

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 shit happen no matter what. This is focused, fierce and financially free. Here's your host Jenn Scalia. Hey, Hey and welcome back to focus fierce and financially free. This is your quick bite podcast for online entrepreneurs who want to create wealth and freedom with their business so you are absolutely in the right place if you're looking for the mindset and strategy to get seen, known and paid online. I'm your host, Jenn Scalia, success and wealth strategists and I want to thank you for joining me. If this is your time,

first time, no worries at all. Go back and binge listen to the amazing episodes. They're short, they're sweet, 15 to 20 minute trainings on how to build wealth from the inside out. Get a little bit of strategy, a little bit 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. So I'm super excited for today's episode because this is something that I instilled in my private clients and really it's just a way of being in a way of embodying that next level version of yourself. So we talk about that a lot on this podcast and today is all about the 10 X mentality, right? You may have heard some version of this before, but I'm going to be sharing with you guys exactly how to implement this, how to embody this, and how to really change your mindset and your attitude and the way you operate on a daily basis to 10 X pretty much anything in your life and everything, including clients, business money, opportunities.

Well, all of the things that we so much desire. So let's go ahead and dive right in. You're gonna want to pay attention to today's episode. If you are someone who is craving more out of life, more out of business, more opportunities. The first thing is for you to really change your mentality. If you listened to any number of the shows on this podcast, you know that that has an underlying, the materially, the main theme of everything that I talk about, even if I'm talking about sales or sales calls or launching anything like that, the real crux of what I'm sharing with you guys always and every single week is you need to become that person that you desire to be. You need to become the person that has the things that you most want. When I talk about the 10 X mentality today, I really hope that something in you sparks, I really hope that you're like, finally I get it.

One of the things that I love to do with my clients, and I want to do this with you right now. I'll have a couple of politics here in this episode so that you can really think about it or you can come back and listen and do this and do this on a regular basis for yourself. Because most of our shifts and our changes in our transformation, they all start with awareness. So without awareness, you're pretty much clueless as to like what needs to happen, what's going to happen, how you need to change. If you're someone that really kind of buries your head in the sand and maybe only you know, looks towards the future and doesn't really analyze or evaluate like what's happening now, I invite you to do that, right? So one of my really good friends always says, you can't get to somewhere without knowing where you're going.

Right? Like if you got in a car right now and you wanted to drive to New York city, you would have to put something in your GPS, right? Like you'd have to put the destination in the GPS. But the other part that the GPS needs to know is where you are right now, so it needs to have your current location and that's where I want you guys to have major awareness of is, okay, here's where I'm currently at. Here's what's going on for me. Here's what's happening in my life. Here's what's happening in my business, here's what's happening with my money and over there is the destination. That's where I want to go and our job is to find the clear and the easiest path to get there, which I really hope and desire that with these trainings, I'm with these podcast episodes that you are getting that and you're understanding that and

you're becoming more and more clear and your roadmap is becoming more clear and it's becoming more straightforward.

The exercise that I have, my clients do is to think about what is your goal over the next 30 to 60 days? Depending on how you do your goals, it may be a longer period of time or a shorter period of time. I really find like the 30 to 90 day is a sweet spot, right? Because it's something that's a little bit more tangible. You can kind of see with your mind's eye, with your current reality, what's possible for you. So I want you to think about what is that goal that you have over the next 30 60 or 90 days. So maybe you want to make \$100,000 maybe you want to make \$5,000 maybe you want to make \$20,000 get that number in your head, write it down. Actually write that down on a piece of paper. Write that number down. And the next number that I want you to write down, it's 10 X of that number.

So if your goal over the next month, if create \$5,000 your number is now 50,000 okay? If your goal was 100,000 your number now is a million. Now I want you to think about that. I want you to recognize, I want you to have an awareness of like what happens in your body and the immediate thoughts that come up when you see that second number. When you see that 10 X number, there are multiple different ways to kind of have this 10 X mentality. And I know that you know, some big gurus like Grant has a TEDx method. I don't even know what his tennis method is, but this is mine. And it really works because it really helps you to see the gap between what you're doing right now, how you're operating your day to day stuff, and what it would be like if you were really going for that 10 X. So let's just start with a smaller number that might feel a little bit safe.

