

There's a whole world out there of people that need you to start back. 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 it, 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. Hey there and welcome back to the show. This show is all about how to grow and scale your online business. From the inside out we tackle marketing mindset, personal development, leadership, and so much more so that you can build an online empire that feeds your soul and feels amazing. I'm your host Jen Scalia, visibility and mindset strategies for online entrepreneurs who want more. I want to thank you for joining me on the show today and remember there is a new episode released every single Tuesday, so make sure that you tune in and subscribe so that you don't miss an episode and you for sure don't want to miss today's episode.

So I am glad you're here. I'm going to be diving into the six laws of attraction. Many, many years ago. I read the secret and watched the movie. I didn't get it. You know, it took me several years to figure out why it was wrong and that's actually what I'm going to be talking about today and I'm going to be sharing with you the six laws of attraction to be able to call in your ideal perfect business and perfect clients. So let's dive right in. It's through my years of coaching thousands of people to launch, grow and scale their online businesses. I found that the biggest transformations didn't occur with a specific strategy or marketing method. They only always happened with the right energy and mindset. Today, I'm going to be sharing with you my personal attraction blueprint on how you can own your super power and become irreplaceable.

It consists of these six critical elements, but before I do that, I want to talk about how the secret got it all wrong. When I first watched this movie, the secret about 12 years ago, I remember being really excited watching it back then. All this mindset and personal development stuff was still so new to me. I had an old boyfriend who got me into reading Tony robins books and I was super hyped to create an amazing life for myself by just thinking positively. At least that's what I thought. That's how I interpreted it, and then there was this outrage of people who said that the secret didn't work and I totally got it because I didn't think that it worked either. It took me some years before it finally hit me and I realized, no, you can't just think your way to wealth, and you also can't solely strategize your way to success.

You need the limitless power that putting both together creates. So enter the fixed laws of attraction, alignment, clarity, energy inspired, action, originality, and nonresistance. Now, let's explore these in more detail. So law number one is alignment. The most important and probably the most complex of the laws lies in alignment. This means being fully connected to what you do, who you do it for, and why you do it. Even if most things might feel really good for you and an alignment, even one little thing that feels off will totally throw you off your game. This is especially true for product launches and enrolling clients, so maybe you're not feeling your program deliverables. Maybe you can't stand webinars, but you're doing one because you think you should. Maybe you have low confidence on sales calls or you're worried or desperate for money. Maybe you feel like you're constantly calling in broke prospects and then you're complaining about attracting the wrong people.

All of these things can end, will throw off your alignment and stop you from serving at your highest and most powerful level. Other things that can feel out of alignment include pricing, payment options. The amount of time or space that you're giving to clients, things that you're investing in, things that you're not investing in, even down to the name of your program. So you must get into a place where you feel fully aligned and fully connected to the work that you're doing. And it's only from that space that you will truly be able to create with flow and ease. Without it, you may feel some success, but it will be really

hard. It will be really exhausting and you're gonna find yourself sabotaging more often than not. So I want to give you a quick exercise so that you can see where you stand with your alignment before we dive into law number two, on a scale of one to 10 how in alignment do you feel about what you offer or what you are selling?

Next question. On a scale of one to 10 how do you feel about your pricing and rates and or your payment options? Question number three on a scale of one to 10 how do you feel about your launch plan? This includes everything. This includes how long your cart is open, how you're marketing it, how you're promoting it, everything that is included in your launch plan. How does that feel for you on a scale of one to 10 and then the final one is on a scale of one to 10 how do you feel about the deliverables or the deliverability of your offer? So this would include the actual tangible things that someone gets when they sign up to work with you. The amount of calls, the amount of group calls, one on one calls, email access reviews that you may be doing. How do you feel about that?

