

Life is too short to worry about what people who exist in a free app in your phone. Think of you. This episode is going to be all about habits, rituals and getting our ego out of the way. Are you ready? Let's get started. Welcome to you're not the boss of me. If you are determined to break glass ceilings and build it your way, this show is for you. I'm your host Beth graves. And I am obsessed with helping you to not to stream it, but make the plan, connect the dots and create what you crave. Are you ready? Let's get started.

Welcome back. My friends to episode number 50. And when I saw that quote on my friend, Sarah calls, Facebook wall, I knew that this episode had to talk about that quote. So here's the deal this past week, I celebrated six years in network marketing and over those six years, it has been a whirlwind of learning, growing and getting my ego in check. And I often think, why didn't I jump on this bandwagon? Why didn't I see the network marketing platform profession as the opportunity before I was in my mid forties? And here's the deal? It was my ego that was getting in the way it was me saying, well, what will people think of me if I do this profession? Because I understood the idea of marketing a product without having to build a website of being able to build a team of a sales team, building a community, using my skillset around mentoring, building community, guiding, and also having a whole lot of fun, doing it without a glass ceiling on earning potential.

I understood all of it because I had watched and studied. I also understood the power of passive income of income that reoccurs over and over again, but yet I wouldn't get started. So I want to talk today about some of the destructive habits that may be holding you back from actually jumping in with both feet. And I want to share my experience with you along the way of what I've seen as I've helped to grow a team of thousands. And when I finally made the decision that I honestly did not give a crap, what that person on Facebook that had a free app on her phone was thinking of me. And I started to understand the power of what was in my hands was when I was finally able to cross over from dipping my toes in the water, getting distracted and earning over \$2 million.

And I was not an influencer. As you know, I did not have a huge team to follow with me, but I finally decided to stop looking left and right, and make it happen. And we're going to talk about some destructive habits that might be holding you back from what the next steps are offering you. And these are things that, that I have to do daily. Like I I'm still every single day have to work on that foundation because we know that habits are the foundation of our everyday lives, right? So we build our daily prac practices and it's those habits and routines that shape us. So if we have destructive habits that that's, what's holding us back from our ultimate success. So number one, as that quote said, and I'm going to read the quote again, because that was, I mean, literally I think I'm just going to hang that on my, on my whiteboard in front of me, I'm going to read it again.

Like I said, life is too short to worry about what people who exist in a free app in your phone. Think of you. I mean, how, how, like how many times have we stopped posting or doing something because we're seeking the approval of what others think of us. And we're not listening to ourself. So many times my attempts to gain approval from others. That's what was holding me back and getting the opinion of others is cool. But waiting until if you're, I've had, I've heard this so many times when someone is looking to make an announcement that they've opened their doors for business. And I often say, treat this business announcement as though you have invested 50, 60, a hundred, \$200,000 in your own franchise because the earning potential is way higher than if you've opened the doors after you've paid all the bills and paid the rent and all of the overhead and all of the time and the marketing and the advertising and the toilet paper for God's sake.

Right? So I've had people say, well, my, my friends, this is what they're talking about because it's one of those. So first of all, get yourself educated on what is a network marketing business? What is residual income? What is the difference between a pyramid scheme, which is which the FTC has shut down long

ago. And everybody has a story, right? Everybody has a story of that friend who filled her garage and then she didn't get help. Or she was, she, she was bothering her family and friends, but everybody also has a story of someone that bought a franchise or had a failure in a business success. Everybody has a story about a car dealership that screwed them over on a car, but no one says to you, well, don't ever go to a car dealership and buy a car. They just give the recommendation of someone that has ethics and someone that is doing a good job.

And so I often educate, as you know, over on my business page, on my personal page about why the network marketing business model is so viable for people right now. So stop seeking approval and educate and be confident in what you're doing. Because as soon as I had the validation and I remember I was seeking the approval of someone and I thought, Oh, this is such a great prospect. He runs an in a big fitness center. This is going to be great. He was, I constructed this email. I was in my first week and this was going to be a big home run. And he came back and said, nobody ever has success. I've already tried the product. It doesn't work, blah, blah, blah, blah, blah. And that motivated me to show him I could not wait to be driving up in my car and having a few others that also went to that fitness center.

