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I'm not saying, I want you to spam what you do all over social media, buy my stuff, buy my stuff. I'm saying have some conversations with people to tell them what problems you solve and what you do and how excited you are about doing it.

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Because people can't guess 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 crave. Are you ready? Let's get started.

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Come back to episode number 69, as promised I said to you last week, we would be talking about the 10 ways, the 10 commitments, the 10 consistent courageous actions to take for your business daily three times a week, five times a week, that will allow your business to grow, to be energetically aligned, to have ease and flow, make you more money, bring you more joy and stop the chaos in 2021. So if you're listening to this live, it is the Monday before Christmas in 2020. And if you celebrate Christmas, I want to wish you so many blessings and the moment of having some gratitude for what you are able to do during this Christmas season. Does that make sense? So at Christmas, for many of us doesn't feel and look the same. If we're not able to gather with those that we love for me, Mackenzie, can't come home this Christmas, but instead of, and I have been there, I have had moments where I flopped down on the couch and watch every Instagram golden retriever reel that was known to mankind or womenkind or person kind, because that's what made me feel good.

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And even thinking about what I needed to do to put myself in an energetic space of gratitude, of attracting better and more. And what I desire from the, from our family dynamic made me think about what we'll talk about today for your business and how it applies to every part of your life. So when I talk about the power map method, what I do daily, to build my business, most of you that know me have listened to me. If you're new to me, I am not about hustle. I am not about giving you a go for the no formula that if you say this enough times, this will happen for you. I am all about connection conversations and attracting those people that are meant to be in your space. And there is some black and white strategy around that. There are black and white strategies around sales.

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You have to ask for sales to get sales. You have to know who you serve, who you help, why you're it. And you need to show up for your business. That's the first thing that I want to tell you in 2021, and for the rest of this year is a lot of you including me, will do all of the things for the business, right? Do all of the gratitude, journaling, the scheduling of the zooms and people don't know. We get to this point of, are we really having conversations about our business? Are we telling people what we do and who we help and many times it's well, I don't want to be that person. I don't want to be that person that well, if you let me get this straight with you, if you are going to make money, be an entrepreneur, be a network marketer, be building your own business.

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Maybe you're a coach. You are not being spammy. If you talk about your business as an entrepreneur, as someone who sells things to make money. And if you truly believe in what it is that you're doing, you will have two to three to four conversations a day about it. If that is not comfortable for you. And that this is just a side note. If that's not comfortable for you, you either don't believe in what you're doing. Maybe your energy that we're going to talk about today, about how we declutter the doubt, declutter, the negative icky, low vibe, things that are coming our way in business. What I want to say is when I was teaching, I didn't have to have any conversations with anyone about what I did to attract them into my classroom. I wasn't selling my classroom. I was selling the kids every single day, having conversations, but I had a job.

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I got paid for my job. Whether I had a conversation on social media, went to the pool. We didn't even really have social media when I was teaching. It was that long ago, but that's the biggest piece I want to say as an entrepreneur in 2021, as we're talking about what are the 10 what's that 10 step guide, the 10 step checklist. What's the power method, the daily action plan for connection. How we talk about the content that serves? We talk about all of these things, but the number one big billboard thing that I see in so many people that are saying, yes, I'm a network marketer, I'm a direct seller. And then we don't have conversations about what we do or what we sell or who we serve. And some people say, well, I don't even know how to say it. What problem do you solve for people?

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What problem do you solve? What is the product that you sell? If a CEO that owns the company, our CEO was on a golf course with the boyfriend of one of our new business partners. And do you think he was beating around the bush saying, Oh, well, yeah, I have this, this company and we help people with energy. No, he said, I'm not saying I want you to spam what you do all over social media, buy my stuff, buy my stuff. I'm saying, have some conversations with people to tell them what problems you solve and what you do and how excited you are about doing it because people can't guess, but it's being unclear about what transformation, what shifts that you help people to make. And then wondering is, should I do this? Should I not do this? Should I say this? When you get aligned with who you serve, what you do, who you help, when your content speaks about solving those problems, making your ideal client customer potential think, Oh my gosh, she is totally in my head.

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She can totally completely help me. That is when you're willing to have conversations with people. So I want to talk about one of the biggest pieces that happens in this 10 step process. When I talk about the 10 things you do daily, I talked about decluttering making space, making the decision that I have a place where I work. This was last week. If you listened to episode 68, this is where I do my work. This is one I do my work. This is when I'm sitting down to have to create my content, to create those connections, to plan my Facebook, live that interview somebody with their transformation or interviews. One of my clients, this is when I do that work. And this is why, and this is how the power Matt method, which I talk about. And in the next few weeks, she'll have an opportunity to even dive deeper into having your own personal portal that will give you your personal power map material, because I've had so many people say, I need to deep dive into this and I teach it over and over again, it works for any business.

