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What if I told you in 20, 21, if you would commit to a list of 10 things, the perfect 10 every single day, and it would not take you longer than an hour, that you could have the business of your dreams, would you be in? Absolutely. Yes, you would be in. So let me tell you what the perfect 10 is all about and why you can have it

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Business of your dreams in 2021, ready for episode 67. Well, 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 just dream it, but make the plan, connect the dots and create what you create. Are you ready? Let's get started. So what is the perfect 10 you're thinking? Oh my God,

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It's a checklist. Holly. Lou. Yeah, everyone wants a checklist, right? Everyone wants a checklist, including me. I want to know what are the steps I need to take so that I can have a beautiful business that makes a lot of money so that I can impact more people, impact my family and stop the scroll. So here's what I'm going to tell you is I am going to get very, very specific and clear with you over the next episode. So the perfect 10 is a little hook for your power map method. The millionaire action plan. I am focusing in 2021. I'm putting things in a neat container for you. I tend to talk about big picture. I love to talk about how we're breaking these ceilings and we're doing that thing or building a business that aligns, but I want you to make money. So I want you to have access to the millionaire action plan.

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The plan that I have used day in and day out to build a multiple seven figure earning network marketing business, a multiple six figure coaching business, and have helped hundreds to do the same. And that's not a pitch. This is not a make a list of 100, go for the, no, this is a way to build a business that serves more. People impacts more people and helps you to stop the spinning scroll squirrel, chase sequence syndrome. All right, so we're breaking it down the perfect 10 or the 10 steps of the things that you need to commit to trust me on this every single day that you work now, you don't have to work every single day in your business, but I know if you have big dreams in 2021, and to finish out this year, you would like a game plan. And I know that you have been given lots of game plans, and I want to relate this.

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As I often do think about this. Um, let me start with a story. And then I'm going to give you one thing of the list of 10, because you are going to go over to camp and we are going to have, we're going to go through the power map method. We are going to go through your list of perfect 10, and you are going to have this beat, beautiful plan that is not going to have you sacrificing your sanity to build your business. And I want you to trust me and stay the course. So let's go back to the beginning of COVID. Can we remember that far back? I mean, I think if you, if you think about that, Jay, that you realized that something was going on. My daughter called me from New York. I had heard, you just didn't understand her. I didn't understand the severity seriousness of what was happening, what even was a pandemic.

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And I remember she said, mom, this is, this is a big deal. And the day that they closed school and my son's like, do you think I'll be back next week? And suddenly one day turned to one week and one week turned to one month and one month turned into six months. And I don't want to go into that's heavy stuff, which we've talked about, and we'll continue to talk about it and we need to talk about, but I want you to relate this to that person that said, I am going to commit every single day. I'm staying at home to getting on my Peloton. Maybe they counted calories, counted points, like the fitness person that just said, I am going to get up at 6:00 AM. And some people did that. 75 hard, some people committed and some people didn't. And you've seen these transformations of people that said I did these 10 things, or I did these three things, or I did these four things or this one thing every single day.

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And at the end of it, I'm healthier. I've committed. And, and it wasn't always easy, but it was consistent commitment. And do you ever look at someone and say, well, why didn't I do that? Why didn't I just do those five things every single day? What the heck? I don't want that to be you in 2021. So we are going to do this. Okay. We're going to have the perfect 10, like the perfect 10 dive, the perfect 10 on the balance, being the perfect tenant business. And as you know, nothing is the perfect 10, but it just sounds fun. So what is the Powermat method and why did I create it? If you have not heard about the power map method? So it is a 55 minute daily plan, and it is way more than a power hour because I teach you how to create content habits, connections, how you can actually find ways to start conversations, getting into inboxes in a way that's of service.

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And then also how we actually invite, ask for sales, follow up and track where people are in our funnel, but we do it in a way that makes sense. That is simple. And as clear, because I know from building a business, how many times there's potholes, where we have profit leaks in our business and in the power mat method, we make sure that we don't leave. No one gets left behind. No one gets a flat tire in the pothole meaning, okay, so this person is in messenger and they wanted, they saw something on the Facebook live. They came into messenger and all of a sudden, we, seven days later, we're like, Oh my gosh, I forgot to follow up. And that's the organizing track part of the car event method. So what I want to do for you today is give you the very first piece of the power map method.