And guess what? That's what happened. And I didn't get defensive. I just said maybe it was miseducation or, and I related it to some people come out and have a really good foundation for how they're going to learn to lift weights and other people don't. So it could be the education. It could be the focus or could be that it was just the committee, the occasion was off and how the business worked. So be your own person, stand on your own two feet. And another part of seeking approval is you do want to get the people that you love on board. So if you were going to open a traditional business, you are going to sit down and say, here's what it looks like. Here's the commitment. What are the questions that you have? And here are my goals, and here is how I'm going to reach those goals.

It's having a plan, a viable business plan. The next thing that happens in then the destructive habit category, the habits that hold us back from having success is shifting the blame. Okay? It is normal to want to blame other people, but nobody has success because they have the perfect leader or they have the perfect friends, or they have a family that is successful. I want you right now to decide there's no more blame. Stop looking for reasons why it isn't your fault. That success is not coming your way. Find that negative and spin it to a positive. Now I could have said, well, I don't have a huge social media following. I've never marketed a product. I'm too old. I have this person that just told me it wasn't going to work. I received this but message. So if you try to shift the blame, I take a look and say, okay, if other people are having success, which we know that hundreds of thousands of people are having success in the industry, I am not going to blame my upline, my company, my product, the fact that somebody didn't receive the sample on time, all of that is energy.

That's going in the wrong direction. So say, okay, here's circumstance. Here's the circumstance. Maybe I don't have a supportive upline leader. So instead, maybe it's just the circumstances, upline leader. It doesn't feel like I'm supported. I don't have the resources. I don't have a business idea of what to do well, if that's the way it is, then you seek out people like me who have mentoring programs who have the map membership who have camp elevate. You can always find a way to have success or find a leader that has ways for you to plug in, but stop looking for reasons why it isn't your fault and consider the changes that you should make to fix the problem. The next thing that is something that comes up all of the time is undefined goals. Remember so many people will say, well, I'm going for it. I'm going to make six figures.

I am going to do what X, Y, and Z did. This is my time. And there's no roadmap. So you wouldn't go out and open your own. Um, like if, if you were opening your own business, let's say you were opening, opening a dance studio and just say, okay, I'm, I'm opening the dance studio and I'm going to be the best and most popular in town. You would have a marketing roadmap. You would have a roadmap of how

many clients you needed for which lessons, but how you would get the name out in the community, through referrals, what your social media plan would look like. So it's, I always say break down that goal every single month. If your goal is to have, let's say \$10,000 of volume, where's it coming from? What is, what is your customer base look like? Who are the people on your team that are looking to hit goals?

What is their commitment? What are the daily actions that it takes to get new eyes on what you do? That's why I created the map membership. So people could not just have undefined goals, but have a, a way that they could hit their goals. And that's why with our own personal team, we talk about, okay, if this is your goal, and you want to have this, this rank, or you want to have this many people underneath you hitting that bonus or able to make this income, what does that look like? And it's not just throwing spaghetti at the wall and saying, I'm going to sign up a rockstar. Okay. So make sure that you have a roadmap for your goals. And if you don't understand how it is that you get paid. And so I didn't understand in the beginning exactly what it was going to take to get to the top rank of the company.

But I did understand that I could create success for people if they would come in and they would have their first win, hit their first goal. How many of you have fast start bonuses? So look at how that looks and how you're having conversations. And how many times a day do you need to have a presentation to someone to see if it's a yes or a no, because if you're thinking I'm just going to post on social media and all of these people are going to come to me, the law of averages will work for you. So how many people do you want to ask to take a look at what it is that you do to take a look at a zoom, a video, maybe you have a customer group. Maybe you have a promoter distributor business partner group, but undefined goals are exactly what's going to stop you from having success.

So make sure that you look and say, here's my goal this week. I want three new people to get started on the product. What is that going to take? What will that look like in my daily action? So you have a clear vision of how it's going to happen. The roadmap will guide you, and then we aren't blaming others, shifting that blame for not making it happen. And we're super clear on that vision. And that is also when it comes to that mindset of defining the goal, stating it in present tense, right? So we want to be always be stating and present tense where you are, where you're going, what your vision is, that's the affirmations. The B is be proactive in your planning, right? Make sure that you're looking at what is my defined business block. When am I working my business every single day, and then clear that clutter out, clear your brain, clear the doubts and keep yourself in that positive, high vibe energy place right now, another one that comes up a lot is making sure that you are fit for the race, right?

