

There's a whole world out there of people that needs you to start 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 shit happen no matter what. This is focused, fierce and financially free. Here's your host Jenn Scalia. Welcome to the show. You are in the right place if you are looking for the mindset and strategy to get seen, known and paid online. I'm your host Jen Scalia, mindset and visibility strategist for entrepreneurs who want to create wealth and freedom with their online business. I want to first thank you for joining me. As always, I know that there is so many different things that you could be doing with your time.

I am just so grateful that you're choosing to spend this time with me today and yeah, don't forget each and every Tuesday a new episode is released. They're short 15 to 20 minute trainings on how to build wealth with your online business. The strategy, the mindset, the tough love, the actual real, raw, authentic behind the scenes stuff that's actually happening and how to navigate this crazy world of entrepreneurship. So today I'm super excited to bring you a show that really comes from my heart. That has been something that I kind of dismissed in the first a couple of years of my business. And once I really recognize that this was the way that I had to show up, and this is [inaudible] the way that I had to be, everything changed in my business. So today's show is how to create effortless flow in your business. Really just embodying that entrepreneurship and how to actually just be more and do less.

So I really think that you're going to love today's show. Let's go ahead and get started. So day one is under the first core principle of wealth from within, which is the embodied entrepreneur. This is a concept that has been really on my mind and in my heart for a very, very long time. It's something that actually came to me. A download that I had about the embodied entrepreneur just kept coming up, kept coming up. And it was hard for me in the beginning to really put it into words and put it into B concept that made sense for me to share. So I'm super thrilled to be able to be sharing with you today because it's really been something that has been brewing and cultivating and on my mind for a really long time. And so the embodied entrepreneur really how to just embody and embrace and live into the woman and the entrepreneur that you desire to be the woman and the entrepreneur that you want to be.

Right? And I'm not saying here that you aren't good enough right now. I want you to know that you are good enough right now. I want you to know that you're amazing right now. I want you to know that everything you've done up to this point is for a purpose is for a reason. And also that fact that you're here with me today is also for a purpose and also a reason. So it's time. It's time to step up. It's time to start doing less and it's time to start really embracing just who you are. One of the things that I see time and time again with people and not just entrepreneurs, but women in general, is that we always think we have to do something. We feel like we have to just be all been Ron. We have to be on the hustle. We have to constantly be implementing strategies and techniques and things, and I want you to know that it's not about the doing.

Yes, there are things you have to do, but when you embody that woman in that entrepreneur that you want to be, the doing becomes a lot easier. The doing becomes a lot more fun, which is exactly what this journey is all about. It's really about embracing who we are, the real f and making all of the things that we feel like we have to do or the work or the hustle. Just feel amazing, feel in flow. So this is about stop trying, stop trying so hard and just start being and start being who you really, really are. That is the key for me in the beginning of the business, I thought I had to be someone else and you may be feeling the same way. You may feel like you have to be someone that has, not necessarily you because you have an impression to make.

You have a brand that you need to represent, but the more you are, the better things will be. The more things will flow and the more happy you are going to be. So stop trying. Now I'm sure you've thought about, or you can think about maybe a situation or a person where you thought to yourself, pan, that person's just trying too hard. Right? And maybe it's not recently or maybe it is recently. Maybe it's someone you see in your timeline. Maybe it's someone you went to school with, maybe it's a past coworker. I know that thought has crossed your mind at some point. Like, well, she's trying way too hard, right? Don't be that person. Right? Don't be that person who's reaching for something. Just stop, be silent. Be still and embrace who you are and what's going on for you right now. And I have some more questions I want you to start thinking about when it comes to who you have to be versus what you have to do.

So the first thing is if you have a plan, if you are anything like me, which I am very practical, very analytical, I have to see the way that things are going to happen. I have to know the how you need to release it. And I have to remind myself of this every day. So if you're the type of person that needs a plan, you need to see something on paper. Absolutely write it down, get it all out, get all the ideas out, brain dump, do whatever you have to do. But then release it. Let it go. Know that there is a plan there, but also know that nine times out of 10 or probably nine and a half times out of 10 it is not going to happen. The way that you plan it on are your pretty little journal, right? So get rid of the plan.