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Because like I said, it's a perfect 10. So we need to start with step one. And this is what you can do today. And I want you to commit to step one. And I want you to tell me, I want you to just tag me. No boss talk hashtag no boss talk hashtag power map method. And let me know that you've committed to step one. We're going to be talking about step one over in camp elevate, step one. What is the very first thing that happens for you to grow your business and not have you changing your phone? Are you ready? This might just blow your mind because it's not anything that you haven't heard before. Step one is commit. Make a commitment to the time of day that you are going to actually prepare and sit down and do the 55 minutes that you're probably saying who has 55 minutes.

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Well, it doesn't take a full 55 minutes, but I want you to commit to saying, if I'm going to build my business to go, and most of you listening are not dabblers. You are looking for 10 K months and beyond that's. My audience, 10 came on months and beyond, and also women who just want to show up and be themselves and not be super weird. Stepford wife, spammy, overly filtered, not real. Like I, I get real

people that want to make real impact and share real stories and impact and railways. And they want to make money so they can, that's what happens on this podcast? If that's not you, you're probably like I'm shutting this lady down now because no, no one wants to not be themselves. Right. Okay. So what is the first thing that you need to do is commit to the time and that's not always so easy and I'm going to give you a way that you're going to do this.

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And that's the commitment and preparing and getting ready is step one. And this is actually the most difficult because we tend to say, Oh, I'll start tomorrow. Oh, I don't have time tomorrow. I'll do it here. I'll do it there. And so we're going to commit. We are going to commit to showing up for our business and here is how you're going to do that. First of all, remembering, this is that if we are going to build businesses, we are going to find space and I've done a lot of podcasts. You could go back. We'll link the episode to the one where we talk about the focus framework. And so committing to the time requires, first of all, a conversation that you most likely will have with the human beings that live in your house to say, here's, what's going to happen. Here is I need to have 55 minutes a day that I am doing my personal business.

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And so there might be zooms at night for your team, but it's having a conversation. It's figuring out who, if you're a single mom, if you have a spouse that works lots and lots of hours, if you work lots and lots of hours, you might have to say, okay, I'm going to, I'm going to split up my power map. And I'm going to do 30 minutes in the morning and 30 minutes at lunch. But it is finding that space in your calendar to know that I am going to be working my business at least four days a week. I like five for 55 minutes a day. And it might be 30 minutes in the morning and 20 minutes in the evening. And when you find that space and time, it is writing it down, and this is an atomic habit. It is saying I will work my business using the power map method because working your business, isn't scrolling and we're going to have the checklist.

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And you are going to, if you're with me on this for 2021, if you're with me for this accountability and community, and where are we doing this a lot in camp elevate, I'm not going to leave you stranded to say that you've made this commitment. So it's saying I'm going to work my business at 6:30 AM at my desk, Monday through Friday and planning the space and saying where it's going to be, what time and knowing what needs to be prepared for that to happen. This is as important as you getting out of bed. And if you needed to be at work or you would be fired, you would figure out how to get out of bed and how to get to work. And who is watching the kids and who is having breakfast. So committing as though you are going to work, because if we don't have that commitment to showing up then and life gets in the way I can guarantee you that if you are supposed to be at work, let's say you're a surgeon and you're taking out a kidney at 6:00 AM.

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Your alarm is set. You are prepared in, you are in the or so same thing with this business. If you want this to build, it needs to be on your calendar and a priority. And looking for that space, is it before people get up in the morning, do you need to, if you are going to work, who's watching the kids. Maybe they're going to, I mean, I used to, my kids used to watch a lot of Bernie who remembers Barney. So it's a commitment for the time and saying, okay, I'm going to go for this. And I'm going to find three to five

days. I love, like I said, five days a week. And then you get to have fun two days a week with connection, but I need to find that space and commit to that space and figure out how I am going to treat this.

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As though I am walking in to remove an appendix. This is a real true job. So find the space and commit to it. And I want you to start right away with that space. Even if you're saying, I don't even know what she's talking about, I'm going to give you some things to do for that power map method. For your time, you already know you already have business building activities, income, producing activities. It doesn't matter that you don't know the entire power bat method yet you will. So committing to that space. The next thing that needs to happen is to prepare your workspace, prepare a space where you it's clutter-free. I know it could, it could, it needs to be beautiful. It does not need to be a whole room in your house. It can be a corner in your dining room. It can be a corner in a kid's room.

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You can clean out a closet. I want it. It can be a little table against a wall, but it needs to be special. A succulent paint, the wall, bright pink. If you love bright pink, I want you to have a whiteboard. You can go and you can order it and have it delivered from Amazon. From office Depot, your end, you have tax deductions. You can even just get a piece of white board contact paper that you can put because we need a, we're going to need a whiteboard, but I want you to either declutter a space, clean out a space, and you can do this very inexpensively, but it needs to be a space that brings you joy. It needs to be uncluttered. It needs to be for you that when you walk into that corner, that room, that space, there are not, there is not laundry.

