

There's a whole world out there of people that need 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 them best moments 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, Jen Scalia. Hello and welcome to med for millions, the podcast for online entrepreneurs who want to create wealth and freedom with their business so you are 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, visibility and mindset strategies for entrepreneurs who want to leave a legacy each and every week. You'll get a short 15 to 20 minutes

audio training on how to build wealth from the inside out. Get a little bit of strategy, a whole lot of mindset in a healthy dose of tough love with 100% authentic, raw, and real advice on how to navigate this crazy world of entrepreneurship. I am super excited about today's episode because this is a question that I get asked a lot and I've also been a part of a lot of different masterminds and I wanted to share my experiences and I wanted to share what to do if you're thinking about joining a mastermind, what you should be looking for, what are the benefits, what are some of the drawbacks? And I just think it's a really important topic because there's so many different programs out there, right? And sometimes it can get really confusing as to what kind of support you need and really getting all of the things that you desire to help with the growth of your business and your finances.

So let's go ahead and get started. Should you join a mastermind? The first thing that I want to say about this is that there are so many different types of masterminds. There are even people calling things masterminds that aren't really masterminds. They might be a membership or a group program. So you know, the first thing you want to think about is, is this the support that I need? Is this what I need to take my business to? The next level. Masterminds traditionally are a group of people that come together with a common goal. They share experiences. It's really a collective, right? So it's not just like joining a group or a course where you know you have just one leader and that leader is teaching or training and everybody else is just kind of listening and soaking it up. With the mastermind, you can expect to be around other people who are not only striving for a common goal, but also have things to contribute.

Back to what I was saying with, you know, some things that people call masterminds that probably aren't what I've seen traditionally in the coaching industry is a couple different things. Some of them are event-based, everybody is in a collective and you meet a few times a year, three, four times a year, and then you have these intensive mastermind sessions in the person. So a lot of masterminds include an in person component. I've seen ones where it's just all straight. The events where you're meeting up in person, there's no training, there's no courses, there's no Facebook group, that kind of thing. Then I've seen other masterminds and I've also been a part of other masterminds where it is more of just like a collective where we're in a group, we're in a Facebook group or in a group chat and everybody is just working with the host or the leader of the mastermind as the coach.

So those have been actually really the most effective for me. So I don't know about you. It really depends on if you like to travel a lot. If you'd like to meet people in person, do you like to go on retreats? So from the perspective of how I used to run my masterminds is I would always do either between six months and 12 months and we would work together. We would have, you know, weekly calls. We would have a Facebook group, there would be some training. For me, I like to throw everything in the kitchen sink and my masterminds as well. So if you're in my mastermind, like you pretty much get everything that I offer. So if I offer courses or groups or you know, products like you would totally get access to that as well. And then what we would do is end it with like a celebrative [inaudible] retreat.

So that was always really cool for me as the person who was facilitating the mastermind. Now I'm in a current mastermind that what it includes is a little bit of one-on-one access to the coach. It includes a

group chat, it includes I weekly does zoom calls where we all can kind of mastermind and ask questions and get feedback. And then it also includes having access to all of this coaches courses. What I love about having like a mastermind style program is that you can kind of do whatever you want. You can have the live components, you can have it just live, you could have a couple of live components with, you know, mixed in with the online components. So it really is up to you as far as what you want to include and how you want to run it. Now I've also seen masterminds like range in the length.

So I've seen masterminds that are like three months, four months, and then I've seen masterminds that go all the way up to 12 months. My preference and what I really think makes the best difference is longer than three months, longer than four months, so anywhere from like six to nine or 12 months for me gives more of that mastermind feel. Then just doing something for three months. For me, if I was to join something for three months, I would more see that as like a group coaching thing or a program that I'm joining. I wouldn't necessarily think that that was a mastermind just because of the different things that are happening inside the group. It takes more than three months to really build up the comradery and have these connections that are mastermind is really truly about. Like I mentioned, the mastermind is a collective.

