

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, Jen Scalia. All right, let's do this. Welcome to the focus for years and financially free. This is our quick byte podcast for online entrepreneurs who want to create wealth and freedom in their business. You're in the right place if you're looking for not only the mindset but also the strategy to get been known and paid online. I'm your host Jen affiliate stuff and wealth strategist. I want to thank you

for joining me and just remind you really quickly to join us every single Tuesday for a 15 to 20 minute training on how to build wealth. From the inside out. You'll get a little bit of strategy, a little bit of mindset and a hundred percent raw and real advice on how to navigate this crazy world of entrepreneurship. So you're in for a treat with today's episode, and I got to preface this by saying this will not be easy. This will not be something that you can just listen to and put on a shelf. If you are really looking to create a different identity for yourself, you really need to understand how to close the gap from where you currently are to where you want to be. And once you understand this concept and once you can really implement these strategies, you'll be able to transcend essentially into that next level. Sell really, really quickly. I'm ready to dive into this. Let's go ahead and get started.

Jay is all about closing the gap from here to there. I am dropping the hammer today and getting really real with you and of course with myself as always, I feel like every time I do these lessons, the lesson is just as much for me as it is for you, which is why I also feel the energy behind it and it being so powerful and us working together as a collective to create the lives and the businesses and the finances and the body and the relationships and everything that we want. Here's the bottom line. The reason why you don't have X yet, X being whatever you want or are not where you want to be yet is because you're still operating from who you are right now today, plain and simple. You're making decisions from where you are right now and really if you think about it, that decisions are very shortsighted because you can only see what you think is possible, which makes the possibilities limited really limited because we are thinking, okay, from where I am right now today, this is what I see as being possible.

Whereas we really open ourselves up and start operating and start making decisions from that next level of self, we start to see more and possibilities. We're open to things that maybe we can't even see right now. By making decisions from where you are today, right now, you're severely, severely limiting yourself. Also, your daily actions are the same as they've always been. Honestly, take a look at it, really think about it, and we're going to be diving into this as we get into the journaling prompts and the questions for this lesson, but it's the same, so how can you expect anything different? How can you expect quantum leaps? How can you expect massive shifts when you're doing the same things when you're acting the same ways? The other part is that your dominant daily thoughts are either in lack or from lack. You're constantly wondering and or worrying and or desperate of one, this damn thing is going to happen or when the thing is going to happen for you or when you'll actually get to that Holy grill, whatever it is that you're looking for, and today I am revealing the secret.

The secret is that the fastest way to get from here to there is to act and be as if you already are there. This is difficult. This is not an easy thing. It is definitely something that we'd have to be consciously aware of, something that we have to commit to daily as we've talked about before, the daily recommitment to being that next level of self, from making those next level decisions, but the fastest way to close that gap to get from here to there is to act and be as if you already are there. What would you do? Say, think, feel, eat, drink B. What decisions would you make if you knew it was already yours?

They'd be much different than the decisions you're making right now. Believe that. So step one is see the gap. Step two is close the gap. That is how you get to where you want to be in record time.

That's how you see people that are making these like quantum shifts and things are happening for them really, really fast. It's because they figured out how to close that gap. Now I'm going to go through some of the journaling prompts to help you facilitate this, to help you have awareness of what that gap may be and to start to close that gap so that you can get closer and closer to where and who you want to be and what you want to happen. First journaling question. I really want you to just allow whatever to come out to come out. There's no right or wrong answer here. Just literally get out your journal and ask yourself as someone who truly believes X, X being whatever it is that you desire, what different choices would I make? What would I allow myself to be, do or have?

So I'm going to insert my lofty goal here. So you get an example of what that might sound like or look like. And I want you to just insert your, your biggest desire, your most desire right now. Is it a, is it a monetary goal? Is it the way you want your body to look? Is that you being in a healthy relationship, whatever that is for you. So if I truly believed that I was meant to be a multimillionaire, what different choices would I make? What would I allow myself to be, do or have? The next question is, what am I tolerating now that I've wouldn't if I already had or was X? So again, what am I tolerating right now that I wouldn't if I was already making all time millions, what would I tell them? This is one of the strongest and most potent, powerful, and probably hardest questions because it really makes you realize that you are accepting things.

You're settling for things that are less than what you're saying you want, and that's a huge gap right there. If you're saying, yes, I want this, but I'm okay with this, I'll settle for this less than as is, okay, that's why you're not getting what you want. Next question, what don't I have now that I would have if I was already X? What don't I have now that I would have if I was already in multimillionaire? So, for example, for me that would have a trust set up for my son, I would have a real estate portfolio started. I may have some other investments. Try to also think about the not so monetary things because obviously there are things that we need money for. What are some of the things that you don't have now but you would have if you already had the thing you want next?

