

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 happen no matter what.

This is the million dollar business podcast. Here's your host, Jennifer Faith.

Hello, hello, and welcome to the million dollar business podcast for entrepreneurs who want to create wealth and freedom with their business. If you are looking for the mindset and strategy to get seen, known and paid online, you are in the right place. I'm your host, Jenna, Faith, success and mindset strategist for entrepreneurs who want to start a movement, leave a legacy and build a seven figure business and brand. I am super excited to dive into today's episode because this is really how I live my life, how I operate in my business and what really has truly led to my success. And that is being able to make quick decisions, to get myself out of limbo, to not spend so much time thinking one way or the other, and to just make a decision and, or take action. The quicker that you're able to do this, the more successful you will be because you won't be kind of hanging around wondering, waiting, maybe this, maybe that that's just a funky energy in a funky place to be.

We want to be confident. We want to be strong in our boundaries. We want to be strong in our decisions. And we want to be able to say either yes or no. So when I talk about making a decision, it does not mean that the decision is always yes, the decision could be no, that decision could be not now. It could be next time, but making that decision, getting these like things off of your plate so that you don't have to think of them or think about them is super, super powerful. So I'm going to be talking about the nuances of how I make decisions in my business quickly, how it really is the key to my success and my Papert motto of act. Now think later, so let's go ahead and dive right into today's episode

Act now think later, and it's something that I have completely adopted in my business since pretty much day one day, one, from what I actually started making money, you know, the first year of business, I didn't make money. I didn't have clients. I really didn't have a business, but once I started making money and once I really understood this concept of like this online thing, wasn't just a hobby. It wasn't just something that I was going to do. It was actually a legitimate business, a sustainable business, something that I was going to have for years and years to come. I have adopted this idea of act. Now think later I used to be somebody who heavily procrastinated on making decisions is that you, are you somebody like that? Do you procrastinate when it comes to decisions, especially big decisions. And so here's the thing when it comes to like a big decision, whether it's, you know, financial or moving or leaving a job or something like that, obviously it is smart for, to make all the considerations before you make a decision.

But do you procrastinate? Meaning you don't even think about it. You don't even put the chips on the table. You're just like, I'm just going to avoid this for right now because it's making me feel really uncomfortable. If you're somebody that procrastinates on making decisions, I'm going to be talking to you today about why you need to stop that. It's not good. It's not good for your energy. It's not good for your bottom line. It's not good for your wallet. It's not good for your business. And I'm going to talk about why, why do I go by this concept of act? Now think later is making decisions fast, a crucial part of being successful because number one, when you are procrastinating or when you are really just like putting off something that actually needs to be addressed or decision that needs to be made, you're creating this like bad energy around yourself.

You are creating stress for yourself, creating anxiety for yourself. As you wait to make this decision, or maybe it's having a conversation with someone or, you know, anything, really anything in your business or even your life. I mean, cause granted it's all tied in together, right? Life, business, whatever. So as you're holding onto this like decision or the stress or the anxiety, you're just building up this like funky

energy around yourself. So I want you to make a decision, make a decision. One of the things that I hear all the time, and I'm sure you've heard this before, or is, is it a hell yes or a helmet? I can't remember exactly what book it was. Maybe somebody can tell me, but in one of the books that I read, I remember specifically screenshots reading the book because it said, is it a hell? Yes.

Or is it a hell? No, there is no hell. Maybe I really took that to heart because that is the reality. Because typically if something's a maybe, or I don't know, it's probably really a no, it's not really a yes. On the other hand, I do feel like there's times where something may not initially seem like a hell. Yes. But if you do take everything into consideration, there may be other things that will come from, and that decision that are a hell yes. Or there may be other things that come from that decision that can actually lead to something really, really amazing. So for example, I'll give you a perfect example of something like this. I have been invited to do a mastermind, to be a part of a mastermind retreat thingy. And you know, on the surface, I'm like, I don't know if I really want to go.

I don't know what it's really going to do for me. Who's going to be there you, so I kind of have like all these things in my mind, but the more that I thought about it more, I really started considering everything. I was like, you know, the people that are going to be in that room are going to be incredible. I'm going to be making some amazing, amazing connection. I'm really going to be getting even closer and having an even deeper connection with the person who's facilitating the mastermind. So to me, even though initially on the, it may not seem like a hell yes, the results of what could happen and the, that are going to happen for me as a result of me saying or a hell yes. Hell yes. Hell no thing. I kind of like, I don't want to think about it, right?