It is you with a bunch of other people, right? So there can be small, intimate ones that can be really, really large ones, but the idea is that everyone is going for the same thing. They all have a common goal, right? They all want to Uplevel in some way. For me, anytime that I've been in a mastermind, it's always a been about how can I rise up? How can I take this challenge on? I always wanted to put myself in a room so to speak, with people who were doing things greater than I was with people who would challenge me with people who would allow me to see my greatness, but also at that same time allow me to see like, Hey, I may be falling short here. How can I rise up? What can I do better? Being in a group of people who just completely and utterly inspire you is so, so important.

So for me, that is really the crux of the mastermind is just being in a collective group of people who inspire you, who are doing big things and or who are all going after the same goal. Also, these people are investing in themselves at a high level. They're really investing in themselves at a high level. They're committed. Like I said, the masterminds are usually a longer term commitment. So these are people who are all in. There are people who are ready and those are the people that you want to surround yourself with when you're in business, whether you're just starting, whether you've been doing it for a few years or whether you're seasoned, this is the environment that you want to be in at all times, right? You really want to be around the people who are going to lift you up, who are also going to challenge you to do better, be better and inspire you.

This for me is really the reason why you should join a mastermind. You should join a mastermind when you are ready to make a change, when you are ready to do something different, when you know that you need to be in a space with people who are going to hold your feet to the fire, when you need to be in a space with people who have high energy and are going to cause you to rise up and lift up courses don't give you that, right? So you can join a bunch of courses and I'm sure that everyone listening here has, I actually had a review with my tax accountant and you know, we're going over all of my transactions for last year and it was pretty crazy the amount of money that I spent on like little courses here and there little programs that were four 97 or nine 97 or two 97 and I'm not knocking that because they all have their purpose, right?

They all have their purpose if you make use of it or it can just sit on your virtual shelf and it's just a wasted money, right? But it doesn't give you what a mastermind would give you. It doesn't give you that comradery. It doesn't give you that type of support. It doesn't give you that type of inspiration when you're just taking a modulated or a curriculum course. Now, some people might argue that, Oh well I'll just do one on one if I'm ready to Uplevel, and one on one obviously is going to give you amazing

support. I feel like there's no support better than one-on-one. However, if you want to work with the grades, if you want to work with the people who are really, really good at their craft, really, really good at what they're doing, it's going to cost you a pretty penny.

I've spent anywhere from, gosh, you know, 3000 to 5,000 to 7,000 to up to \$10,000 a month to work privately with some of the top coaches in our industry. So with a mastermind, you usually are able to get access to that coach, to that mentor at a little bit of a discounted rate, right? So you're not having to pay the one on one rate, but you're getting still that attention. You're still getting the feedback. You're still getting that intimacy with the coach, which is another reason why I really love the mastermind field. Back to the one on one amazing support, totally next level, but you don't get the comradery. Again, just like with a course, you don't get the collective, the group energy. You don't get that feeling of like being a part of something really amazing that you do when you're in a mastermind.

The other part that I love about this is that when you're in a mastermind and you are, you know, doing weekly calls and you're experiencing what other people are going through this I feel like is the best teaching that you can get because when you're working with someone one on one, yeah, you're going to ask all your questions, you're going to get your questions answered, you're going to get feedback on your unique thing, but you're not going to get is you're not going to be able to see what other people are struggling with, what's working for other people. I mean it's literally like being a fly on a wall for seeing what's happening in other people's businesses and what I love about this field as well as like, wow, you can really see like I have that problem too, or I'm struggling with that too.

And you actually get to see other people working through problems that you may not have even thought that you had or things or questions that you may not have thought to ask. So this is another reason why I love this type of container because you get to be that fly on the wall. You get to have that intimate access to the leader. You get that comradery. You get to really be in a place where you feeling like I'm doing big things for, you're feeling like I'm with people who are incredibly amazing and this is where I need to be. So I'll tell you a little bit of story. When I joined the current mastermind that I'm in, and so this mastermind was definitely definitely a high level mastermind. I mean the pricing on this mastermind was very high, let's just say it that way, but what I knew when I joined was very little actually about the mastermind, about the structure or anything that what I knew was I wanted to be in close proximity with this leader because this leader was doing exactly what I wanted to do in my business.