So when we neglect ourselves, our sleep, our food, our water intake, if we're working so hard that we aren't having any self care, we're not scheduling time to be unplugged. We are going to be impacted in our performance, our productivity, and even our love and joy for what we do. So I encourage you to go back up to the clear, the clutter, meaning schedule the work time, schedule the social media times, but also schedule the time that you are unplugged the nights off the night that you get to watch shit's Creek. Um, the night that you are going to just go on a date night and the morning that you are phone free, but making sure that when you are working, you are doing income producing activities. The next thing I want to talk about is your mindset of visualizing whether it's happening or it's not happening.

So if it keeps coming up in your brain that you're not succeeding, this isn't for you, this isn't happening. Maybe you shouldn't be doing this. You're not cut out for this. Do you hear all of that self doubt? So get your getting stuck in a negative thought loop. And that's why the morning routine, the millionaire morning routine that we talk about all of the time is so important for keeping your brain in the game. So I want you to literally cut out the people that are bringing negativity and maybe talking about other people are talking about a leader or talking about why people don't have, have success, get rid of it, and also get rid of those doubts that are telling you that you're not cut out for this look at okay. If I'm not having success. Have I been showing up daily? Have I been doing the mental gym exercises?

I often talk about John Asser off and the ed, my podcast that I listened to, that was all about how, when you are so clear on the vision and on the affirmations and who do I need to be, and what do I need to do? If I am going to be a seven figure earner, what do I need to do? How do I need to show up what is the energy around that success? And that it comes from getting out of that negative thought loop. And one of the biggest things that you can do every single day is to just do a thought, download and dump it and dump that on the paper, and then reframe who do you need to be to have that success. We're going to be doing a really, really cool exercise this week over in camp elevate. And I'm going to share that a little bit of it with you.

Now, I'm actually looking it up on my phone. Of course I did. I did all these pictures with this giant number six to celebrate six years. And then the six is backwards. I'm actually into an Instagram post with the backwards six, because I look like this total cheese ball holding the six and it's backwards. Um, okay. So I wanna share with you when you get into that negative self doubt spiral, some of the things that I personally do, and the biggest piece of it is I look at the negative belief and then I reframe it. And so if my negative belief is I'm horrible at follow up, turn it into a positive. I have all of the tools to learn how to I have all the tools to follow up. I will use my calendar daily. I know that the fortune is in the followup.

I'm ready and following up at this time on this day. So take that negative belief, write it down and dump it and reframe it as a positive belief to get rid of that self doubt. I also am a huge person that talks about life coaching. I've had life coaches of my own. I ha I still do. And my brain needs as much work as my physical body, if not more. And so one of my favorite life coaches, Stephanie Britt, she talks about visualizing your future self. And what does this look like for my future self is my future self. Someone that just gives up or as my future self, someone that has tons of residual, passive income streams from all of the work that I've put in, in the beginning of my business. So the next thing that I want to talk about is procrastination. You guys, procrastination with distractions and getting into complacency.

That is the biggest killer, and it is why we procrastinate for all different reasons. I mean, we have, we could do 40 million podcast episodes on procrastinations, but just take that action, take the action post on Facebook, put it in your stories. Reach out to that friend, ask if there are, if they're open for the sample pack, be consistent in your content, be consistent in your conversation. Be willing to have to know what is a daily plan. What is the daily method of operation? I call mine the power map that I do every single day. It's going to know who are the people on my list that have kind of raise their hand that are looking interested. How am I pulling them toward me? And how am I closing those conversations right with that really good followup. The next thing that I want to talk about is again, the negative spiral and that is not having the blinders on and talking about others and comparing yourself, but even, um, negativity about other people on your team, negativity about other companies, negativity about anything.

