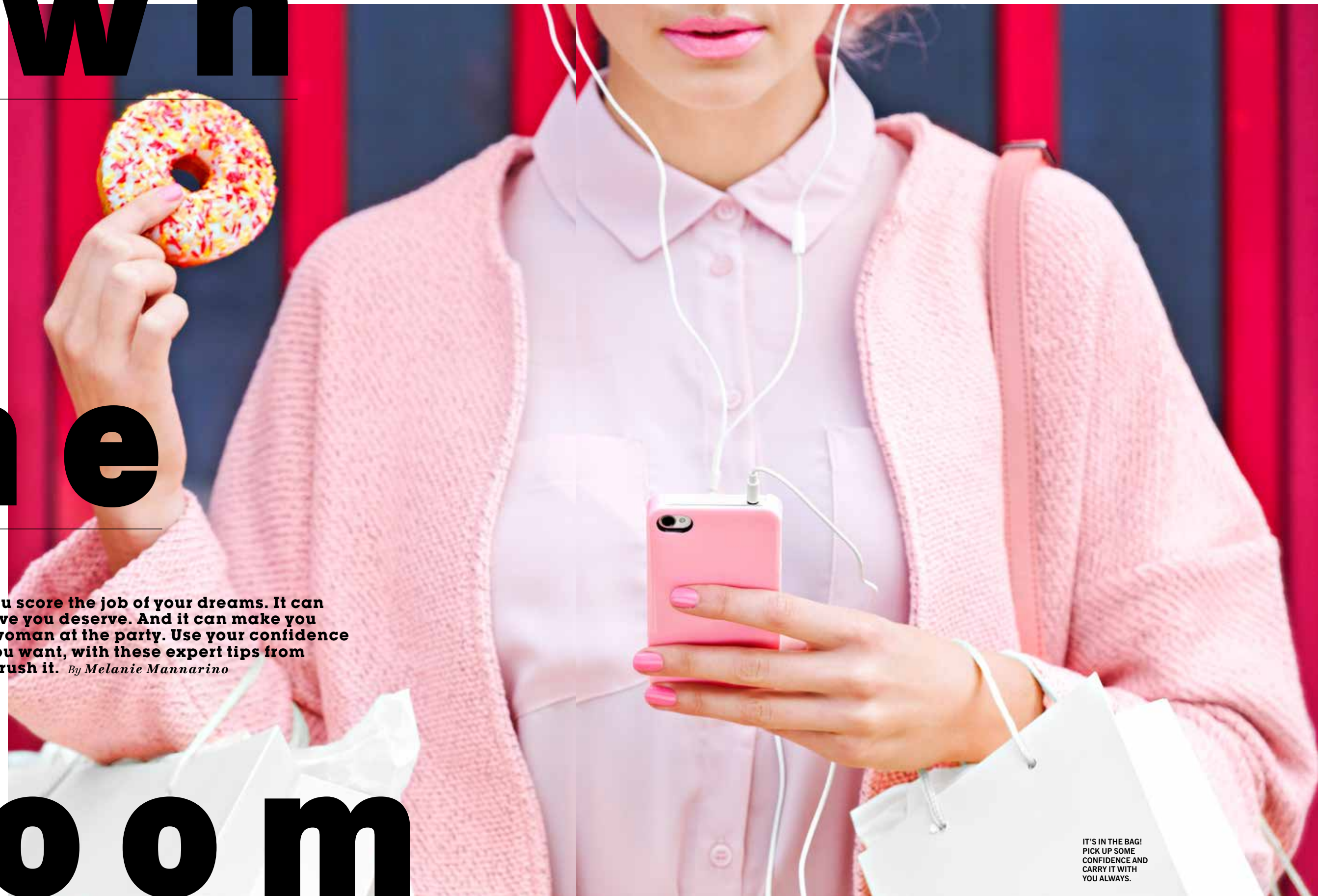


O w n

t h e

It can help you score the job of your dreams. It can get you the love you deserve. And it can make you the funniest woman at the party. Use your confidence to get what you want, with these expert tips from women who crush it. *By Melanie Mannarino*

R o o m



**IT'S IN THE BAG!
PICK UP SOME
CONFIDENCE AND
CARRY IT WITH
YOU ALWAYS.**

Perfectionism is a total confidence killer.