What I also knew was that I wanted to be in a collective of other women who were investing in themselves at a high level. I wanted to be around that because a lot of the people that I am friends with offline and some online are just amazing, great people and great friends, but they don't understand the problems that I have at the level of the business that I'm running so I needed to be in a place where people got it. I need it to be in a place where it was like, okay, this person understand not only the coach understands what I'm going through but so do the other people in the group and they can help me and they can give me feedback and they can share opportunities and they can share collaborations and it just is such a great space and like I said, really the only two things I knew was that I wanted to be with this coach and I also wanted to be in a collective of other women who were doing big things and investing in themselves at high levels.

Back to the question, should you join a mastermind? Yes, you should join a mastermind. If you are ready to do those things, if you are ready to work with someone at a high level, if you are ready to be in a space with other people who are working towards a common goal and who are going to push you and allow you to be the fullest expression of yourself. This is way different than joining a course or a program or a membership or anything like that. It is so, so different and it is so, so powerful if it's the right space for you. I actually have done a audio many, many years ago on like how to pick your coach.

For me, what this really boils down to is the mastermind delivering what you need to grow your business to the next level. So does it include strategy?

Does it include mindset coaching? Does it include, you know, if you really want those in person events, does it include that and you want to check in with yourself first? What do I feel like I need to grow my business? What do I feel like I need to get myself to the next level? And once you've figured out what you need, then you can say, okay, is this the right fit for me? Is this the thing that I need right now and is the goal, but right. That common collective goal that everyone has the same as mine because the worst thing to do is be in a mastermind where you feel like you're not getting what you need and or you're in it with the wrong people. A good leader of a mastermind will vet their members, right? They will be very specific about who this is for so that you know, this is absolutely, definitely for me and I need to be in this space, but again, remember it is a commitment.

It is usually a longer term commitment. It is usually a high ticket or a high level commitment as far as investment goes, but if you're ready to really, really do something different in your business, you're ready to make changes. You're ready to go to that next level. Then a mastermind is where it's at. Speaking of masterminds, I have just opened the doors to my mastermind, which is beautifully named, met for millions. How could it not be? I am really taking all of the pieces that I knew that I needed, what I wanted to go to that next level in my business. So previous to this, you know a lot of my masterminds were about getting to six figures, you know, having your first 10 K months and I've completely up-leveled from that and have been working with my clients on reaching those multiple six figure marks.

We're talking 250 K 500 K whatever that looks like for you for the year, all the way up to a million. Also like what it takes not only from the strategy perspective but also what it takes, how you need to show up, the boundaries that you need to set, the prices that you need to charge and just the up level internally that needs to happen when you're going from 10 K a month to 50 K a month, which is what I did back in 2015 I want to say it was, I went from my first 10 K month to over 50 K month and I've had over 60 over 60 guys. So for the last five years, every single month has been a multiple five figure month and it's not stopping, right? Some of those months were even six figure months when I did big launches. I know what it takes, I know what it takes to not only put the strategy in place and to make that happen, but also who you need to be in order to call in that level of money into your life and be okay with it and feel good about it.

And so a lot of people might think like, Oh my God, it was like so hard for me to get to 10 K. it's so hard for you to get to 10 K because the mindset isn't there. You're not available for it. But let me tell you, once you've mastered that, once you've mastered like just the simple structure of like how to make money online, then everything else is scalable. And that's what I'm teaching in my mastermind. So it's part strategy and part mindset, internal work, because we need both. And I'm so, so excited to enroll really, really amazing people who are ready to Uplevel, who are ambitious, who are willing to do whatever it takes because those are the people that I love working with the most and if you are feeling like I want to know what this is about, I want to know more.

I'm ready to Uplevel. I'm ready to join a mastermind. I'm ready to work with Jen. Then please reach out to me. I am going to put a link in the show notes@jennscalialia.com forward slash E 42 that's the letter E and the number 42 with a direct link to my messenger or you can find me on Facebook. Jen Scalia hit me up on Facebook. Email me if you have an email, just find me, find me on Instagram and let's have a conversation. Let's see if this mastermind, the familiar into mastermind is something that you need in your business right now

is something that you need to really Uplevel to those 30 to 50 K months in 2020 I look forward to hearing from you and I am so thankful that you've spent this time with me today to learn if you should join a mastermind and what really the benefits are and what really matters when it comes to joining this

type of collective and this type of container. Let's keep this conversation going to join us in the private discussion group, the ambitious babe. 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](https://jennscaliam.com/tribe).