Like you still want to consider everything before you make a final decision. If it's something that's really big or a financial decision, but do not hold onto it. So either make the decision yes. Or make the decision not yes or not now, maybe later, but make the decision and don't hold onto it. Because as you hold onto it, you're just creating this funky energy within you. The next thing is, what does your gut say? What is your, your initial reaction? Your gut say, is this in alignment with what you're doing is the decision that you're going to make an alignment with, where you want to be with who you are with the standards that you set for yourself. Does it help with getting you to where you want to go? Or do you think it's going to be taking away from where you want to go?

I'm not telling you and not consider things. But what I'm telling you is to make the decision fast that you can make the decision fast is to know exactly what you want nine times out of 10, the reason why you or anybody else doesn't get what the heck they want is because they're not clear on what they want. They have no idea what they want. So we might have a broad picture of like, yeah, yes, I want success. Or I want to be happy or I want to be free, but we have no idea. We don't actually have a clear vision of what that thing is. What does the happy actually look like? What does success actually look like? Freedom actually look like. Does that mean that you're quitting? Your job doesn't mean that you have X amount of dollars in the bank account. Does it mean that you are bloody doll, like hanging out all day, your hot tub?

Like what do those things actually mean? So get really, really clear first. This is the way that it's really going to help you make these fast decisions is getting super clear on detailed on what you desire and what you want. So number one, you can manifest it into your life. And number two, when you have decisions to make, there are a heck of a lot easier to make because you already know, does this thing, or does this opportunity, or does this person serve that ultimate vision of what I want? Do you have a hard time making decisions? Do you have a hard time making a fast decision? Because I'm telling you it is hurting you. It is hurting your business to continue to do this. Right? Don't talk yourself out of stuff either. Like that's, you know, for me, if I'm faced with a decision, if I harp on it and if I hold onto it and if I keep it with me for awhile, I usually end up talking myself out of it.

Even if it could be something that is really beneficial for me. So I find that a lot of times, if we don't make that decision right then and there, we don't make a decision. You know, within a couple of days we end up talking ourselves out of it or we ended up talking ourselves into thinking, oh, it's too late. The time has passed. And we may really miss amazing opportunity because we didn't make that decision. Don't go off and talk yourself out of it. This is actually something that I use a lot when I teach about, you know, discovery calls and sales trainings and things like that with my clients. It's like, you know, nine times out of 10 people, when they go say they want to think about it or something like that, they're probably going to actually go talk themselves out of it.

Right. Because that's easier. It's easier for them to talk themselves out of it. So Tammy says, I don't think I have a hard time making decisions. They might not always happen fast. Right? So like how long are you actually holding on to making the decision? Um, cause honestly I feel like that's the same thing, right? Cause if you're not making that decision quickly, then you're not really making the choice. Right. Putting it off six of one thing, half dozen of the other, right. Saying I can't make it or it doesn't always happen fast. I want your decisions to happen fast because it's just going to release a lot of the pressure, the stress and the anxiety that you may have by thinking about it by over thinking about the decision and whether you should do something and whether you, shouldn't not making a decision can actually cause you to lose money.

I actually had one of my friends talk about this. She may have done even a live stream about this, about how, you know, she had an opportunity to join a couple of different programs. I don't remember if they were like mastermind programs or events or something like that. She didn't make the fast decision. Right. She didn't make the past decision. And she actually lost money because she ended up like signing up, like after the early bird or she missed some kind of bonuses or something. And it ends up being like a really significant amount. Like I think it was somewhere around like six or \$7,000 that she lost because she didn't make that decision quickly. Right. Even though she knew, yeah, I probably want this procrastinated. She didn't make the decision. She missed the early bird cutoff. And she ended up losing about \$6,000 by doing that.

Now we don't always see it that way, but I want you to see it that way. Right. So if she had made the decision right, when she knew that she was going to sign up for it, she would have saved herself \$6,000. Right. That's a lot of money. That's a lot of money. So I'm not making a decision can actually cause you money. It can actually call these drastic 10 actually cause you anxiety by holding onto it. So if you adopt this idea of, I know what I want, I'm clear on what I want when you have decisions to make. They're very easy to make. They're very easy to make. There's no question. And this also the lesson and boundaries, as well as a lesson in your standards and setting standards for yourself and be able to say yes and say no though, for example, and I've talked about this a lot, but I get a lot of requests for people, for me to join their summits or their giveaways or interviews and things like that.

And what we've done is we've actually just put a policy in place where we don't do that. Or we don't do that for people that we don't know. We only do it for people that we've worked with. And even when we do it for people that we work with, we're not required to send a solo mailer, you know? And at first it was really uncomfortable to say no to people, but by setting boundaries now, I mean, everything was pretty, very streamlined. Like, okay, no for this opportunity, no for this opportunity, no, for this opportunity, this is a good one. Give up the good to go for the great you are constantly saying yes to just okay. Things. And probably you're saying yes, feel that a lot of people do that. You're going to miss out on the opportunity for really great things as well. This all starts with knowing what you want.