It needs to just stop because that is robbing you of your success and of the focus and the high vibration, right energy. If you can stay away from negativity for an entire week and reframe it, find something really good to say about that person. Or if someone comes to you and starts talking negatively, I will often say that's just not something I'm familiar with. And, um, it really doesn't have anything to do with me. Like honestly, it doesn't have anything to do with me. Stop it in your message shift, stop it in your groups, stop the negativity from happening. And you are going to see a huge shift in your success because there's just no space for that. Another piece of great information that I got when I was first building was that I needed to take that leap of faith. And I needed to know that there was a possibility of failure and it was okay because I would never know what I was capable of doing.

And I had lots of small failures along the way. Lots of people that said no, lots of people that have quit the business, lots of reasons that I could have just walked away and I've had those over and over again in life we all have, but taking a ride, Oh, a radical leap. Getting out of the comfort zone, think about all of

the people that have failed over and over and over again, but they push themselves to keep going and, and great, great, great success only comes if there's risk. And the cool thing about network marketing is you don't have to put a hundred thousand dollars on the table to have that risk. So what about getting out of your comfort zone and going live and sharing valuable content, teaching about gut health sharing about why you need to remove the chemicals from your home, or maybe about the toxins in your shampoos, whatever the product is and getting out of that comfort zone and doing education.

Maybe you teach on mindset, maybe it is getting out of your comfort zone of even hopping on the couch. After you have dinner and saying, I'm just going to go out for a walk and listen to a podcast. Wherever that comfort zone is getting a little bit more uncomfortable. And then the next thing I want to talk about is waiting for the right time. Okay. There is never a time. The kids are never right now. It doesn't feel like the kids are ever going back to school. There's never a right time to add to your plate and start to do business. There is never a time. That is perfect. So what I would say is like, Anne, I heard about the business on August 6th and I started that day. I didn't even wait for my product to arrive. I didn't wait till my skills were fine tuned.

I didn't wait until I had the conversation with even my husband. I thought, okay, I'm getting started because I'm going to roll up my sleeves and get my first couple of customers and learn how to do this. So there's never a right time. Just get yourself started. It's kind of like the idea of this all the time. Okay. I'm starting a new plan. So I might as well finish off the M and M ice cream cookie bars that are in the freezer because tomorrow's the day. Well then tomorrow's never the day, right? It's never going to be the day it's right now is the right time. And that is when you are going to block that time and just get started. Persistence is key showing up. When you say you'll show up and remember that persistence always will outweigh the talent, the following that perfect filtered photo that you see that you are going to get to that finish line when you stick with it, when you see it through your secret weapon is persistence.

And I have watched a woman Ashley on our team and her persistence is incredible. She wanted to learn more about marketing on social media. So she started to learn and shift and start creating better stories and creating content that got engagement and sharing the success of others and staying persistent with showing up and her posting and her followup and realizing if it was up to her and it was going to be that she was going to dive in and it wasn't that she was, she was learning and then going to earn, she was just learning and applying and earning and learning, applying and helping others to have success. And that is what is going to get her across that finish line to the next drink, the next drink, and to have what I think about in the beginning of your business. It like you're pushing that car uphill, right?

It feels like you're always pushing up Hill. It's a stretch. It could feel a struggle, but when you get to the top of that Hill and you've built a team and there's a lot of residual income, you're not going to like take your foot off off the gas, but it feels, yeah. Feels like it's not always uphill. It feels that you've got systems and routines in place that you know how to onboard a new person, that, you know, a posting plan that your business has ease and flow and you take it out action with faith and clarity. So the next and that brings us to the next piece is people will decide in network marketing specifically to not educate themselves. Meaning not stay up on mindset, work, not learn about, okay. So I'm not saying to stop earning and stop go like taking action no matter what, but I want, I had to learn how to create valuable connections and Facebook groups so I could meet new people.

So I researched, how do you, how do you make connections? How do you post in a Facebook group? How do you create a Facebook group for customers? Like way back, we didn't have Facebook groups. How do you have an engaging community? What are the questions that should be asked on a Monday? If you're looking to get some engagement and educate and inspire and empower. So educating yourself also on your comp plan, educating yourself on what are the events happening this week? If there's a

mastermind, if there's a training, making sure that that goes on your calendar. If many of the teams that I know of actually have working zooms, and we do that in the map membership, we have a power map plan where you work on your business and it's how to, how to work a business, how to reach out, how to follow up, what do we do and what we call the power 30 or the power 60 map.

