



THE BROKER'S TABLE

The Seat at the Table

5 shifts to stop feeling like an imposter

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Inspired by The Broker's Table conversation with Dr. Angela Trego — patent-holding rocket scientist and #1 best-selling author of Squashing the Imposter Syndrome. Educational only.

You do not need more credentials, a louder voice, or permission. You need five shifts. Dr. Angela Trego walked into a room of 200 engineers as the only woman and was certain she would be fired. She rebuilt her confidence into two patents, ninety publications, and a best-selling book. Here is the blueprint, distilled.

Shift 1: Stop asking "Do I belong here?" Ask "What can I contribute?"

This is the whole game. "Do I belong?" invites your brain to audit you against everyone else. "What can I contribute?" points you at value. Before your next meeting, interview, or room, write down one thing only you can add. Walk in holding that.

Shift 2: Stop comparing your day one to their day ten thousand

Imposter syndrome is a comparison error. You measure your beginning against someone else's decade. Of course you come up short — you are comparing unlike things. Name the person you compare yourself to, then write how long they have been doing it. The gap is time, not worth.

Shift 3: Treat confidence as a skill, not a trait

No one is born confident. Dr. Trego was a shy child who "didn't get her voice until much older." Confidence is a soft skill you build with reps, exactly like a muscle. Pick one small rep this week: speak first in one meeting, send the pitch, raise your hand. Reps compound.

Shift 4: Courage first, confidence second

Most people wait to feel confident before they act. Backwards. "Confidence is a result of taking courage to take action first." Act — imperfectly — and confidence grows on the other side. Engineers call it "fail first, fail fast." Do the thing, learn, adjust, go again.

Shift 5: Be the nudge

You are almost never the only one in the room feeling this way. So be the person who makes the room safe: ask the quiet person for their thought, take the first step, extend the welcome you wish you'd been given. Confidence multiplies when you hand it to someone else.

Your 7-day starter

- **Day 1:** Write your "what I contribute" sentence. Carry it.
- **Day 2:** Name your comparison. Note how long they've done it.
- **Day 3:** Do one confidence rep (speak first).
- **Day 4:** Take one courageous action before you feel ready.
- **Day 5:** Ask a quiet person for their thought.
- **Day 6:** Repeat your hardest rep.
- **Day 7:** Write what changed. That's your evidence base — keep it.

Ready to point that confidence at building real wealth? The Esther Effect course is confidence applied on purpose → thebrokerstable.com. And read Dr. Trego's **Squashing the Imposter Syndrome** for the full method.

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