

There's a whole world out there of people that need you to serve them. 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 happen no matter what, this is the million dollar business podcast. Here's your host. Jennifer, welcome the million dollar business podcast for entrepreneurs who want to create wealth and freedom with their business. If you're looking for the mindset and strategy to get seen, known and paid online, you're in the right place. I'm your host, Jennifer success and mindset strategist for entrepreneurs who want to start a movement, leave a legacy and build a seven figure business and brand. So in today's episode, I'm diving right into the million dollar mindset.

So in some of the previous episodes, we have talked about mindset. We have talked about the things that are required to really move yourself in a position to scale to multiple six figures and seven figures. Today, I'm going to be diving deeper into five things that need to be on point in order for you to hit that seven figure Mark. So without further ado, let's go ahead and dive in to today's episode. So let's do this. Let's talk about million dollar mindset, because truly this is what is going to lead to your success, to your abundance of cash, to an overflow of income. So most often we, especially as women are taught to like not ask for too much, we're taught to be happy with what we have and to, you know, just be okay with just enough. And I'm here to tell you today and probably every day that that is just a really messed up way of thinking, being in a place where you are okay with just enough will always lead to you.

Being in lack will always lead to you being in a deficit or in the negative because when we operate from this place of, okay, well I have enough to pay my bills. I have enough to maybe do some extra things. We extract ourselves, we shrink our capacity to receive more. And we also don't leave room for other things to happen. Meaning there's life. We all live this life, right? Where unexpected things happen, bills pop up circumstances that are out of control. Think about the last year and all of the changes and all of the different things that are happening in the world and online and with people and their money and their businesses like having just enough, isn't going to prepare you. And it also, isn't going to allow you to continue to live your life. If you don't have these things in place, we want to expand and really think about what would it feel like? What would it be like to be in a position where I had an abundance of money? Always I had an overflow of cash in all of my bank. In today's

Episode, I'm going to be sharing the five things that I feel really are crucial really, really,

For you to work on daily for you to work on all the time in order to make sure that you're staying in this high level mindset, that you're staying in a place where you were open to receiving so much more

Then just enough. So the first one is your energetics. This might seem a little kind of woo to some people, but

The way that I'm going to explain it, like you're going to get it right? Like your energetics is your vibe, your energy, your essence, how people see you, how people view you, how people react to you or feel when they're listening to you. When you walk into a room, when you say something, when you

Post something, your energy and your vibe are so important to creating wealth, your energy and your vibe can turn people all the way up or it can turn people completely off. And if we're

Really careful about this, like if we're kind of unconscious about how we're showing up, and we're not intentional with our energy and how we're showing up, it can come across a little funky to people, especially if you have other things going on in your life. So

Like I said earlier, it's life. We all live a life. Things happen,

Emotional things happen, personal things happen. And you being able to be really intentional about your energy and how you harness that will really allow you to be really consistent in the process of

creating wealth in the process of building a business in the process of attracting people to your brand and to your business that want to buy from you that want to listen to you, that one, to follow you, that one, to share your things with their friends and with other people,

Host things, right? Your vibe has to be top tier.

So in a lot of my programs, we talk about the vibe. I have programs called the hustler and the vibe, and it really is like so

Important to get our energetics, right? So

I always tell my clients, like you're only one job

Every day is to maintain your energy, right?

Even if something is going wrong, even if maybe your launch is flopping or it's not doing as well as you could, maybe a client backed out of a payment, maybe someone ghosted you, maybe you have something going on in your personal life. Maybe you're going through your cycle. And you're just not feeling very well. Maybe you get sick. Maybe your kids are sick. Like there are so many things that can happen on a daily basis that we can

Control. Right? And what we can control though, is our energy is

Vibe. So it really is important for you to work on this daily, to make a commitment and to make an intention of how do I want to show up? How do I want to present to other people? If someone was to come into my space today, would they want to hang out with me? Like, would they want to be around me? Right. The reason why I say you have to be intentional is because if you do have all of these other things happening, you'll become reactive, right? It could be like one little thing that happens. It could be, yeah.

The big thing that happened, you see something happening that, you know, you feel very emotive

That can instantly, if you're not careful, and if you're not intentional, that can instantly drop your energy, then you start to kind of put out these

Funky vibes. I always tell my clients

Too, like, do you have like a funky vibe going on? Because people can feel it, your energy is so important. Your vibe, your essence, how you're showing up, work on this every single day, be consistent with this, be

Intentional about this. Because when

You're intentional, you're not reactive,

Intentional. You get to kind of move the energy around. Even if there was something that, that you weren't feeling really good about or something that happened, you can be more

Proactive and how you utilize that energy for where that energy comes from and where it goes. So that's the first thing. The second thing is your strategy. So totally on the other end of the spectrum, right? So I mentioned the hustler in the vibe, which is like my mini mastermind,

Because it's all important.