Because a lot of times what happens is we want to like pile on stuff because we want people to say yes and we want to give a ton of value, but it's not really in alignment with what we want. So a good example would be maybe you have a group program and you feel like by adding a couple of one on ones in there that it's going to give a higher value and that more people are will say yes, but you don't really want to do one on ones. You maybe just don't have time to do these additional one-on-ones. And so that is out of alignment. So that can totally throw off the amount of people that are actually gonna say yes to your offer. From there, once you have all those numbers, now I want you to think about what you can do to get up to a 10 and to all of those areas above.

So we're not going to dive too deep into that right now because we five other amazing things that I want to share with you and we're going to dive in to number two right now, which is clarity. One of the most intangible yet powerful things in your business is clarity. Most people tend to overlook the power of having insane clarity in who they are, what they offer, who their ideal clients are, and the results that they can get. When you have clarity, you have certainty and people by certainty and people by conviction. Most of the times when you're feeling stuck, it's because you're lacking clarity in one thing or another. So I want you to identify the areas where you may feel fuzzy or unsure and do what you need to do to get crystal clarity around that. That can be an interviewing past clients, current clients, doing market research, educating yourself on a particular topic or my absolute favor, which is just going out there and doing it.

I used to always tell my clients, you can only get so much clarity in your head, meaning you can only think and write so much before you actually just have to go out there and experiment and try it and see what happens and see how you feel. But most recently I heard a quote that I absolutely love that says just that in a more eloquent and memorable way, and it's that the only way to find your rhythm if to dance. So I want you to stamp that on your wrist and remind yourself every damn date. I went to a law number three, which is one that I can't stress enough. No matter how much clarity you have, no matter how much action you take, if you're missing this one, you will continue to flounder. Law Number three is tapping into energy. So when it comes to energy, this is something that is just felt through the airwaves.

It's literally felt from person to person. That means if you're having a bad day, if you're stressed out, if you're not feeling good, if you're out of alignment, your potential clients and your prospects will feel that. I mean down to like you sending an email at the wrong time. Are you sending an email with the wrong energy? I'm not one that really believes that you need to be high vibe all the time, which I'm actually going to be talking about in law number six. However, you can't feel like shit because when you

feel like shit or you doubt yourself or you don't feel good, that transfers that transfers in your writing, it transfers and your Facebook posts. It transfers in everything that you're putting out there, and I'm sure that if you'd look back, you'll be able to notice times where maybe you put out an offer, oh, you hosted something that you just didn't feel really energetically aligned with or your energy was low or you were feeling like crap about it that day and you probably will notice that you didn't get a whole lot of traction.

You didn't get a whole lot of people that were responding to you. You got probably zero people that responded to your offer or you got crickets when you posted your Facebook post. So energy is really, really huge energy and just feeling good and feeling in alignment with what you have to, it's going to make a huge difference. It's going to be the difference between you kind of floundering and flailing and you really taking it to that next level. I'm sure that you can also see that the people that you're attracted to have a really good energy about them. There's just something about them that is attractive. There's this something about their Aura that makes you want to be in their space. So you want to be someone who is just that way. You want to be someone who has that attraction level of just your energy and people wanting to be around you.

And when people want to be around you, they start to buy your stuff. This is especially true if you look around and you might see somebody that has, you know, all of the fancy things in place, all of the fancy launch things, all of the fancy advertisements and branding and all of that stuff, but they're doing crappy in their business, right? And you're kind of like, hmm, I don't really know what it is, but something feels off about that person. And so you don't buy from them, you don't trust them, you're not attracted to them. But then there might be someone else who you know, maybe isn't so buttoned up in their business. Maybe they're not so perfect. Maybe they're winging it, but their energy is amazing. You're super attracted to them. Now that's what I want you to really think about when you think about tapping into energy and how much that affects whether you're going to be successful or not and whether people are going to be attracted to your brand and want to buy your offers.