SEEMS COUNTERINTUITIVE, right? Surely the more perfect you are—in how you present yourself, what you say, how you react to others—the more confident you'd be. After all, it's easier to be bold on social media, when you can filter your photos, edit your posts, and reveal only the best parts of your body, your life, yourself. For example, the pics where you were a contouring *kween*, the homemade carnitas you crushed, the vacation Snap where you actually look #FlatAbs.

Except that perfection isn't reality. "Online life gives us all a chance to compose ourselves," says Sherry Turkle, PhD, professor of the Social Studies of Science and Technology at MIT and author of *Reclaiming Conversation: The Power of Talk in a Digital Age*. "Behind the screen, we can have more control over our communications, but then we end up not having confidence when we don't have that time delay."

There's a difference between the self-assuredness we have when curating our lives and scripting our text and e-mail conversations and what Turkle calls "true confidence"—the kind of internal confidence you need when you're face-to-face and don't have total control. "That inner confidence is what

prepares you for your job, for love, for times when you have to empathically reach out to someone else," she says. "It prepares you for everything important in life."

The secret to cultivating true confidence is simple, says Turkle. "Get out of this feeling that you have to be perfect." Because if you wait until you're perfect to make a big move—chat up that guy at the gym, apply for that amazing job, wear a bikini without a six-pack—you'll never do it.

Turkle's prescription for overcoming perfection: Spend some time alone,

unplugged, each day. (Leave your phone in another room if you can't resist the Snapchat urge.) "Expand your capacity for self-reflection and solitude," she says. "Contemplate your strengths, weaknesses, and goals. If you can be alone with your own thoughts, you'll be able to really hear who others are as well. You won't feel the need to transform real-time situations to meet your needs."

No more curating. Just being you, in the moment. Says Turkle, "Real self-confidence comes from knowing yourself."



#Boss Mode Confidence Playlist

"I'm Coming Out"
by Diana Ross

"Got to Be Real"
by Cheryl Lynn

"Fkin' Problems"**
by A\$AP Rocky, feat. Drake, 2 Chainz, Kendrick Lamar

"Winner"
by Jamie Foxx, feat. Justin Timberlake, T.I.

"All I Do Is Win"
by DJ Khaled

"P.I.M.P."
by 50 Cent

As creator and showrunner of Starz's hip-hop drama *Power*, Courtney Kemp Agboh is a leading lady in her own right. Before meetings with big network execs, she blasts songs with swagger. Plug into her confidence playlist here.

—HELEN ZOOK

Want IRL Confidence?

MESS UP A FEW TIMES

"Practice your ability to recover from a mistake. Often when we hesitate or stumble or there is a silence or we search for words, those are the moments when we are most ourselves. You need to be able to say the wrong thing in a conversation and know that you just look like a human who made a mistake and you're with another person who's human and who understands."

—SHERRY TURKLE

The Scientific Formula for Summoning Confidence in Any New Situation

"New Girl" Confidence



Memories of past experiences



Positive outcomes



Interest



Ability

Angela Duckworth, PhD, professor of psychology at the University of Pennsylvania and author of *Grit*, breaks it down:

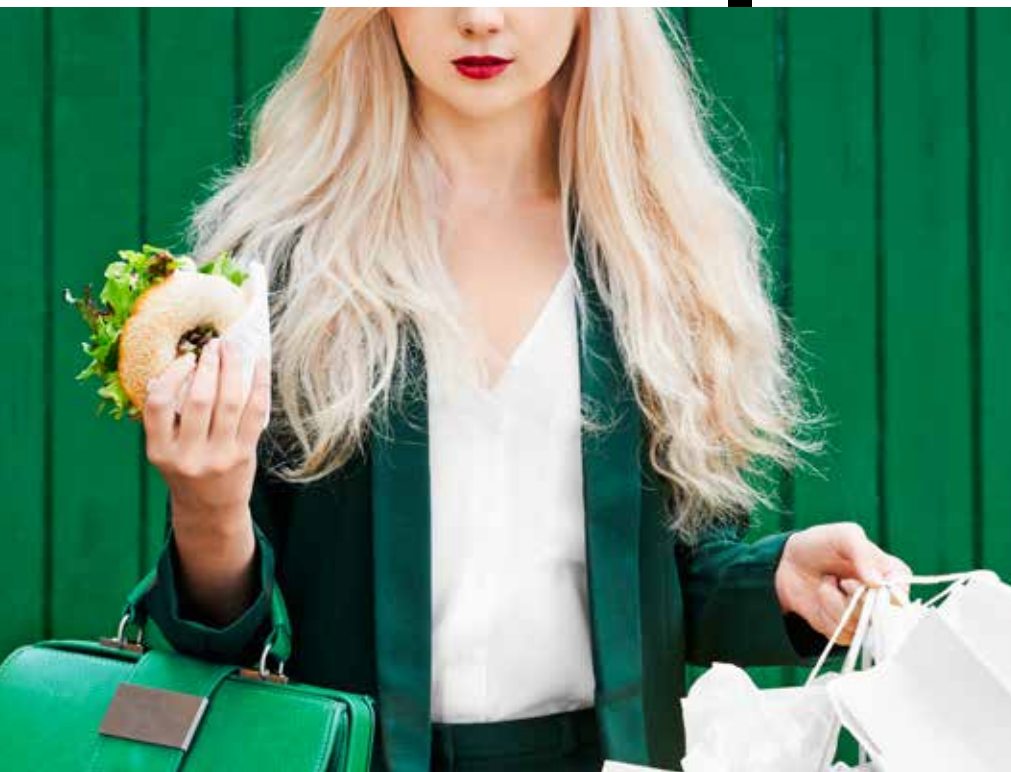
"What gives you confidence in a new situation is remembering that in some ways you have been here before. We all went to middle school—it was terrifying walking into the lunchroom for the first time. Or having your first kiss or first day of summer camp or first roller-coaster ride. If you can remember what was hard about those situations—and that you got through them—it will help you get through the situation you face now."

↓

Nikki Glaser's Guide to Being Confidently Funny

“Learn how to laugh with everyone else. Once you find humor in what’s happening in the room—the way that squat little pug went airborne for your muffin—“people will instantly be comfortable around you. Even if you never make a joke, if you laugh, people will think you are funny.”

—NIKKI GLASER HOSTS *NOT SAFE WITH NIKKI GLASER* ON COMEDY CENTRAL



How to Be So Confident About Your Personal Style That You Forget About It Completely

from **Hillary Kerr** and **Katherine Power**, founders of Who What Wear

PREP IN ADVANCE. “I think through what I’m wearing—the time of day, what outfit I can move in and feel great in. When I have that knowledge of myself and where I’m going, it makes me feel I can do anything.” —HILLARY

“Your clothes, hair, and makeup are like armor that you put on to feel confident. So be prepared—you don’t want to be busy thinking, Oh my gosh, am I walking weird in these shoes?”

—KATHERINE

KNOW YOURSELF. “Get to know your personal style and test-run new outfits during low-stakes days with friends who love and appreciate you.” —HILLARY

INDULGE A LITTLE. “What makes you feel like your best self? Do that little thing on weekly basis”—maybe a blowout or a manicure. “When you feel good, it allows you to be present and tune in to a conversation. And you won’t get caught up in whether people are judging you.” —KATHERINE

Sample Dialogue From the Voices in Your Head, Discussing Your Next Big Move

Inspired by Tara Sophia Mohr, author of *Playing Big: Practical Wisdom for Women Who Want to Speak Up, Create, and Lead.*

INNER CRITIC

(persuasive, inviting)

“Hey, what if you’re not qualified for that job? Let’s go back on the couch and stream *Dance Moms.*”



INNER DREAMER

(quietly optimistic)

“No, this could be a big opportunity for me.”