So as much as your energy and your vibe and your essence and how you come across to people is important, your marketing strategy, your business strategy,

This, this model is just as important. We really,

They need to understand and know it also be intentional about how we're physically showing up. Right? When we talk about energetics, we're talking about how our vibe shows up, right? Like how other people perceive us. When we talk about strategy, it's like, how am I actually showing up? How am I

physically showing up? Am I showing up on camera? Am I being consistent with my posts? Am I sending out a daily newsletter? Am I showing up? And I'm giving value? Am I showing up and being funny, really? Think about like your marketing strategy, having this strategy. One that is unique to you

Is what will actually help you create multi-millions in dollars, right? Like multimillion business. Because, Because you not only have the essence and the vibe, but you also know how to execute it. Your strategy is about your execution. How are you marketing? How are you promoting? How are you showing up for people? How are you showing for your paid clients? How are you showing for your free audience? And then creating something that feels good for you? Because like we talked about in some of the previous episodes, there's lots of different ways to market your business. There's tons of different ways and tons of different strategies and tons of different formulas. The key here creating a million dollar business with your strategy is finding the strategy that works for you. They all work to some degree

For some people what works for you. Don't get caught up in what other people are doing. Just because somebody else

Is really good at let's say live streams or

Webinars doesn't mean that that's the only way to be successful. Doesn't mean

That's the strategy that you have to do if you want to replicate their success. Replicating somebody's success really is. It's more about their habits, right? More about how they're showing up their consistency, which I'm going to talk about in a second. But the strategy has to be

Unique to you in order for it to work in order for it

To be sustainable in order for it to create rhythm in your business, where you're able to then scale without burning out. I have just come across so many people recently, you know, I thought definitely over the last year, but even in the last few months, and in the last few weeks

Before really overwhelmed, burnt out emotionally drained, we have to add

Business owner, right? Kind of put that stuff aside

And say, this is what I want to create. Again, being intentional about your

Strategy, being intentional about your marketing, being intentional about how you're showing up.

Number three is consistency. This is something that all people who are wealthy and successful and the people that you admire have, they are consistent. They are consistent in every way.

Anything that they do in their energy, in their strategy and in the two

Is that we're going to be talking about after this, but it is just this overall consistency in who they are. They don't waiver, they don't bend. It's not like you see them being one way, one day. And then they're completely a different person. The other day. They are super consistent across the board. And I want to make a side note that consistency does not mean constantly. There is a difference. Consistency for you may look different than consistency. For me, for me being consistent might be sending out a newsletter every day, which I do. And also sending out, you know, Facebook posts or social media posts on a pretty regular

Or almost daily basis for you. Consistency might be

Live stream once a week, but being very consistent in that practice or in that habit. So understand what consistency is for you and create habits around that. Also, this is another one where you don't want to look at what other people are doing and say, Oh my gosh, this person is doing a live stream every day.

They they're super consistent,

You know, or they're posting 10

Times on social media. They must be super consistent.

Like I said, consistency does not mean constantly. So figure out what works for you, what you can commit to on,

You know, a regular basis. That's kind of like how I describe it. So it doesn't necessarily have to be daily, but it has to be regular. Like this is just something you do. This is just who you are. This is just what you do, because this is the persona that you created. Or this is the business that you want to have. So consistency again, across the board, in everything, your energetics, your strategy, the value, your alignment, your habits, how you're showing up, all of that stuff must be consistent because people, when they see someone that's consistent, that's admirable, right? When they see someone that's consistent, that to them is like, this is a person that cares, right? This is a person that not only cares about themselves. They care about their business, but they care about

Their clients. This is a person that is consistent because they want to create

Eight something. They are creating a movement. They're creating a, a legacy. If you're going to be lazy sometimes and super consistent for like a week. And then you're off the board again for a month, that's not going to work, right? Because every single time you go to start again, it's going to be harder. So stay consistent, figure out what that consistency looks like for you. What it looks like for you to be regular in your habits, in your practices.

You're showing up and roll with that and stay with that and commit to that. Number four

Is the value that you bring.

