

There's a whole world out there of people that need you to start that you are now investing your time and your energy and you are stepping up to be that person. And that woman who makes investments like this, who takes her business seriously, who's willing to go on, who is driven, who is ambitious, who is going to make shit happen no matter what. This is focused, fierce and financially free. Here's your host, Jen Scalia. Hello and welcome back to the show. This show is all about how to earn your online business, explode your online brand, make money online, and really the mindset and the strategy to be able to do all that. So I am your host Jen Scalia and thank you for joining me for another episode. Now don't forget a new episode is released everything well Tuesday. So I'll make sure that you tune in every week and definitely subscribe if you don't want to miss a notification for the new episode.

So in today's episode I'm going to be sharing with you how to experience an income quantum leap. I talked to so many people on a weekly basis about them wanting to make huge shifts in their income and really go from maybe a set point that they've created or a plateau that they have, or just something that they just can't get past and they want to go from, you know, maybe it's \$5,000 a month all the way up to \$50,000 a month or \$100,000 a month. So in today's episode, I'm going to be sharing with you how you can experience that. So me personally, I was able to experience that in my first few years of business when I went from making 35 K in one year to making over 535,000 in that very next year. And there are some things that actually happened that I'm going to be sharing with you to make that possible. And there's also certain things that if you do them, it's actually going to block you from having that income quantum leap. So let's dive right in to today's episode.

So for those of you who are unfamiliar with my story, after my first profitable year in coaching, I experienced a quantum epic leap in my finances. So the very first year that I decided to start a business, I really couldn't say that I was in business because I made \$0 million. I literally made no money. And that's a story for another day that I will share with you guys. And I love sharing that story just because I know that there are people out there who are stuck and feel like things are never going to change for them. They're never going to get a break. Today I want to talk about my first profitable year. So the first year they actually started making money. I actually started enrolling clients and getting people into my programs and I ended that year at around \$35,000 which is not bad for my first profitable year.

Some people aren't profitable at all. You know, statistics show that a lot of coaches are really only making about that or less. 35 k a year was definitely not where I want it to be. You know, I really want it to be more in the hundred k a year range. That whole year I kind of stayed steady between three to four to \$5,000 months. Every now and then I would have like a \$6,000 month. Then that is actually really good. I think it's really good for a lot of people, especially when they're first starting, but I knew that I wanted more. I'm driven, ambitious, hopefully just as you are and I just wanted more. I wanted that infamous glorious 10 k month. I wanted that five figure month so bad and I was actually able to reach it in the very last month of that year in December in a month where I didn't really think that would happen.

It was Christmas time. People were buying gifts, people were home with their kids. It was the last month of the year. I really didn't think I was going to be able to achieve it and I did. I actually made \$11,000 in December of that year and once I made it, I kind of thought to myself, wow, that actually wasn't that hard. I also committed to myself that I would never have anything less than a 10 k month after that and I haven't for, hmm, let's see, about 48 to 50 months straight and have never had less than a five figure month. That was great. I ended that year at 35 k including my first five figure month and the following year I really had a goal to make \$100,000 and I figured if I can make at least 10 k a month every month I would get to my hundred k maybe a little bit more and that would make me so happy.

Why ended that year with \$535,000 on the books? That was a 14 times increase. We want to talk about an epic leap, a quantum leap. It wasn't five times, three times, not even seven times or 10 times a 14 times increase in my income in one year. It was incredible. I couldn't hardly believe it myself. I really like I said, like to share this story because I want you to know that things can shift and change so quickly no matter where you think you are now. So I don't want to get too deep into my story and how I was able to create a quantum leap, but I want to share with you what I think needs to happen for you in order for you to do the same. So the very first thing, it may be something that you don't want to hear and in order to experience a quantum leap in income in your business, you can't focus on that quantum leap.

If you are so focused on, I want this quantum leap, I have to have this huge income increase. You're never going to get it because you're going to be holding on so tightly to that specific goal, to that specific thing that it's going to continue to allude you. So I always tell this story as if it was a butterfly. Let's say you see a butterfly. It's a beautiful butterfly. You want it, you want to catch it, you just want to touch it and you can see it. It's right there in front of your face flying around you and you can't catch it. You are trying to get it, but it just continues to allude you it to, to flutter away every time you think that you're going to get it. And I know that happens sometimes for us in our businesses and in our launches and things like that.