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There is not papers piled up that you need to take a look at that are from paying bills. It does not have anything that does not feel ease flow. And whether like I hang up affirmation cards, make it your space. Be creative, spend a whole day doing it. Even if it is being very creative with things that you already have declutter and create, look up some FA Fang Schwob Fen shoe. How do you say that? Look up how, how you can create the energy in that space. Does it need some essential oils? Does it need a candle? Does it need a photograph? Like I want you to walk in queen and have your space and you can create like, this is we're going to do this in camp elevate. We're going to do a D we're going to have a little contest. Oh my gosh.

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I love when I come up with things off the top of my head, we're going to have a beautiful office space contest. And I am saying, you do not need to order a desk and paint a room and create like that can be in your vision board. I know that many of you work from a kitchen table around chaos, and you might say, I have, you can create, I mean, a small table and a chair, a succulent, something that brings you joy, create your space. The other thing that you need to have is that workspace also needs to have your working lists. That means that you are going to, I know you might use your computer for this, but I want you to have the lists of people that are in your funnel. And this is just preparing. I'm going to tell you what to do with them.

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Who are your current customers, who are your current business partners, who are the people that have dipped their toe in? If you have product that you sample or people that have said, maybe, and we talk a

lot about that, the list of 100 and spamming, but as we grow our list. And so our next episode, we're going to talk about how to organize your time. Meaning what sh which are your Facebook groups, how are you connecting and how are you tracking? Because the biggest piece that I find is lack of clarity, lack of clarity of who am I to talk to lack of clarity of, Oh, why did my customer stop ordering? Maybe it's because you didn't even know it was your customer. They ordered three months ago. No, follow-up they started to have some issue or whatever. They could have been a good business partner, but we've missed it because we haven't organized the people.

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So we want to have the organized business part of it. So the first, the first piece is committing and knowing we're going to be spending 55 minutes a day, 20, 20, and 20, maybe all at once and looking and finding that space. I know that people say, Oh, I build my business. Part-time from my phone. If you want to have a big impact in 2021, you need to sit down and at least an hour, a day on your business, the next piece is prepare the workspace. Declutter, get rid of it, like get out the PA, get declutter, no piles. It needs to feel beautiful. It needs to bring you joy. Go get some spray paint and spray paint, an old wood desk that you buy at a garage sale. I don't think people are having garage sales, but seriously, I have spray painted things white, and you can do this on a dime.

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I mean, we are going to talk about this in camp elevate. We are going to create some beautiful space and it needs to be clean and free of clutter. As I'm looking around my office right now, it's not free of clutter. I'm going to do that when we get off this podcast. And the next thing that needs to happen is, and this is not something you, that you, if you don't know what I'm talking about, don't worry about it because we'll go over this in the next episode, but start to look at where all of the people like, just get out a piece of paper and say, okay, here, here are my current customers. Here are my past customers. Here are my business partners. Here are the people that I've been having conversations with. I want you to know who you've added. If you have customer groups, I want you to just take some time and declutter the names who are new friends that you've added on Facebook.

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And I have a very simple system that I use to keep track of all of these things. I'm going to share that with you. I seriously have used a hundred sticky notes on a wall. Some people don't have space for sticky notes. That's why we have the whiteboard. I'm going to make this super simple for you. And that's the power mat method. And one of the things that we do in the six-figure club, which is my club, my concierge club for coaching, and we have a weekly planner sheet. And that's something that we'll be using and giving I'll be giving that to you as a gift in 2021 is a weekly planner sheet that gives you like you make the commitment for the time you have the affirmation for the week. And there's different things that we do to plan for having the most structured time.

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And one of those is what am I inviting to this week? Because many times we create this awesome content. We have all these connections. We're inside Facebook groups. We're doing all those things that we've heard about in content marketing and personal branding, attraction marketing, but there's no invite. So we only make money. When we invite people to take a look at something, and we're going to talk about how it's not weird and icky and spammy and wrong to have conversations that invite to a main event when you are serving with value with content, when people see you showing up and solving

their problem and making them laugh and being a resource. But a lot of that is not just being hit or miss. And if we're hit or miss on social media for hit or miss with our content we're hit or miss on showing up our business is hit or miss.

