

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 shit happen no matter what this is meant for millions. Here's your host, Jenn Scalia. Welcome to met for million, the podcast for online entrepreneurs who want to create wealth and freedom with their business. You are absolutely in the right place if you're looking for the mindset and strategy to get seen, known and paid online. I am your host, Jen Scalia, AKA and Jenna Fe, success and mindset strategist for entrepreneurs who want it off each and every single Tuesday. I record a short 15 to 20 minutes audio training for you on how to build wealth from the inside out.

Get a little bit of strategy, a whole lot of mindset, and a healthy dose of tough love with 100% authentic, raw, and real advice on how to navigate this crazy world of entrepreneurship. So I'm thrilled for today's episode because I'm pulling out all the stops and laying it out all on the table of what actually gets me to create money in my business. What actually has contributed to the longterm success and the longterm wealth of my business. And we're going to be talking about the mindset for millions. So there's so many people that are out there, they're teaching specific strategies and specific step-by-step formulas. But all of those things do not work without a clear focus and intentional mindset for millions. So let's go ahead and get started with today's episode. Why isn't everyone succeeding at creating the multiple five figures per month in their business or up to the six figures per month in their business?

And the one missing part is that you've got to have a mindset for millions. The tactical is just one piece. And dare I say it is a small piece. Yes. It is important to have our strategies in place. It is important too, to have a structure and a framework and to know how we're presenting in front of our clients. Yes, it's important to have the messaging down and correct to know about our pricing and things like that, but none of it is going to ever work without the correct mindset, without really nailing the internal work, nailing the belief that you need to have in yourself in order to be the type of entrepreneur who puts something like this in place in order to be the type of entrepreneur who invest in her business, who hires a team, who maybe does Facebook advertising, who goes to that next level, even when it feels scary, even when it feels like a big risk.

This is the part that's missing for most people. When we see the vision, we see the thing, we're like, yes, this looks amazing. You've probably watched multiple webinars that taught you different frameworks and different step by step processes. You probably tried hundreds and hundreds of different things, downloaded hundreds of PDFs, and for some reason it's like, ah, I've gotten to the certain point. How can I go to the next level? How can I get to that next part that I know is possible for me? You have to work, meaning the internal, your heart, your soul, your belief, your mindset, your thoughts, your stories have to also be in alignment in order for this to work. Once you're able to do that, you can see how this inner work that a lot of people talk about, the mindset, the journaling, the manifesting, all of that stuff. You can see how this can actually lead to more cashflow, more impact, calling an elite clients, magnetizing opportunities to you.

It's all connected. It's all together. It's not just one piece of the puzzle. So I'm the type of coach who doesn't go all one way or all the other way. You know, there's coaches out there who are very woo, right? Very woo and they're going totally on the inner work and manifesting and energy and yes, I believe that is a huge, huge, huge part which we're actually going to dive into in a little bit. And then there's coaches who do all the strategy, right? It's very structured, very step-by-step, very, this is how you do it. But again, if it was that simple, why isn't everybody successful? So I am the type of coach who marries these two things because they're both equally as important. They both matter. And when those two things come together and you're able to master them both, that's when the magic happens.

It doesn't happen with just strategy. And it doesn't happen by just thinking your way. You're manifesting your way into money. So there's an actual dance, right? Like there's like harmony. There is like a way that all of these things work together. Your energy, your mindset or leadership or marketing, they all have to work together for you. Which is why when I work with my clients, it's very customizable. It's very personalized because each person is different. Each one of you has a unique strength. Each one of you has a different way of doing things, a different way of coming across, a different way of showing up. Your personalities are different, so there is the one size fits all. There is no, I'm going to put you in this box and you have to go through eight modules and they're all exactly what you should do because it's never works that way because there's the internal stuff, there's our subconscious beliefs.

There are the things that we have been taught since we were children. There's different circumstances that we've gone through in our life. There's trauma, there's healing that we're doing. There's things that are going on in our personal lives, in our relationships with our children that also affect how we show up. That also affects our ability to put these step by step processes in place and that's really where I come in. I mean that's where I'm able to get for my clients major, major results by unpacking all of these things and then marrying the strategy with the right mindset to create the magic to create those multiple five figure months to create multiple six figures in your business. A year. I have had clients who have gone on to make millions so, so honored to be able to help them overcome these mindset walks and playing small in order to create an amazing life and business on their terms.

So I want to talk about first the three things that I believe that you need to have in place and that you really need to dial in when it comes to the internal work in order for the step by step strategy to work for you. Then I'm going to talk about the six leadership codes that I feel you need to master in order to create limitless wealth for yourself. Ongoing. Like money's just like flying at you. People are just magnetized towards you, they're just so attracted to you. They don't even know why. They're just like in your inbox and they're like, give me whatever you have. What do you have for sale? How can I work with you? Here's my credit card. So the first three things that I feel like you need to have is number one, it's self-belief. So you need to believe and not just on some level and not just a little bit, but you actually need to believe that you have something worthy and of value that people are gonna pay you for.

You have to have this belief that you're able to do this. So if I were to give you the actual process, the actual, I even gave you samples of pricing that you could use. You could go try to implement this on your own, but if you get stuck in this belief of like, this works for everybody else but not me, I don't know how I'm going to do that. I don't. How will we charge those prices? There's so much in our belief system that can stop us dead in our tracks even if we had the roadmap, even if we knew exactly the steps to do so. Self belief is number one, really getting behind your products, your offers yourself and how you're showing up online and what you're able to do for people. The second thing is clarity. This is where a lot of entrepreneurs, especially coaches falter.

This is where things get a little muddy because we're broad stroking when it comes to how we can help people, and it's like, okay, I help people live their best life. I help people make more money. I help people live life on their own terms. I help people be happy and joyful. What does that even mean? It means different to every single person, so having clarity on exactly what you do and how it helps someone is going to be key in being able to implement these processes and having it work for you. You can't be general. You can't be just saying what everybody else says. Especially nowadays with social media, everything's moving so fast. It's like you're going to get scroll right by. If you're just saying what everybody else is saying.