INNER SAFETY INSTINCT

(hedges nervously)

“Why not get a couple more years’ experience first, then apply?”



INNER SELF-DOUBT

(shouting, flailing metaphorical arms)

“You’re not qualified! What if they don’t want you? Rejection! Rejection!”



INNER DREAMER

(firmly)

“I don’t know if I’m qualified, but that job would be fun. And I’m the decision maker here, not the rest of you.”

“There is a part of each us that will always want to avoid risks in order to avoid potential failure, so it’s a problem if we think we have to wait to be confident in order to do something,” says Mohr. “Let that voice of self-doubt rant and rave, but take action based on what your dreams are for your life or your career.”

@HannahBronfman on #SocialMediaConfidence

#TellYourStory

“Content is key. No matter what your thing is—cooking or flowers or shoes, whatever. Think about your message, and find creative ways to tell your story over and over again.

Your lifestyle, your page—that’s your representation of you. Just be true to it.”

#FindYourSoundingBoard

“My audience is a little younger, so I think to myself, If my little sister saw this post, would she think it was cool or lame? Ask yourself, Would my best friend bust out laughing, or think, Why did she put this up, it’s off brand? Imagine the person who trusts and loves you. Their reaction matters.”

#MakeItYours

“I always joke that in this day and age, no one can be a bad photographer. If you see photos you like, recreate them with your own spin or your own items. Emulate what you think is cool. It’s not copying if you’re making it your own. When you create a picture or video you’re really happy with, you’ll be excited to share it.”

#MoveOn

“Don’t agonize over a post. You may have put up that photo yesterday, but the person looking at your feed has already looked at a thousand other photos since yours. Plus, you can always take it down.”

—HANNAH BRONFMAN IS A DJ, BEAUTY EXPERT, AND FOUNDER OF HBFIT



Two Truths and a Lie About Confidence in Relationships

From **Heather Havrilesky**, aka Ask Polly, author of *How to Be a Person in the World*.



TRUTH: You don’t have to ask for what you want.

“Think of it less as ‘asking’ than simply stating your values and desires. The tone isn’t, ‘Let’s hang out until I convince you that I’m super cool, and then, once you’re convinced, I’ll make some wobbly attempts at requesting what I want.’ When you pretend that you’re chill, you’re sending a message to yourself that your ‘easy-going, carefree’ self is more valuable than your vulnerable, messy, passionate, invested self. If you communicate your values and desires from the start, you come across as a confident person. You have a voice—and this voice isn’t whiny or bossy or needy. It’s a calm, *sexy* voice, one that says, ‘You can rise to my level or disappear. I’m going to be fine either way.’”

TRUTH: Confidence and selfishness don’t go hand in hand.

“Women worry about this, but most of the women I know are built for generosity and only become selfish when they’ve spent too

long giving way too much. Even though many of us don’t mind sacrificing our desires for others, if we get into the habit of doing that, we’re going to, in the long run, find ourselves behaving much more aggressively, naggingly, negatively, and selfishly than we would if we took care of ourselves first and foremost.”

LIE: Happily-ever-after rom-coms are just fantasies.

“When both people are confident about asking for what they want in a relationship, that’s the ideal, and nothing is sexier. Think about every good romantic comedy you’ve ever seen in your life. She wants what she wants, and he wants what he wants, and in the end, they both give in a tiny bit because they realize that they’ve found their soul mate and it’s worth it. Stating what you desire is a way of standing up for your own humanity, and once you make space for yourself, you sort of magically have more space for other people’s needs too.”