

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 shit happen no matter what. This is focused, fierce and financially free. Here's your host Jenn Scalia. Hey, hey, welcome to this episode of Focus Fairs and financially free. This is your quick bite podcast for online entrepreneurs who want to create wealth and freedom with their business so you're in the right place if you're looking for the mindset and strategy to get seen, known and paid online. I'm your host on Scalia mindset of visibility strategist and I want to thank you for joining me today. I'm super excited for today's episode because I know that so many entrepreneurs are plagued with comparison comparisonitis and just feeling like they're not good enough or feeling like they haven't reached that next level yet.

And so we put a lot of pressure on ourselves to reach a version of success that maybe isn't even ours. I'm not going to waste any more time. I really want to dive into this and I can't wait to hear what you get out of today's episode. Today we're talking about defining your unique version of success. I don't know about you, but I am sick of this cookie cutter approach or this cookie cutter version of success, whether that be six figures, seven figures, 10 figures, everyone seems to feel like there's this blanket version of success and unless you reach it or unless you get there that you are not successful and the reality is we all have our own version of success on what that looks like. For some people, success looks like going to college, getting a great job, getting married, having two kids and living in a house with a white picket fence.

For me, that wasn't my version of success, which led me to be a black sheep and I'm sure for a lot of you it's the same way. Our version of successes, having freedom, our version of success is maybe just being able to quit our nine to five and replace that income. Maybe it means traveling more. Maybe it just means making \$50,000 a year, but being able to stay home with your kids. So I just want you to know that whatever your version of successes is, right, and I'm not telling you to settle and I'm not telling you to be complacent, but I am telling you that you can always change that. So depending on where you are and where you are in your journey, you can change your version of success and what that looks like and you can incrementally upgrade that. The vision that I have for success now is not the same as I had two years ago, is not the same that I had four years ago, is not the same that I had when I graduated high school.

So what success looks like for you can be constantly and should be constantly changing and evolving, but it doesn't mean that you're not successful now. So I really just want you to think about what it would feel like for you to be right now. What does that actually look like? And I don't want you to just think about finances or business. A lot of you are here because of personal reasons, maybe relationships and other things that you want to bring into your life. So what does success mean to you? And only you disregard anything you've ever been told that doesn't align, disregard anything that you see in your newsfeed that makes you feel like unless you have that you're successful. So I want you to think about money, business, lifestyle experiences that you may have, what your relationships look like, your body, your health, every single piece and what that looks like for you.

The next part is just stop being sold on a dream that's not yours. Too often, especially as entrepreneurs because we're flooded with just so much content, so much information, so many advertisements, so many products, so many things day in and day out we end up getting sold on a dream that's not even ours. I remember this happened to me probably about a year and a half to two years ago when I signed up to work in a program. I was on the phone with the guy and he asked me what I wanted, you know,

what did I, what was my vision? What did I want monthly in my business? And I said, 50,000 I would be so happy with \$50,000 a month. You know, he fired back and he says, well, how about a hundred thousand how does that sound? How does that look? It kind of got the wheels spinning and it got me a little bit excited and I was like, Whoa, \$100,000 a month.

Yeah, that would be amazing. And so I kind of got sold on his dream and then it stressed me out because I was like, wait, how am I going to make \$100,000 a month? Whatever it is that you're being sold, make sure that it's actually what you want and then it's actually your dream and not somebody else's. Like I said, maybe it's just you being able to travel and spend more time with your kids. Maybe it's not, it doesn't look like making \$1 million. Maybe it doesn't look like you're traveling the world and taking private jets to Bali. That doesn't mean success if it doesn't mean anything to you or if it doesn't align to you. So I want you to embrace what success means to you today and I want you to own it, right? And I also, like I mentioned earlier, want you to know that it can change a year from now that may look very different from you two years from now.

