

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 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 and welcome to the show. This is your quick flight podcast for online entrepreneurs. We 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 am your host, Jenn Scalia, success and wealth strategist. First, I want to thank you for joining me here today. I have an amazing show for you today.

Really just what off the cuff spoke from my heart about what it takes to really bet on yourself, to really go all in with your business, with your life, with making decisions that are scary but powerful that were literally shift your being and who you are and how you show up and what happens for you and your business. We're talking about investments today and how making scary investments are soul powerful and can give you so much more than you ever could think of. I want you to go beyond money. When you hear me talk about investments, yes, there is a monetary exchange, but it's so much more than that. I just can't wait to share this with you, so let's dive right in. Making an investment in yourself or in your business should not feel scary. It should feel exciting. It should feel a little bit outside of your comfort zone.

For sure. It should not feel like it's frivolous or like you're doing something bad or that there's some sort of regret that might be attached to it because making an investment in yourself, whatever quote unquote big feels like for you, it's more like putting a deposit on yourself. Basically. It's like you're placing a bet on yourself, so how confident are you that you're going to be successful? How confident are you in your mission, in your vision and your ability and your capability to do great things in this world, to change people's lives? When you think about, Oh my God, I really want to do this thing. I really want to hire a new team member. I really want to start investing in advertising. I really want to hire this coach. I really want to hire this mentor. I really want to join this mastermind, but then you backstep and talk yourself out of it because of money.

That's when everything in your role will start to go haywire because you're sending mixed signals. You're basically saying, yes, I want this, but the feeling and the underlying emotion and the underlying belief is that you don't believe in yourself is that you don't have faith that things are going to work out for you is that you make bad decisions. So you have to find a way to flip this. I'm someone who has for sure made some serious investments in myself and some have worked out miraculously. Some have been incredible, but they all have taught me something. Even the ones where I thought, Hmm, I just wasted \$10,000 or that wasn't worth the \$15,000 that I put in. Even those were lessons. They were lessons in truth for me, there were lessons in alignment. There were lessons going forward of like, yep, not going to do that again.

There were lessons for me also to know to trust myself when it comes to making these decisions. But if I were to just completely stop cold Turkey or just hesitate every time before I made an investment because of something that happened in the past, then I would just continue the cycle and it will get me nowhere. And the same thing with you, whether the reason why you're scared to invest is because you maybe had a bad experience before when you've invested, maybe you're just not sure. You're not sure that you can do this. And actually what I've found is that, you know, if you're also having this problem with people investing in you, it is a mirror, right? So we attract who we are, we attract the clients who are like us. So if you're someone who's constantly hesitating thinking you're going to make a bad decision, unsure of how you're going to pay, you're going to receive that as well.

Do you see how this becomes a cycle? Then you start attracting people who are not at that level. You start attracting people who don't want to invest, who are scared to invest, who say they're going to invest, and then ghost look at yourself, examine yourself. Are you doing this stuff? When it comes to investments, one of the things I teach and preach is personal responsibility. So when I choose to make an investment, I also make a decision that I'm going to do whatever it takes to 10 X my investment. So if I'm investing \$500 my goal would be to make \$5,000 from that investment. If I'm investing \$10,000 my goal would be to at minimum create \$100,000 from what I learned by making that investment, whether it's a coach, of course hiring a team member that's going to allow me to have more space to serve my clients and to get more clients.

So really think about that for you. How much personal responsibility are you taking? Are you blaming? Are you thinking that whoever you hire this coach, this, this program is going to be the end all be all? And if it isn't, then it's their problem. They did something wrong to you. Can you see how that's like a low vibe energy? It's just not something that you want to be in your space. You want to have good vibes, you want to have amazing feelings. You want to experience joy and happiness and all of the amazing things that life has for you. But when you're constantly limiting yourself, when you are sending mixed signals saying, I want this, but no, then the universe and God is going to deliver that to you over and over and over again. It's going to continue to show you things you want and then quote unquote, you not be able to get it right or it be taken away from you.

So how do you change this? How do you change the paradigm? It starts with yourself. It starts with you believing in yourself, believing in your mission, believing in your vision, believing in whatever this thing is that you want to invest in. And taking that personal responsibility that, yeah, once I invest in this thing, all bets are off like it's happening. There is no choice. There is no other option, but for this to result in something amazing. I remember when I first invested in a one on one coach before that I had invested in smaller programs, you know, \$500 here, \$1,000 there. And if I added that all up, I mean it probably was a few, you know, tens of thousands of dollars that I could have just invested in a coach in the first place. But my mentality was like, Oh, I'm just going to do this small thing because I was scared of giving away a large sum of money at one time because I didn't trust myself.

