

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 all in, 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. All right. All right. Welcome to the Joe. This is your quick bite podcast for online entrepreneurs who want to create wealth and freedom with their business. You are in the right place if you're looking for the mindset and strategy fit mean, known and paid online. I'm your host 10 affiliate success and love strategy and I want to thank you for joining me today, ed. Every Tuesday where you going

get a short 15 to 20 minute audio training on how to build wealth from the inside out. You get a little bit of strategy, little bit of mindset and a nice healthy dose of tough love with 100% authentic, real and raw advice on how to navigate this crazy world of entrepreneurship. So today I want to dive into your big block to wealth. So some of you may have heard me say before that I actually don't believe in money blocks. And that is true to an extent. I do believe that there is nothing outside of us that can stop us from getting what we truly desire. However, in today's show I'm going to be talking about that one thing that is actually missing and guys, it actually still comes from within, right? It's nothing outside of you that you have to get. It's something that's in you that you just have not reached into and grabbed and taken a hold of.

And this one thing is the missing link to having everything that you want in your life, whether that is more money, more clients, a thriving business, I beautiful house, a wonderful husband, all of that stuff. Anything that you want, it's because you're missing this one thing. And I'm super, so to talk about this and to share with you not only what this thing is, but how you can start to reach in and grab that thing and implement it into your life almost instantly. So let's go ahead and dive right in. So first things first, let's just be clear that this is not just about wealth or income, but about the true freedom that you desire, that you have been seeking is being blocked literally by you by this one thing that if you just could get behind it, everything that you most want, everything that you've been trying to do, all the goals that you've been trying to reach will literally just happen for you very, very quickly.

I'm not saying this lightly because it's hard to get behind this. It's hard to maintain this thing. It's hard. Really, really, really believe. And that's what I'm talking about in today's show. Why you have a big block to wealth. Your biggest block is belief, or should I say a lack of belief. So I'm talking about belief in yourself, belief in your products, belief in your potential and your capability. Belief that you can actually help people belief that people are actually going to support you in this and ultimately this belief that whatever has been brought to you as far as a vision is yours and that you can actually achieve it. If you can get behind yourself, not even a hundred percent, literally 1000% and believe in all of these things, there's just no way that you can't reach those goals, that you can't hit those milestones, that you can't rack up tons of money in the bank and really start to serve more people and really start to live the life that you desires.

Somebody actually asked me this in one of my groups and she started asking me about what affirmations or what journaling prompts can she do to sell more products, and I thought it was an interesting question, right? Because I do get a lot of people that ask me about journaling prompts and affirmations and mantras and things like that, but here's the deal. Journaling, affirmations, mantras, whatever you want to call them will not help if you don't first believe. So. What I told her was I think you're a little premature and asking that question, right? I needed to be sure that you believe in the

product that you're selling, that you believe in what you're doing, that you believe that you can get results for people and then is when you're going to be able to make the sales. Then is when you're going to be able to show up online, be visible as fuck, not care what people think.

Be unfiltered and literally just say what needs to be said. Right? Like share the message that needs to be shared. No amount of journaling. As much as I love journaling and I preached journaling, no amount of journaling is going to get you to that place if you don't first believe it. That's always the first step. It is belief. I just heard something on another podcast that I wanted to share with you guys. Unfortunately, I can't take credit for this, although as much as I would like to, I'm not the one who said it and I'm usually not the one who preaches this particular thing. But I really thought that it hit home with me. I really believe that it would also hit home with my audiences. Well, I talk a lot about quantum leaps. I've actually had podcasts episodes here where we talk about quantum leaping your income and you know, skipping over the baby steps.

And what I loved that this person said on the podcast, and I think that the reason why it really resonated with me was because he was building a legacy and he was building a million dollar multimillion dollar real estate portfolio, which is something that I want to create and I want to do so. And I was really intently listening on what does this person doing? What are they saying, what are their beliefs, what are their thoughts? And the thing he said was just to take the first step, take the baby steps. So instead of trying to hit a home run, just go for first or second base. I do believe that that's a problem for a lot of people because unless you are really seasoned, unless you are, have been going deep for a long time, unless you really know the power and the strategies around manifesting, a lot of this stuff just seems so foreign.