And that may look even out of this world to you. But what does it look like to you right now today? Another trick question. I call it a trick question because it's interesting how we project our own stuff on other people and how other people project their own stuff on us. And we feel like when we have made it or we're not successful because we haven't reached this holy grail, that someone else has a vision for us. So when would other people think you've made it? Because a lot of times people will look from the outside and be like, wow, like you're doing so amazing. Your business is thriving. You're driving a great car, you have a great business, you have a great family, and maybe on the inside doesn't feel like that for you. Maybe on the inside you feel like you're not there yet or you still have a lot to go.

So just for fun, I want you to think about when would other people think you've made it based on what they see on the outside. The next hump is, are there any dreams that you've been sold that you've began to see as your own right? What are some of those things that you know, maybe you feel like, unless I do this, I'm not successful. So unless I'm not booked out, I'm not successful unless I'm not, you know, a world class speaker, I'm not successful unless I reach six figures in a year. I'm not successful unless it only takes me one month to get my first client. I'm not successful. So what are some of the dreams or what are some of the stigmas or what are some of the things that you've been sold that you've actually began to see as your own that aren't actually your own?

Next thing I want you to do is think about when blank happens, I will feel successful. So this is something that I think is rampant in just life in general. Not just entrepreneurs, but everybody. We feel like a certain thing or event or something needs to happen in order for us to feel successful. So I want you to think about the first thing that comes to your mind. When blank happens, I will feel successful. When blank happened, I will feel successful. What is that thing? And now I want you to think about why don't you just feel that way now? Why can't you just feel successful right here in the moment based on what you've accomplished and how far you've come. If you're here with me right now, today, I know it's because you have something special. I know it's because you have a huge vision for your life, for your future, for how you want to serve people.

So why can't you just have those feelings of success or whatever that feeling of success is going to bring to you? Why can't you feel it? Now? That's the key. And we're going to dive deeper into this, but the key is for you to feel the way you want to feel now, right? So whatever success feels like to you, I want you to start thinking about why you don't feel that way right now. What's missing? And then finally, I want you to list all of your wins and accomplishments that you've experienced in the last three months. So I'm

sure there's lots of things and if you've done any of my other programs or watched any of my live streams, you'll hear me talk about the brag list. And really what this is, is celebration of you. A lot of times we're grateful. You know, we're told to be grateful.

We're told to have gratitude and gratitude is amazing. And gratitude is something that we should be doing for gratitude for me is being grateful and appreciative for other things. Right? Are things outside of ourselves, what the Brag list is and what really honing in on what your wins in accomplishments are is a celebration of yourself. It took gratitude for what you've accomplished and who you are right now. So I want you to list all of the wins and accomplishments you've experienced over the last three months. This can be the tiniest of things. It can be a big thing. It can be someone reaching out to you. It can be a client thing. Yes, it could be paying your bills before they were due. Any little thing that you can think of where you felt like, wow, that was amazing, or I feel really great about that, or an accomplishment or even a compliment that you've gotten from someone.

I want you to think about it all and I want you to write it all out because this is really where we're going to start to embrace where we are now so that we can feel good in the moment and feel good. Now. So that we don't have to wait until something specific happens to start feeling and start being the person that we want to be. All right. Should I wrap it up for Jay show? Thank you so much for tuning in. I really hope this helps you get a different perspective on defining your version of success, not someone else's, and really will help you to not get bogged down, to not feel overwhelmed, to stop comparing yourself when you really dive deep into your true core desires and what it is that you actually want, not what everybody else wants for you or what you think you should want in order to feel successful.

So really hope that this has been helpful for you and I want to thank you again so much for tuning in. I know that you can be spending your time so many different places, so I'm glad that you chose to spend it here with me. Make sure that you hop on over to JenScalia.com forward slash e 14 that is the letter e and the number 14 and check out the show notes for this episode. Also on there, you'll be able to download a principal brag list, the Brag lists that I talked about in today's episode, along with some of the journaling prompts from today's episode as well. So make sure that you come back next week or I'm going to be talking about five reasons why your not getting clients. So if you're struggling with this, if you're unsure about why people won't hire you or you're having a hard time getting clients, you don't want to miss that episode. So I will see you guys

next week. 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 JennScalia.com/tribe.