

There's a whole world out there of people that need you to serve 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 sure happen no matter what this is meant for millions. Here's your host. Jenn Scalia. Welcome to met familial the podcast for online entrepreneurs who want to create wealth and freedom with their business. So you were in the right place. If you're looking for them, mindset and strategy to get seen, known and paid online. I am your host, Jen Scalia, AKA and Jenna, faith, success and mindset strategist for entrepreneurs who want to leave a legacy, make sure you join us here each and every week where you'll get a short 15 teen to 20 minute training on how to build wealth from the inside out.

You'll 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. Speaking of crazy world, have I got an episode for you? There is so much going on right now in our world. There's also a lot of confusion from business owners, from clients, from people who make a living, being on social media, being online about what to do, how to handle the situation. Should we be speaking up? Should we be silent? Should we be taking different action? Like what should we actually be doing? I'm not going to be diving into the actual what you should be doing in today's episode. But what I'm actually doing is sharing the piece of a training that I did for one of my paid programs on how to shift or pivot your business based on current circumstances, based on new logic, based on new ideas and new things that are happening all of the time.

A lot of times we get really into a plan or really into like the way that we think that things should be, that when anything kind of turns that on its head or anything kind of comes along and it's like, Oh, Nope, change of plans. We get really worked up. We get really anxious about like, okay, what do we do now? And I really believe that for me, being online for seven years, one of the things that has made me successful longterm and made my business sustainable is being resilient, is being able to roll with the punches is being able to understand what's going on around me and also what's going on inside of me to be able to make those changes and be okay with that. And that's what this short training is about today. Essentially, you know, when it comes to our businesses and how to move forward, it's going to be an independent thing, right?

It's going to be a personal thing. It's, it's based on where you feel like you stand. It's based on how you want to show up in world. And it's based on the change essentially that you want to make. So let's go ahead and dive into today's episode. One of my coaches challenged me about a year and a half ago was like write a list of all the things that you're really good at. And one of the things that I wrote was I'm really good at like pivoting in my business. So a lot of times we get super stuck on the plan we come up with and launch plan, or, you know, a plan to like sell out our offer. Maybe it's a webinar plan or maybe it's, you know, an event or a social media plan, an email marketing plan, whatever we get. So stuck on the plan.

And then when it doesn't work out the way that we want to, or we miss an email or we feel bad one day, then everything is ruined our launch. Isn't going away, it's planned. So we might as well just throw it all away. One of the things that I just became really good at doing is being resilient, rolling with the punches, essentially, like no matter what was thrown at me, no matter what happened within my launch, within my plans, I figured out a way to pivot it so that it would work for me. So then I would start seeing results, an easy way to like give an example of this is like extending my launch cart, open dates or cart closed dates, pushing a program back a week because yeah, there might have been some extra things that I needed to do, or I didn't get the amount of people I want him yet.

And I want an extra week of promotion. It has even gone so far as me completely canceling programs and refunding them because they were out of alignment. The idea here, guys, you can have a plan,

right? I think it's a smart thing to have a plan, but the idea is to not be so rigid with that plan and to understand that no, here's what I can do here are some of the things that I can have in place in case this doesn't work out. And I'm not talking about having a plan B or a safety net in your business. I'm talking about specifically with like a launch or a marketing plan or an email campaign or something like that. You know, I do this with my launches where I have little things inside my launch called launch boosters. So if I know I'm like three days away from my launch and I'm like, shit, I just not having enough people in.

I want more people. I have these things called launch boosters that are things that I could literally pull out of my pocket and offer. So it might be like a bonus or an extra payment plan. We don't have a bunch of different things that I do. And so that's what I want you guys to have in place. I want you to be resilient. I want you to roll with the punches. I want you to be okay with breaking the rules. I want you to be okay with it. Chucking a step out of the five step process. If it's not in alignment for you, I want you to be okay with pausing. If that's what needs to happen for you. If you need to take a break, you need to pause and to take a couple of days off, you need to extend the launch. You need to, whatever, this is the part that's going to make you the best entrepreneur and business owner there is, is being able to be resilient, roll with the punches and keep fucking going.

Because too many times we get into these positions and then we quit or where we stopped or we think something's wrong. And then our energy dips. And then we fulfill that self prophecy that we made. I talk about that all the time. Right? So be okay with breaking the rules, be okay with pivoting and doing something different so that it does feel good for you. Be okay with rearranging things, changing the plans, taking a break. It's all. Okay. The only thing that's not okay is to just sit there and do nothing or stop yourself or quit. Those are not okay. It's okay to change your mind. It's okay to pivot. It's okay to say, you know what, this thing's not working exactly how I wanted to. I'm going to try something different. I know that the thing is more in alignment and that's what I'm gonna go for.

All right. So that wraps it up for today's episode. I really hope that this was helpful in knowing that it's okay to make change. It's okay to rearrange. It's okay to pivot. It's okay to evolve and do things differently based on what's currently going on in the world. What's currently going on with your clients. What's currently going on with you even emotionally or mentally, because we want to make sure that we are showing you up and shining our lights in the best way possible. So head on over to the show notes@jennscaliam.com forward slash E 54, that is the letter E and the number 54. And there, you will find some additional resources on things that you can do during this particular time and beyond, really beyond. So definitely head on over there. Jenn scaliam.com forward slash E 54, and make sure that you come back next week for another episode of meant 4 million.

Let's keep this conversation going to join us in the private discussion group, the ambitious Bay, but where 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.

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