You just say, you know what, I surrender. That's okay. Maybe the butterfly doesn't want me. I'm just going to chill and I'm going to do something over here. And the moment that you surrender, the moment that you let go, the moment that you stopped chasing that butterfly, that butterfly lands on your shoulder. And that's kind of what happened for me with my quantum leap because I was not focused on making \$500,000 a year. I was not focused on going from making 35 to making 535 all I wanted to do was make \$100,000 and at that point I have proven it to myself that it was easy. And so I'm going to share with you some tips on what I did and what you can do so that you can allow a quantum leap to happen versus trying to make it happen. So the first thing, like I said, is don't focus on the quantum leap.

Instead focus on service. Focus on having fun. Focus on doing the thing that you were meant to do. Focus on doing the thing that you were put on this earth to do. Focus on your purpose work because that is what's going to bring the clients and bring the money. And I think that that's something that entrepreneurs get so caught up in is that we think I have to do x or I have to do y or I have to have this in order to experience epic leaps in order to have an increase in income, in order to have clients come to me. And that's just not true because if you're really doing the work that you're supposed to do, if you're really doing the work that you're aligned to be doing, you would do it for free, but that's really how I want you thinking.

I want you thinking from that place of full on service, I am serving the people that I was put on this earth to serve. I am doing the work that I was put on this earth to serve. That's what I want you thinking about. That's what I want you focused on and I want you to have fun while you're doing it. I want you to have excitement while you're doing it. That's what was happening for me. When I went from an 11 k month in December to a 50 k month in January, I was not focused on making \$50,000. I was not focused on making half a million dollars. I was focused on serving because I had proven to myself that if I could just serve the people that needed me making 10 k multiples, super easy, and it was so focus on service and fun and don't focus on this quantum leap that you believe you need to have.

Don't focus on this extravagant number that seems so far away. Instead, think about who you have to be. Who would this person be that already had that amount of income? Let's say you're at five k a

month and you want to get 50 k months. That's a pretty big leap. That's a awesome leap. Now, who do you have to be to create those 50 k months as someone who is making \$50,000 every single month for a year? That's \$600,000 so at \$600,000 how would you be acting? Who would you be? How would you be showing up? You'd be showing up at your best. You'd be at your highest, and so that's what you need to do. Now. Serve at your highest, be your best. Focus on service. Focus on fun and excitement. Don't worry about what anybody else is doing. You compete against yourself. That's another trap that we get caught in, is looking to see what everybody else is doing, looking to see everybody else's quantum leaps, looking to see everybody else's income, but we don't know anything about what's going on behind the scenes.

We don't know anything that's going on behind their business. We don't know that they're making a 50 k a month if they spent \$40,000 in expenses. We don't know that. So continued to compete against yourself around being the best about complete mastery and complete service to the people that you were meant to serve. Totally immerse yourself in your work. Here's the thing, if you're not feeling your work, if you're not aligned with the work that you're doing, you will never experience that. You're not going to experience the quantum leap. You're not even going to experience really the small leaps or the small steps because you're so out of whack. You're not in alignment. You're not having fun. You're not enjoying your work. You're not enjoying the people that you work with. That's a repellent. So what you need to do is be focused fierce, like the name of this podcast, focused and fierce.

Be relaxed around the outcome. Have a positive expectation that in you serving your people, you're going to be handsomely rewarded. You're going to be epically rewarded by serving at your highest to the people that you're meant to serve every day. Strive to be your best. Strive to have that excellence and I guarantee you that money will follow. So if you're looking to experience a quantum leap in your business, remember, don't focus on that. Focus on being the best person that you can be. Focus on that person who when she does experience that epic leap, what does that look like? Who is she? What does that feel like? What are you doing now? Focus as much as possible to getting to that place and that's when you're going to experience the quantum leap in your business.

That about wraps it up for today's show. I want to thank you so much for tuning in again, and I want you to experience that epic quantum leap. I want to know what that looks like for you and what are those big goals look like for you? What numbers are you going for? So I actually have a free six day mini course that you can go ahead and find out for that's actually gonna help you with some of this mindset stuff and really figuring out what habits, what beliefs are actually stopping you from experiencing your own quantum leap. So you can head on over to my website@jennscaliam.com forward slash east seven that is a letter e the number seven and you can find yourself up for that free six figure success mini course. And I think that it's really going to knock your socks off and it's really gonna help you get into that space and place of creating that epic quantum leap or yourself. So also make sure that you tune in for the next episode where I'm to be diving into the disease of playing small. Unfortunately, this is just so common at in our online space and I see so many people with such great potential that are just selling themselves short and playing small. So we're going to be diving into that next week. I hope to see you there.

Let's keep this conversation going. Join us in the private discussion group, the ambitious baby. We're ambitious, driven online entrepreneurs. Go to get the mindset and strategy to grow and scale their online empires. Join the ambitious babe at [Jenn scaliam.com/tribe](https://jennscaliam.com/tribe).