If you have to make a plan just to feel good, then do it. But then release it. So I want you to release the way that you think things are going to happen for you. Whether you're in this because you want to attract more business, more clients, more money, or whether you're doing this for more personal reasons, like maybe you want a house or a car or freedom or travel or a relationship. Either way, I want you to just embrace and know that it's never going to happen. The way that you think it is. Writing things down, making a plan, having it all mapped out is really doing nothing for you. It's just going to stress you out. And I know that because I am that type of person, I am the type of person that needs to see it, right? So if you have a plan, I want you to release it.

I want you to release the way you think it needs to happen. The next thing I want you to think about is how much time are you actually spending on your mindset and or journaling. So if you have been following me for a while, if you've taken any of my other courses, you know how passionate I am about journaling as my form of visualization and manifestation. So I want you to think about how much time are you spending actually doing the inner work? How much time are you dedicating and committing on a daily basis to doing the work? Every time I talk to someone, even my own clients who I drill it in their head that we have to have a mindset practice. You have to do journaling. Whenever someone approaches me and they say, things aren't going right, I'm not getting the clients I want, I'm not getting what I need.

Nine Times out of 10 it is that they are not working on their mindset work or they'll say, I do it every now and then or I haven't done it in a while. This needs to be a consistent thing and it doesn't have to be journaling if journaling is not your thing, but you have to be spending more time on your mindset than you are on the actual strategies and the tactics and the things that you're actually doing. So I want you to write down just the percentage right now, the percentage of time you spend doing activities or implementing strategies versus the amount of time inner work that you're doing. So I want you to just write that number down. Have it in your mind. We're not really going to do anything with it right now, but I just want you to have awareness of how much you're actually doing, doing, doing versus working on your mindset, doing the inner work and personal development.

And we didn't think about what are some of the things that you are avoiding right now. What are some of the things that you know are going to shift you into the next level but you are completely avoiding doing. And then finally I want to just give you a couple of thought provoking questions about who you are actually going to be or who you want to be or that person that maybe is just already there, which I think for the most part that's the case for most of us. It's already there to says Wedi to be unleashed as needing to be unleashed, so I want you to think about who you were before the chaos of entrepreneurship. Who is that woman? Who was that person? Who was that wife? Who was that mother? Who was that girlfriend before? All of this stress and worry and roller coaster rides that come along with being an entrepreneur.

Work. Who are you when you're with your true friends and your spouse? I know for me, when I got into the most recent relationship that I'm in, I've completely let loose. I've completely unleashed the Jen that was always there. It was just hiding and it felt so good. It felt so good to be able to just be myself, to be silly, to be goofy, to make jokes and have someone accept me fully. 1000% for who I am. So who were you before? The chaos of entrepreneurship. Who are you when you're with your true friends and your spouse and the people that you feel like won't judge you? And who would you be if you didn't care what anyone else thought? That's a huge one, right? Who would you be if you didn't care what anyone else thought? I want you to really think about who that person really is.

A lot of times people just don't know who they are or they can't identify with who that person is. So who are you before the chaos and entrepreneurship? Who are you when you're with the people that are closest to you and the people that you know won't judge you? And who would you be if you didn't care what anyone else thought? And then the final thought for today is where are you holding back? And I want you to be honest with yourself. Where are you not stepping up to the person that you desire to be right now? Where are you maybe playing small? Where are you saying no when you want to say yes, where are you saying yes when you want to say no? Where in your life or business are you holding back? So that wraps it up for today's show. I really hope this helps you get a little bit of a different perspective.

If you're someone who feels like I just have to do, do, do, and the more I do and the harder I work that you know the more successful you're going to be in. Honestly, that is just not the truth. I really hope that this has changed your perspective on really focusing now more on the mindset, how you're showing up your attitude and who you're actually being because that's really what's going to help you get to where you want to go and speaking of success, I would love for you guys to make sure that you join me next week because in the next show I'm going to be talking about how to divine your version of success. I know it is so hard for us to distinguish like what is right, what is wrong, what's mine? What if somebody else is what success actually means? Is it defined by numbers?

Is it defined by lifestyle? So I'm really going to dive deep into that because I think that this is another thing that plagues entrepreneurs, is just not knowing and not really understanding why they're doing what they're doing. And so they never actually achieve the goals or never actually feel good when they achieve the goal. So join me for that next episode on defining your version of success. Make sure that you hop on over to the website@jennscalialia.com forward slash e 13 that is the letter e and the number 13 to check out the show notes here on today's show. And also grab your free gift on the podcast player on the show notes page. So that is it. I will see you guys next week.

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