I didn't believe that I was going to get it back. But all those little things add it up, trust me. And so I remember when I first considered hiring a coach, I talked to a few people, had a few discovery calls. It was interesting because a lot of people, I just, I just didn't get it. You know, I would get on the phone with them and they would tell me it was like \$5,000 for six months of coaching, which you know, now looking back, I'm like, Oh, that was a really great deal. But at the time I was like, Oh my God, \$5,000 is so much money. I'm a single mom. I'm just starting my business. I have to take care of my son. I have to take care of bills. How could I ever do this? And so I didn't. I would say no, and I would tell myself over and over again, it's too much money.

And at the same time I wasn't getting clients because remember reflection mirror. I wasn't getting clients because I wasn't willing to be a client. I wasn't getting people to invest in me because I wasn't willing to invest in me. But I remember I had this conversation with someone I knew immediately that I needed to work with her. And that's also the feeling that I want you guys to get when it comes to an investment. Follow that feeling. If you get that feeling, if you get that nudge and you're like, Oh my God, I feel like this thing is going to change my life. I feel like this person is the person that I need to be around. I feel like this energy is it. How dare you say no to? So back to the story, I just knew, I knew I wanted to work with her.

I knew I didn't physically have the money in my bank account. I didn't have any credit cards or anything like that. So I was solely relying on the money that was in my bank account. And I remember sending her a message and saying, I need to work with you. And I don't know how, but tell me how much it is. And she told me, I believe, I mean it was so long ago now, but I believe it was around \$7,500 she was willing to do a payment plan. And it was funny because I even thought about that like, Hmm. I just had a conversation with someone not that long ago who told me it was \$5,000 I didn't see the value in it. It was like 5,000 for six months. I didn't see the value in it, but this other person I was super connected with felt the energy, felt the vibe, just knew that making this investment was going to catapult my life and my business, that I had to figure it out, and hers was \$7,500 for three months.

Yet I saw high, high value in it, and so she gave me a very generous payment plan, which was still a lot of money. I think it ended up being around \$1,600 a month or something like that, you know? I just said, okay, great. Let me figure this out. I said, yes. Let me figure this out. I remember it being a Tuesday. She said to me, can you have the payment by Monday? And I didn't say, I don't know or let me let you know or I'll get back to you or I'm going to pray about it or I'm gonna meditate on it. I said, yes. I said, yes, scared as hell. I said, yes, and I hung up the phone [inaudible] immediately that day I came up with half of the investment because I said yes. First. This is the part that I want you to know. It is not enough to think you want something to energetically say no and to try to find a way to make it happen or to try to figure it out or to try to manifest it.

Your job is to say yes first and then allow that yes, to promote momentum, to bring the right people, the right circumstances. People coming out of the blue. You don't get the reward by being half-assed. You don't get the manifestations when you're half and half out. You must say yes first. And that's why I believe that by that time Monday rolled around, I had the money when I didn't have it six days before because I said yes and give me until Monday. I didn't say, let me think about it and I'll get back to you on Monday if the money comes. Do you see the difference there? So this is what I want you guys to think about. If you're thinking about a scary investment, everybody's different, right? So for somebody, a \$5,000 investment might be scary for somebody else at \$50,000 maybe scary, whatever that is for you.

The most important thing I want you to take away from this is that if you come to a point where you are faced with saying yes to something that you know isn't your heart, is the thing that is going to help drive you forward and move you forward. And you say no because of money, you essentially become a slave to money. It's only when you feel good and expansive and joyful and powerful around money that you're going to get more. And I guarantee you, if you're in a space now, you can look back at your previous months or years and see patterns and see cycles. And the reason why it's still the same is because you're making the same choices from the same place, from the same mindset, with the same attitude, with the same fears, with the same doubts, and how's that working out for you?

So if you want something different, you've got to make a different choice. You've got to come at it from a different perspective and a different angle. You have to change your mindset around what it means to invest because you're not investing in the other person. You're investing in yourself. Remember, you're putting a deposit on yourself, on your future, on your legacy. You're betting on yourself. What are you willing to bet on yourself as? Let me tell you something. If you're unwilling to bet on yourself, ain't nobody else gonna bet on you either. And you'll see that reflected. You'll see that you may be able to experience small successes, but you won't ever go big until you decide to go big until you decide to play. At a next level. Oh, that was intense. I'm sorry. But I feel like that needed to come out. So for those of you that needed that, please take that no matter where you are in your business, whether you're just starting, whether you have been doing this, whether you're seasoned, I know for me it's like, Whoa,

when I make my investments, they are huge. Now, you know, and it's still scary. It's still scary every time. But when I make that decision, my whole world shifts, everything starts moving to support the decision that I made, not one that I just put on the back burner or have to think about or meditate on or pray on when I make that decision.

Everything shifts. So go check out the show notes, JenScalia.com forward slash E 25

and don't forget to meet me back here for your

the daily dose of ass kicking. Ah, I love this. I am so proud of you for being here, for listening, for benching on these episodes. And if you're new here, make sure that you go back, listen to the episodes, and get what you need out of it. Take action. I will see you guys back here next week and go check out the show notes@jennscaliamail@gmail.com forward slash E 25 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. Join the ambitious babe and Jenn scaliamail.com/tribe.