Law number four is inspired action. So one of my favorite sayings is money loves speed. Inspired action is all about listening, feeling, and then taking action. That feels good. When you get an idea or a download, don't overthink it, do not question it. Do not hesitate. One of the mottos that I operate my business by is act now think later. Nope. There's a major difference between taking inspired action and just doing the busy work. Most people spend too much time on the wrong things and on top of that they overthink and end up talking themselves out of pursuing or monetizing a sale. Let ideas something that actually feels right. So some of my best offers and biggest and easiest launches have come from an inspired idea and just taking swift action. Usually this means no sales page, no sales calls, no Facebook ads, no fancy launch event like a Webinar or video series.

I literally just take action and make the offer and the more that you can act on those inspired ideas, the more you will attract clients and customers who are ready to say yes to you. Law Number five is originality and authenticity. Now I know that this doesn't necessarily play into the actual law of attraction because this is more of something that's a little bit more logistic. However, the my laws of attraction are inspired by action being original, being authentic, figuring out how to stand out and attract your ideal clients and also at the same time repel the pain in the ass. Clients are repelled. The people who are never going to buy from you anyway is one of the biggest strengths you can have. This is going to encourage you to stop hanging out in the middle of the road. Stop trying to please people. Please stop trying to, you know, make everyone happy and really tap into who you are, your originality, your uniqueness, and the people that you want to call in.

Because the more you that you are, the better clients that you're going to attract. It really doesn't make any sense either to pretend or put on a facade or try to act like someone that you're not because you're going to call in people who are attracted to that fake persona of who you are versus the original an authentic you and you don't want to create a business on that foundation. Do you want to have a business where you were just really calling in and attracting the most amazing clients, the people who love you, the people who adore you, the people who are going to buy everything that you put out there. So being original and authentic is one of the key laws of attraction onto our final law of attraction, which is non resistance. Contrary to popular belief, being high vibe isn't always the best state.

High vibe isn't sustainable. No one can be high vibe all the time. Life happens. Our mood shifts and it's just unrealistic to believe that we would be happy go lucky 24 seven that we definitely don't want to be low vibe or sad or stuck or desperate like we talked about in law number three with energy, but the most ideal state is one of nine resistance. It's neither higher low, it's just calm. It's even killed and ready to take on. Whatever happens when you're able to maintain steadiness despite what's going on around you, you are the most open to receiving everything that you want. I know it probably sounds weird, especially because so many people being high vibe all the time, and don't get me wrong, high vibe is amazing, but some people confuse high vibe with overexcitement and unrealistic expectations, which usually ends up bursting our bubble at some point and then we just go down.

So when you're in nonresistance, you're not stressed, you're not desperate, you're not too eager that you suffocate your goal, you're just open and ready to receive. So that's it. Those are the six laws of attraction, alignment, clarity, energy inspired, action, originality and authenticity. A nonresistance. That about wraps it up for today's show. I want to thank you again for tuning in. As always, I am so grateful that you have chosen to spend your time with me. I am actually really excited to hear what you think about the six laws of attraction and if you have been applying them or denying them in your business because I have to be honest with you. If you can fully embrace and embody the six laws, you will become truly unstoppable. You will be able to attract the clients, the money, the opportunities, the collaborations to take your life and your business truly to that next level.

So I've actually put all of these into a quick pdf for you that you can download@jennscaliam.com forward slash e nae. That is the letter e and the number nine Jenn scalia.com forward slash e nine this episode is also brought to you by the ambitious babe, a brand new monthly membership where mindset and marketing collide to create unstoppable momentum in your business. To find out more about that. Go to Jen-scalia.com forward slash ambition and make sure that you come back for the next episode where I will be sharing how to sell without selling out. There are so many entrepreneurs, so many coaches, so many people in this online space that are scared of selling, that have such a fear around selling that it truly stops them from reaching those income levels and the things that they truly desire. So I'm going to be sharing with you all of the nitty gritty details about how to sell without selling out in the next episode. You do not want to miss this one.

Let's keep this conversation going. 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 Jenn-scalia.com/tribe.