So educating yourself. And if you're like, I don't do that. I don't have a daily method of operation that works come on over and learn those things. So educate yourself also on mindset, affirmations, manifestation, abundance goal setting, but making sure that that's on your calendar and part of the morning routine, right, is the reading, the thought downloads the writing. I didn't always know how to get rid of the negativity to have boundaries. That is all like I did a lot of reading of Bernay Brown to learn those things. And the next thing that I want to talk about is being inquisitive, an open, but not always having to tell people what it is that you're doing, but being coachable and being coachable means that you are able to look to a leader or even look to a sideline and ask, instead of shouting what your accomplishments are.

And this is what I've done, and I've got all this going on, but ask, what are the things that you're doing, where you're seeing the most sales that last customer? How did you meet them? What kind of message or where was that connection? Oh, you met someone in a Facebook group. Tell me more about that. So realizing that our ego wants us to show out because that's our insecurity, all the things and the accomplishments that we're doing, but really asking questions to anyone. If you are friends with a realtor, say, Hey, I'm in sales. Tell me about how you get most of your clients, ask questions and you'll have better insight into how to build your business. And also asking questions opens the doors for many referrals. The last thing I want to talk about is be consumed by your success. Be consumed with the plan, with the vision, with where you're headed and not with the failures.

So remembering that many people will stop short of a goal. We all do. We all have stopped short of the goal. The difference is using words like I'm trying. I don't have support. It's not working. I'm not good at sales. That's being consumed by your own failure. So shift the way that you speak to looking like we were talking about before. If you're saying I'm not good at follow up shift that to my followup is consistent and planned and I have the necessary skills. So, so much of it doesn't come from strategy, but comes from the persistence and comes from the consistency. But most of all, in that decision, that decision to make it happen this time, that decision to be so in love with what you're doing, that somebody else's opinion, somebody else who is saying, Oh, Oh, what's that all about? Have you ever stopped posting in your stories because you were worried that that friend from high school that you think is a raving success is going to think that your little business is silly and make fun of you.

Have you ever stopped short? Because you're worried about what somebody else would think of you now, what would happen if that day that you posted in your story or that day that you sent that text to somebody as Blair sent to me on the day that I said yes to network marketing, what would happen if that text would shift your entire business and shift that person's entire life. So instead of worrying about what they will think of you be so sure about what it is that you have to offer, be so sure that you want to make sure that they know what it is that you're doing. I got a text this week from my friend and she said, I just wanted to let you know that I am here and available. If you need anything in real estate, I know that you've just spent in your house for two years.

But if you know of anyone I am here and I would love to serve by the way, how are you an Oh my goodness. The birthday party looked amazing. That slide was great. That text alone just got my friend, a referral of listing a house. That is a huge, huge, huge listing, because just so happened. I had someone that said, I'm looking for someone that's going to work really hard. That's super relatable. Who do you know? So make sure that you reach out with consistency, with confidence, with courage and get very clear on why you're here, why you're ready to have success and why it is your time. This time don't let

This transcript was exported on Aug 09, 2020 - view latest version [here](#).

that ego get in the way that's all I have for you today. I would love to see you over in camp elevate, where we have just listed. When you come into camp for the first time we have what we call the profitable posting plan, and I give you five really good Facebook posts that will attract and pull people toward you. And we give that away in camp elevate. So head over to the camp, [elevate group.com](https://www.facebook.com/campelevate) and I'll catch you guys next week as always be you bravely and don't get in your own way. Get out of your way. Remember success is yours, claim it, name it, remind yourself about it and get rid of those haters from your feed. I'll talk to you all later.

Thank you.

Thank you so much for hanging with me today on the podcast. And remember you can create what you create. If you're looking for a supportive sisterhood, I would love to see you over in our free Facebook group. As most of you know, I love camp. It's part of, you're not the boss to me because when we're building this thing, we're doing this thing. We need a supportive sisterhood and I also crave more fun and more connection. Join us at camp over in the Facebook world, the [camp elevate group.com](https://www.facebook.com/campelevate) or just click on the link below. And we will see you around our campfire and help you to create what you crave.