Let's start with a 10 K. let's say your original number is 10 K your new number, it's 100,000 so imagine if you had to make \$100,000 over the next 30 days. How does that make you feel and what are the initial thoughts, feelings, and emotions that come up when you think about that? I want you to feel that, but then also let it subside. Now I want you to get kind of in the tactical brain into the strategic mind. Uh Hmm. If I was going to go for \$100,000 in the next 30 days, everything would be different and you can't tell me that that's not true, right? So everything would be different. How you're showing up, the decisions that you're making, how often you're making offers, the types of offers that you're making, [inaudible] investments that you're making. All of that stuff would completely change if you were going for 10 X your results.

So this is why I have my clients do this because it really gets you into a different mind frame. It gets you into a different space. It gets you really thinking, wow, if I really needed to hit that goal, what would I do differently? It gets the wheels turning. Do you know what I'm saying? Think outside the box. I think outside of what you've currently been doing, I think outside of what your current mind can see, right? Because right now you're probably setting goals that are slightly comfortable, right? They may be a little bit of a stretch, but they're comfortable and you think to yourself, I could probably do that. I could surely reach that goal if I put a little bit more effort into it. Well, here's the deal. Let's say you're going from like \$5,000 a month to 7,000 or 5,000 or 10,000 or maybe 20 to 30 the jump is it really that much?

Which means that you're basically going to do the same exact things. You're going to operate the same exact way. You're going to make decisions the same as you always have, and so your results are going to be the same. Does that make sense? What I want you to do is the next time that you are setting a goal, the next time you're thinking about that big thing that you want to do and how you can possibly make this thing happen, I want you to go to the 10 X mindset. I want you to go to that 10 X mentality. That's like, well, yeah, if I wanted those things, I'd be acting a hell of a lot differently and really think about

what would I be doing differently? How would I be operating differently? So this of apply. This is the easiest example is obviously to do money, right?

And we talk a lot about money here. [inaudible] the 10 X rule applies to every area of your life like it applies to how you're showing up your leadership, your impact. Imagine if you know, instead of impacting maybe the a thousand or 5,000 people that are on your email list. What if your mission was to impact 500,000 people? What if your mission was to impact a million people? You'd be thinking a lot differently, wouldn't you? You'd be showing up a hell of a lot differently if your mission and your goal and you got behind, yeah, I want to impact a million people and I can't do that playing small. I can't do that hiding. I can't do that by continuing to dim my light. You can apply this to your sales, to your longterm wealth, to your leadership and really unleashing who you are always meant to be.

I really believe in this method. I really believe in this formula, and here's the thing. This is not something to stress you out. It's not to make you feel bad about yourself or feel guilty. And honestly like when I do this with my clients, they don't ever really change their goal. Like their goal still remains the same. I just had them go forth with the mentality of, but what would you do if you were trying to 10 X that goal? Because it will force you to think differently. It will force you to think outside of the box and come up with new ways and new ideas and new strategies for accomplishing the things that you want to accomplish. So that's it for today's episode. I'm super excited for you to implement this in your business, in your life, and I would love to hear what you guys think.

Also just share like how does this even make you feel, right? Because when we talk about that awareness, if that makes you feel in any way uncomfortable, that's a good thing. It's not a bad thing. It's a good thing for you to feel uncomfortable because when you are comfortable, when your goals seem tangible, when it seems like, yeah, I could totally do that, then you've remained at the level that you are. So if you're ready to TEDx, if you're ready to just completely fly into the next level and catapult your wealth and your business and everything in the upcoming year and upcoming brand new decade, then I encourage you to apply this 10 X method and there's 10 X mentality to everything that you do going forward. That wraps it up for today's show and if you want more of the tenants mentality, I invite you to join me for the 10 X 2020 launch pad that is starting November 18th join me for five free live trainings on exactly how to set yourself up for glory in

2020 so some of the things that we'll be covering is 10 X your wealth, 10 X mindset, tech strategy, 10 X leadership, and 10 X sales. So we're all about the next level and 10 X vibe. This is a no fluff, true value. Five day training that I'm going to bring to you, and I can pretty much guarantee you that you will receive more from this free live event than you have out of some of the paid programs that you've invested in. So head on over to the show notes to grab that link and sign up for the 10 X 2020 launch pads. You can find that@jenscalia.com forward slash eat 24 that is the letter E and the number 24 I can't wait to support you guys even further with this 10 X mentalities.

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](https://jennscalia.com/tribe)

[inaudible].