There's all sorts of. So having clarity around what you actually want and what's in alignment with what you want, because then any decision, any opportunity, anything that comes your way, you're able to, then the decision based on that. And it will be a quick decision. And, and then also consider like, if this is

habit consider, like, what am I actually thinking about? Like when I'm saying, oh, I'm going to think about it or I'll let you know, or whatever, you know, you say to yourself or to the other person, what are you actually thinking about, right. Actually thinking about it or are you actually just talking yourself out of it or are you actually just trying to come up with an excuse? Why you can say no because you have this resistance to saying yes or no. So I'll give you another example. I love giving like actual, real life examples.

Cause I feel like it makes it easier for you to understand the concept. So I have a decision to make about, you know, how I'm going to work with this person now I'm not putting off the decision, but I did not give him a decision right then and there. And I'll tell you why for me, I am considering all of the aspects of what's involved so that I know how I want to walk with him. So I've already made the decision that I will work with him. I am just now considering the basis of like what that work. So in essence, something like that, I am not procrastinating on decision. Cause I already know that I'm going to work with him. You just need to gather all my details and make a smart decision based on what my actual needs are and how we're actually going to work together.

But he already knows that I want to work with him. Right. Whereas if I was on a call with someone and they pitched me there caught up and I was like, oh, I, I don't know. You know, I'll, I'll get back to you tomorrow or I'll let you know, I'll let you know. That's a great one. Anytime I can let you know next year. Right. So, you know, when you're doing something like that, that typically you're saying, I don't know, or you're saying, I'll get back to you because you don't actually want to work that person. Or, you know, the thing is actually not for you. However, on the flip side, just make sure that you're not talking yourself out of whatever it is. If it's actually a really good opportunity. So I know I'm kind of flipping back and forth here, but I just want you guys to understand that like act now think later you will figure it out.

Sure. You know, one of the things too, for me, I do. And a lot of you can incorporate this. If you're doing any kind of daily mindset, practice or journaling or anything like that, I have made an affirmation to not make any decision based on money. Making a decision based on money is also not, it's not good. It's not good energy, right? So if I want something, I will figure out a way to make it happen. If I want to join a program, if I want to work with a coach, if I want to go to an event, if I want to fly first class somewhere, I make that decision and I will figure out how to make it happen. I will not say I'm going to see how much the coach tickets are. And if they're cheaper, I'm going to go with that. No, no, no.

I made the decision that I'm going to fly first class and whatever the price is, that is what I'm going to pay. And if I don't have it and I will figure it out. So don't make your decisions based on money. Because if you're making your decisions based on money, you're always going to be stuck where you're at. You're never going to go to that next level. You're never going to act as if from that space that you want to be. If you continue to make decisions and act from the space of who you are right now. And that's something I always talk about with my mastermind clients as well, you have to make your decisions. You have to make everything based on who you want to be. That woman that you want to be, that six figure, earner, that seven figure earner, that successful business person, what decisions would she make and make your decisions from that place rather than making the decision from where you are right now?

Because if you make the decision from where you are right now, you're always going to be shortsighted. You're always going to just make a decision or make a choice based on what you actually think you can do right now, not from where you want to be or who you want to be. So know what the heck you want. Get really clear on what you want and make the decision based upon the person that you desire to be, not the person that you are now and make the decision fast. And when you are clear and when you have, you know, a detailed vision of what you want, making decisions becomes very, very easy. And then you can save yourself a lot of time, save yourself a lot of stress, save yourself a lot of anxiety by acting now, and then thinking about it later.

Thank you so much for tuning into today's show, head on over to the show notes@jenscalia.com forward slash E 100, where I always have amazing goodies and downloads and links for you to go even deeper and further with the teachings that I bring to you in these episodes. So in terms of today's episode, go out there and make a decision. Get out of limbo, have a hard conversation, do something to move the energy around. I promise you, it really makes such a huge difference in terms of forward motion in your life and your business and your money when you are not in limbo, when you're not questioning yourself in terms of a decision and you're just going forward. So I challenge you to go ahead and do that today so that you can feel more free and feel more confident in what you're doing and how you're approaching life and business as always make sure that you subscribe to this podcast so that you don't miss an episode. And also don't forget to leave us a positive review on iTunes. This will help reach more amazing entrepreneurs, just like you, who are committed to creating incredible change and transformation in the world. We'll see you back here next week for another quick bite episode to build your business from the inside

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