How would I be showing up right now if I was already X, how would I be showing up right now? If I was already making 10 take half months, how would I be showing up right now if I was already making \$250,000 a year, how would I be showing up right now? If I was already a multimillionaire, how would I be showing up right now if I was already seen as a thought leader in my industry, how would I be showing up right now if I already had this thin, healthy, beautiful body that I desire? How would I be showing up right now if I was already in a relationship with my soulmate? Ask yourself, allow it to just come out alongside that. How would I be thinking and acting right now if I was already X, how would I be thinking and acting right now?

If I was already a multimillionaire, how would I be thinking and acting right now? If I already had the body that I desire, how would I be thinking and acting right now if I was already seen as a thought leader in my industry? Next question is what do I feel like I need to do in order to be X? This is a tricky question. This is a question that's actually going to help you move through this lesson, through this training and start to really realize what may be holding you back. What do I feel like I need to do in order to be X? A lot of times what I see personally and also with my clients and also with my friends is that we feel like we need to do a certain thing in order to have or be what we desire and that's just not the truth because you already are that version of yourself.

That version of yourself already exists. There really isn't anything that you have to do. In order to be that or to have that, it is really more about you getting into alignment with who that is and what that person has. You having an awareness, you being open to receiving this thing. It's not so much like what you have to do, Oh, I have to create X program. In order for this to happen, I have to do Facebook ads. In order for this to happen, I have to lose 20 pounds in order for this to happen. This is where you're really going to see again where you're holding yourself back. What do you feel like you need to do in order to be X and now what can I do right now today to close this gap? For example, what can I delete? What can I get?

What can I decide? Who can I hire? What can I eat? What can you do right now today to start to close that gap? But most importantly, what do I need to feel right now to close that gap? So this is the most important part right here. What do I need to feel right now to close that gap? What is the feeling that I'm most craving, that I feel doing or being or having X will satisfy? What is the feeling that I want to feel by having 10K cash months? What is the feeling that I'm craving to be a multimillionaire? What is that? Is it satisfaction? Is it pride? Is it accomplishment? Is it safety? Is the security? What is it and how can I feel that now? Now, when we think about what needs to happen in order for us to close the gap, there's a few questions that I want you now to ask yourself, why am I not doing it right now?

So all those things that you think that once I have X or once I be X, I'm going to do this. Why are you not doing it now? Why are we not feeling those feelings right now? The feelings are free always and I'll continue to remind you that yes, there are some things where money is required. I'm a realist when it comes to that, but we want a feeling, pride, accomplishment, safety, security. Why can't I feel that right now? Because if you could feel that right now and if you could do the things that you would do right now, gap wouldn't even exist and you would already be where you want to be. The final question is where am I not committing? Do you look back on your day to day? If you look on what you're doing in those certain areas you are talking about getting the body that you want, where are you not committing?

Is it that you're still eating shitty foods or drinking sugary drinks like I do? Is it that you want to be at a certain income level? Where are you not committing? Are there days where you just don't do the work because you don't feel like it are there days where you know and you feel and you sense in your pool and you're called to show up and you don't, where are you not committing? Step one, see the gap. Having an awareness around the gap step to start to close the gap. That is how you're going to get to where you want to be in record time.

Alright, so that wraps it up for today's show. What a reality check, huh? Once you're able to really visualize and see the distance between who you are today and who you want to and those habits and those things that you're doing on a daily basis that just don't mesh with and just don't represent that next level of self, you can now start taking those steps to shift and to make things happen for yourself. I know that this is a hard lesson. I know that this is something that will be hard for a lot of people to implement. The majority of people will not, so I know that you're better than that. I know that you're going to take this and know that even though it is difficult and it is hard, that if you can take this and go deep, you're really going to be able to make some Swift changes in your life really, really fast. You'll be able to transcend to that next level and that's where I want for you guys. Make sure that you head on to JenScalia.com forward slash E 19 that is letter E and the number 19

where you'll find the show notes and a breakdown of the exact process here. I also have some journaling prompts that you can download. You can start this process and you can start to make really

awesome and amazing changes in your life, step into that next level like I know that you're meant to be. I'll see you guys on the next episode where we're going to be talking about how to make Swift and powerful decisions. This is something that I think is one of the most desirable traits of a successful entrepreneur and it is to be able to make Swift and powerful decisions and stick by them. So you definitely don't want to miss that episode. I'll see you guys back. 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 [Jenn scalia.com/tribe](https://jennscalia.com/tribe) [inaudible].