So in order to really have

Not only a million dollar mindset, but a million dollar business, right,

Is to be very in alignment

With the value that you bring to your audience. So this is something that, because the barrier to entry in the coaching industry is so low. It's good and it's bad, right? Like it's good because people that are talented, people that care, people that have something really amazing,

The world can come in at any point and create something amazing. But on the flip side,

There's also people who are out of integrity, who don't have the right things in place, who don't have good intentions that are also able to come in and make money. This is something that's going to set you apart from the fakers, right? From the posers, from the people who don't really care is the value that you bring and having confidence in that. And then also having certainty in your work

Results. People buy confidence, people buy certainty, people buy results. So get really clear on the value that you have

Bring to the marketplace on the value that you bring to your clients. If you're feeling a little fuzzy around it still, if maybe you're just starting, or maybe you've switched your niche, or you have changed something else in your business, you're in it,

Transition, get confident. And how do you

That you do that through practice? You do that through taking action. You do that through trial and error basically. Right? So a lot of times when I have people that don't have clarity here, like they know that they have something to offer, but they may not be really sure on what it is. They may not have had a whole lot of clients, or maybe they're trying something new. They try to get the clarity and they try to get the certainty and the confidence

Through thought, right?

So it's usually like, well, I've been journaling about this. Or, you know, I've been thinking about this a lot. And it's like, no, you actually have to go do it. Right. You actually have to go see that, you know, the coaching that you do, or the courses that you offer, or the teachings that you bring to people are actually making a difference and make it a commitment for you

To always show up at your best, to always operate in excellence. And to always, always be in integrity with the value that you bring to your audience and to your paying clients

As well. The fifth

Thing to really create this million dollar mindset and just be in the space of like someone who it's a no brainer. Like it's a no-brainer that you're meant for millions. It's a no brainer that you're going to be making millions over your lifetime.

Or maybe it's over this year. You know, when I talk about making millions, I don't want you to, you know, maybe you're not there yet,

Yet, or maybe that doesn't seem like a goal that you want to have just yet, but know that like this can be over a lifetime, right? It can be over two years. It could be over the next five years, but I want you to expand your awareness. I want you to expand your mindset. I want you to expand what you're able to receive so that you're not operating from that last,

Please have just enough. The final thing is your alignment and

Or to consistency, your alignment needs to be across the board. So alignment needs to be in everything that you do. It needs to be in the strategy that you're putting out there. It needs to be in the offers that you're putting out there. It needs to be in your pricing. It needs to be in just who you be and who you are.

You are operating with integrity. Now

Just saying one thing and doing another, not asking your clients or asking your audience to do something or teaching them something, but then doing the complete opposite. So integrity is another one of those things that is becoming rare in our coaching industry and in the online

Entrepreneur industry. So when you have this, that really brings something special to what you have, right?

And people will notice, people can notice when people are fake. People can notice when people are lying. People can notice when, you know, people are posing or saying, they're doing one thing or saying they're being one thing. And they're totally not that. So being an alignment with your teaching,

With what you bring to the table, with the people that

You surround yourself with, with your habits, with what you're doing in your daily life, with what you're doing, you know, with your children, with your family, with your husband, like just alignment across the board. So for this, I just want to give you like a quick exercise for this. And we do have some previous episodes that you can tap into where I talk more about how to kind of close the gap and really get into alignment with your offers, your ideal clients, and you know, everything

Across the board. A really simple thing

You can do is just like, what doesn't feel good in my life, right? Like what feels a little like imposter syndrome? What feels a little like, Ooh, if people

Knew about that, they might not like me

Or people knew about that. They might not hire me. Right. I feel like people innately already know where they're out of alignment. They innately already know if they're

Out of integrity. So maybe you are, you know, wanting people to invest in your coaching. But you know that you maybe

Without a payment on a coach before, maybe it is that you are, you know, asking people to pay a certain amount, but you're not willing to pay that amount. So really just think about like where in your,

Where in your life also are things

Maybe out of alignment and out of integrity, and then make a commitment and make a choice to get into alignment with those things. Because once you're alignment, once you've got your energetics, now your strategy you're being consistent. The value that you bring is hot. There is no way that you cannot have and create a million dollar business. So that wraps it up for today's show. I want to thank you so much for tuning in and as always, I really hope that you take the lessons and apply them to your business right away. There are so many different things that you could be focusing in on your business. So many things that you could be working on, but if you really take heed to what we talked about in today's episode and focus solely on these five things, everything else in your business will become easy.

So I would love for you to head on over to the show notes, where I have some amazing things that are going on here in the business. And I would love for you to be a part of the first one is a workshop that I'm doing next week on the 14th called the cash and flow workshop. During that workshop, we are going to be diving deep into your business. It's an interactive workshop where we're going to talk about how to create consistency, cashflow and predictability in your business. And if you want to dive deeper, you know, you need that next level of support. My signature program, the 10 K lab is now open in this program. I work with you personally, and you get a customized coaching experience to get your business to consistent five figure months. So make sure that you subscribe to the podcast so that you don't miss an episode. And also if you are loving the episode, if you are loving the show and the rebrand, please leave us a positive review on iTunes. This will help us reach a more amazing entrepreneurs, just like you, who are committed to creating incredible change and transformation in the world. And finally, don't forget to come back next week or you'll get another quick bite episode to build your business from the inside out.

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