It seems so far off, right? So if I'm maybe making one or \$2,000 a month and I wanna jump to 20 K without the belief, which is what we're talking about in today's show, without that will never happen. No matter how many people you hire, no matter how many courses you take, no matter how many different strategies you put into place, it's not going to happen without that belief. Now it is very hard to believe to go from such maybe a small number to such a big number. It's a big leap and a lot of people just cannot wrap their heads around that. And so that's why it doesn't happen. Even the people who think that they can wrap their heads around that. Like me, I'm totally about the quantum leap and I've experienced it in my life, but I've also experienced times where I didn't quantum leap.

I've experienced times where maybe I went back a little bit or I stayed the same for a long period of time, so I've been able to experience all of those things. But for someone who had not yet received the evidence that a quantum leap can happen for them, it is really hard sometimes to go from a small number goal to a huge number goal and believe that you can actually get there. So I'll just repeat what he said and I would love for you guys to just take that and start to see things a little bit differently. Everything that I teach on this podcast is about perspective. And it really is about making these tiny shifts, sometimes really big shifts, but about taking these things and stacking them on top of each other so that you can start to build and create different habits that turn you into essentially that next level person that you want to be.

So instead of trying to hit a home run on the first time, like let's say you're just launching a course for the first time, or maybe you are doing your first speaking event, or maybe you want to get published in an article instead of trying to like get on Oprah magazine, like why not try to get on my buddy green or elephant journal instead of trying to have \$100,000 launch when you've not even proven to yourself that you could have a four figure launch, why not go for a \$20,000 launch? So instead of trying to hit a

home run, just go for the first or second face from that place, you're able to learn, you able to see what went right, what went wrong. You're able to pivot and then continue to take action, take more action after that. So from that place you're able to learn.

You're able to really see what worked and what didn't. Then you can pivot and then from there, take a better action, take more actions so that maybe on your second or your third or your fourth try, you actually can hit a home run. And then once you know the logistics and the strategies around hitting a home run or around hitting a hundred K launch, then it's just a repeatable process. Right? But I think that that too many people just try to skip over the learning process, skip over the pieces that we actually need to understand in order to have a successful business. Thinking about faith, speaking about belief, I mentioned that it is kind of hard sometimes when we haven't experienced that for ourselves, but it doesn't mean that we can't, it just means it's going to take a little bit more to start to believe that these things can happen for you.

And one of the things that I love to do is to borrow evidence and borrow faith from other people. If you are trying to hit a 100K launch, let's just continue on that theme because we're all about business. We're all about making money and I know a lot of you, you know for a lot of you that's like a big milestone. Maybe you haven't experienced that for yourself, but maybe one of your friends has or one of your peers or one of your mentors or somebody else that you follow online has been able to create that instead of just trying to pull this from somewhere out of the blue right or out of your ass, borrow it from somebody who has already proven that it can happen. I for 1:00 AM definitely somebody who when I see someone doing something that I want to do, when I see somebody having the success that I want to have, when I see somebody making the money that I want to make, I feel that evidence for myself.

I basically take that as a sign that it is 100% possible for me to do the same thing because I really feel like we're all equal, right? Like nobody's better than the other. We just take different actions. We maybe are a little further along on a path of education or maybe know more or have different connections, but nobody's better than somebody else. So whenever I see that I don't get jealous, I don't get triggered, I don't get mad. I get excited because I know that now that's possible for that person or that person, and that person is honored percent a thousand percent possible for me as well. Others, things that you can do to kind of start to really dredge this belief muscle is look at other people's faith in you. So I'm talking about compliments that you receive. Thank you that you receive testimonials, case studies, results that you've gotten from your clients.

A lot of times we tend to overlook those things. We don't realize really how impactful we are and the work that we're doing is for other people. And if you're maybe just at the beginning of your journey and you haven't actually worked with clients, I am positive that there are moments in your life and instances in your life where people look up to you, where you have helped someone or else you probably wouldn't be on this path. You probably wouldn't be a coach or you wouldn't be an entrepreneur or you wouldn't be somebody who is trying to change the world. Not only borrowing the evidence from other people and what they've been able to achieve. Also borrow other people's faith in you and what you've been able to do for people. One of the things that I've talked about previously in a, an episode here was about doing a brag list.