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So that is the only thing from this episode, from your perfect 10, because there's 10 things that you're going to do. One is commit and prepare. That's two, but it's number one, commit and prepare. And as you think about commitment and preparation, in terms of physical space, I want you to also think about clearing the clutter of emotional space that might be guilt from you. Can't work that business. You don't make any money. Yes, you are going to make money. And I am going to work my business this time. This is me saying, I am stepping up into the business. That's the conversation, what needs to be cleared from the clutter, from the clutter on the calendar, the mental clutter, and if preparing to do the work and having the commitment is that is journaling. For sure it is gratitude, journaling. It is preparing your brain.

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And so when we say commit and prepare, I want you to also think about, okay, I've got to clear the clutter from my brain. I've got to clear the clutter from my office. If I am going to commit and prepare, it's making space for the time making space for the success. So what are those things that need to happen for you so that you can create the space. And that is more than just a desk against a wall. We need to create the space and you need to allow that to happen and to have success. So I am here with you in 2021, we are going to create together businesses that are going to blow your freaking mind. I want you to commit with me. I don't want you looking back at the end of 2021. Like all the peeps that didn't get on the Peloton.

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I'm one of them I maintained. I did put on a pair of jeans and I was like, okay, I'm maintained. I had these big dreams that I was going to be, you know, in the best shape of my life. I didn't commit. I didn't make space. I don't even think, I believe that could happen. So I want you to say part one of my perfect 10 is commit to the time, commit to clearing and making space, buying the space, the workspace, get ready, get rid of the clutter and think about what's. What's my mental clutter talking about as well, come on over to camp elevate because we are going to do some de-cluttering. That's going to be fun. We're going to do some decluttering. We're also, I'm going to find some of you, if you are someone that's really good at, maybe you're a decorator.

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I know that Amber, who is one of our great campers and helps us a lot in camp. I know that she has some great ideas for creating beautiful workspaces. So we're going to be creating some beautiful workspaces on a dime. And we are going to be talking about clearing the clutter. One thing that we have that nobody else has is we have a life coach, Stephanie Britt in camp elevate, and she helps you. She's a certified life coach to have a model it's called. It's a self coaching model. And she actually does live coaching sessions for free come on into the group. You'll see when those are announced. And it helps us to declutter because it's like anything you can, you don't have to just declutter your brain. Once it is a constant thing to choose, to keep your brain in the game. So, number one, we're going to commit to the time commit that we are in, we are going to declutter the doubt, declutter the office space, declutter, all those people that are throwing things our way where like, think about you're in a food fight in the cafeteria, and there's a peanut butter and jelly sandwich coming on the right side.

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And there's somebody just threw a Dunkin donut hole in your you're just pushing those away. And we're creating aiding space for this abundant business. All right. How does that sound? I'm just calling you to action this week to get over to camp elevate, because that is where you will see the tools that is where we will be building out. When you hear this podcast, then what happens is the whole week is committed to that task. So that's, what's happening now in camp is once you hear this podcast, so you hear this and if you're not listening to this live, that's okay. There's a unit in camp elevate. This is where we put things for free. And so if you're, ah, this is six weeks later, this is six years later. Come on over to camp elevate. There is a unit that we'll be talking about each piece of the power mat method.

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And this week, it is the preparation, preparing your brain, preparing your space, decluttering, getting your lists ready. How do we prepare to be in the perfect energy and space to build our business? It's probably the biggest piece of anything that arrest is simple. We've got to have that commitment. So are you with me? I want to hear you. If you're walking your dog with your headphones in, if you are just folding some laundry, I want you to say, I'm in, I'm committed. I am crossing the red line this year. I am doing it. And we're going to get started down before the end of the year. And I am going to be your guide. I could not be more honored and privileged to be running this race with you and sharing my experience. And also having you contribute to this community because everybody has so many gifts over in camp elevate in the six figure club and the women that I've had men that I get to work with and have been privileged to work with for all of these years, I've learned so much from every single one of you.

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So thank you so much for being here today. I want to read to you one of my favorite quotes before we close out, and this is Bernay Brown, and it really spoke to me this week. So I want to close out with this. And she says only when we are brave enough to explore the darkness, will we discover the infinite power of our light? So is getting ready and clearing the clutter and making space for your abundance. There might be some darkness. There, there might be some darkness in other people's doubts in your own doubt, in your own ability to create that space. And I want you to explore that darkness, and I want you to journal and thought, download and come on over to camp and see what Stephanie offers and the work that we do on ourselves on creating a higher vibration around our success. And what we can do with our impact is so important. So I believe in you, and I know that you are going to continue to discover the infinite power of your light. I'll see you next week.

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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 or just click on the link below. And we will see you around our campfire and help you to create what you crave.