Just literally writing down a hundred things that are amazing about you, right? We tend to have a lot of gratitude for like other people and other things. What if you had gratitude for yourself? There are times when I fully dealt myself. Even now, even still on the flip side of it, I have a Google document with 430 I think it's 430 or 450 testimonials from people that I've worked with and those are only the ones that I've

documented. Those are only the ones that I have actually reached out to people and said, Hey, can you give me a testimonial? There are other instances where people have messaged me out of the blue, DMD me on Instagram, mentioned things on my Facebook page. Those, those are all little evidences that you are on the right path and that you were doing the right thing as far as belief.

Get the evidence, whether it's from yourself and what you've been able to do or the evidence that it can be done by finding other people who have been able to do it. Use that as proof that you are on the right path, that you are doing the right things, that you can change lives. The other part of it is learn. So I mentioned this a little bit earlier about, you know there's sometimes people who are just on a little bit further path than us in the learning process of what it takes. If you're not feeling a hundred percent confident, if you aren't feeling like I can have this belief in myself, you need to go out there and take action. That means coach people. If you're a coach, that means right. If you're a writer, that means do the thing that you want most to master.

Go out there and do it even if you have to do it for free or low cost, go do it because the more that you do it, the more confidence you get, the more confidence you get, the more belief that you will have. Try your pro, like let other people try your products out. If you're unsure, if you're feeling doubtful about putting something new out, bring a couple people into a beta launch and have them test it out and tell you whether it's good or not. This is guys, this is the way that you're going to know if your stuff actually works. If this is something that has been holding you up like, Oh, I don't really know if my program is going to get results for people or I don't really know if this is going to change lives. Well, you actually have to go out there and make it happen.

Take trainings, take courses, get mentored by the best of the best. That was one thing that I did back in 2015 2016 but I am going to hire the best people out there. I am going to enroll the best mentors to help me get where I want to go and that's how I created the confidence in myself. That's how I created this unwavering belief that number one, I was able to do this, that I meant to do this and number two that I can change lives and then I can make a shitload of money doing it. If you're kind of in the stuck place or you're feeling like I don't know how to get that level of belief, you have to take action. You have to go out there and do something, learn something, make something happen. That's the only way that you're really going to get that rock solid belief in what you do.

Keep taking action from that place. Keep taking action from that their place. This is another thing that mentioned on a podcast before on an episode before about closing the gap. Right now you're probably taking action and making decisions from the here place from this is where I'm at now. This is what I'm capable of doing now. This is what I foresee myself being now. This is what I can reasonably who says you have to be reasonable. By the way, fathom can happen for me or the goals that I can make or the income that I can create. Stop taking action from this here place because the here place is going to keep you stuck. It's going to keep you here, right? Because it's going to be comfortable. Even if it's not something that you really want or desire or ultimately see for yourself. It is more comfortable to stay here then to take that risk and go there.

And to be honest, like the people that I love to work with, most the people that really get the results are the people that are taking action continuously from the there place, that place that they already know and see for themselves, even if it's not here in the physical, in reality for them right now. So don't get comfortable with here. Start making decisions from where you most desire to be and this belief is going to skyrocket. So that's it for today's show. I want to thank you so much for tuning in and I'd love to hear what you think about this. And now that you have this new information and you know that everything

that you desire is literally on the other side of a choice, literally on the other side of you just taking hold and really believing in yourself and what you're doing and what you're fully capable of right now, let us know what you're up to. Let us know what you're gonna do with this information. Head on over to my free community, ambitious babes online entrepreneurs making bag and share what you think about today's episode. Also, make sure that you come back for the next [inaudible]

the episode where I'm going to be sharing the 10 volunteer commandments. So these are the 10 rules that I live by. Not just [inaudible]

when I'm launching a product, but also when [inaudible]

I'm just operating my business and this is exactly how I have been able to really defy all odds despite my small numbers bite. You know, some of the challenges that I've come across to be able to sell over two and a half million dollars worth of corporate products and services online. So don't make the next episode 10 marks. Commandments. I'll see you guys here. Same time, same place metric.

Let's keep this conversation going to join us in the private discussion group, the ambitious Bay, but 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 [Jennscalia.com/tribe](http://Jennscalia.com/tribe).