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The power map method is a daily method of operation that goes so much deeper. So if you want more information on that, reply to this email or get into camp elevate because we're testing and growing and talking about Powermat method all of the time in camp elevate. So for, for what we're going to talk about today is you we've decluttered. We've made space, we've made room. I said to prepare your lists, knowing who are your customers, who are the people that have raised their hand, who are the people that are in your space that might need what you have, who are the people that you can ask for referrals? And how are you keeping your business side of things organized? Because it's kind of like finding a matching pair of socks. Okay? Let's talk about that first piece of making the decision to make space, organize, know how your business works. So if you think about my sock drawer, I am forever searching for a matching pair of socks because it's gone out of control the socks, keep getting added to the drawer, added to the drawer, added to the drawer. If your business feels like my sock drawer, we need to do some work on it and need to, first of all, recognize the sock drawer is out of

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Control. And last

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Week that's what we did is we literally took the socks out of the drawer. We decluttered my husband. He buys the same socks if they don't match. And he can't find the one within a week that's that goes in the garbage. And he has, he has a stressful moment about his socks, unless I get my hands on his socks. So as we think about our business, if you're frantically looking for the socks in the sock drawer, there's no reason

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And flow meaning. I want you to know you're of

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Intent your groups, where you're connecting your list of people who are looking and watching and wanting to know more about what you do. And w I want to explain a conversation I had at tennis that was even asking for referrals. I'll share that in the end with you as a little, how I was able to get five clients for someone, we actually started a business in five minutes and had five clients from her just by opening our mouth. So one of the pieces, so we get that decluttered space and we are thinking, okay, maybe you use a whiteboard, maybe use a spreadsheet. Maybe you just use file folders, do something that works for you today. Don't think I'm going to learn how to use Asana task manager, learn as you go, but make sure that maybe you just have lists that are on your wall or sticky notes.

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But the part of your business that has to happen is you need to have that generating leads, that lead list you need to know who are the people that are currently using your product are currently getting started in your business. And also even having a content bank of, okay. When I think about that, a human that I help, I always write down for all of you. When I think about you, who I help and building a business, I'm always writing down. What would be your fear? What would stop you? What is holding you back from making money? What can I most do for you to help you to say I get it? Because my friend, there are thousands and thousands and thousands of women and men that are making the money that you want to make that have way fewer skills than you. That aren't listening to this podcast today that aren't doing

the work that you're doing, and they're making the money that you want to make. They woke up in the morning because they

(11:45):

Had this, this vibe

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That said, I'm here, I'm doing it. I am going to build this business, make the money and do the thing that I want to do. So here is what I want. I want to share with you declutter. We talked about getting the socks matched, right? Getting all of the things. It declutter your lists, declutter your social media. We're doing this over in the six figure club, which is my year-long mastermind, where we're literally decluttering our top. What are even our cover photo, our profile photo. So that if somebody looks at it, it looks like my husband's sock drawer. It's like, ah, I see that's who she is. That's who she helps. I get who she is. And if I want to reach out to her to learn how she helps menopausal women have more energy, have better sleep and get their groove back. I can click on this link to learn more information through.

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Maybe she does it through nutritional supplements and X, Y, and Z. So getting clear, and there's a live over in camp elevate. That is how to declutter and detox your social media. So go on over and look at that. We just did that training last week. But today we're going to talk about this. We've decluttered. Let's say you've got it. Decluttered. You've got the perfect sock drawer. You're saying I'm committed. I've got the space to do it. And even if you're not completely sure about how your business organization board or, or how that's going to look, you you've cleared the space for it. You're ready in 2021 to work with me to move forward. You're listening to the podcast. You did the declutter this week. We've got a declutter, your doubt, your fear, and your we've got to get yourself in a law of attraction, a manifesting place in your business. This is the most important thing I will ever say to you. First of all, I'm going to give you

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Four steps that are

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Absolutely imperative. And if you think, why are people that still spam their business or people that seem to not even have the understanding that you have around personal branding and around content and around how to have good conversations, why are they making more money than you? Or why are they having that success? And we all know that person that seems like everywhere they go, it turns to gold. So most of the time it comes down to there's a little luck involved. But when I even think about how you can manifest better friendships, better marriage, better bodies, better health. It there's a lot of work that around this. And first of all, number one, focus on what you want.

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If you are

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Not focusing on what you want, if you're not clear on what you want, that's why people have vision boards, affirmations goals written down something, visual,

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The universe, your energy,

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Gee, God, whatever it is, if you don't focus on what you want, it's not coming your way. So get very specific.

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If you want to have it focus

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From a place of having it, not having it. If you're saying nobody ever looks at my business, nobody ever comments on my posts. Nobody, nobody, nobody. If same thing in your relationship, my spouse never does this. My spouse is never doing this. We never have conversations. You're focusing on the negative and it's going to be what is attracted to you. I want you to get very, very clear, very clear on what it is that you want in your business. How will it feel? How will it grow? How much money will you make? How will it feel when you go into your office to work? I, I walk in my office and I feel it. I see it. I have my classical piano music playing. I sit down everything's in order in line, the right people are in my inbox. I open my commission report. This is what it looks like.

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I have social media, that's connecting. I have connecting zooms with people. I get messages all the time about how their business is growing. I know what I'll make. I know how it will feel. I know what I want for my business, because if you come at it from a place of not having it, you will literally push it away. The next piece is, is how do you keep that vibe high? And that is gratitude is your super power. So you have to focus on what you want, be clear on how you choose to have a business. What it will look like, every single emotion, how will it feel? What will you see? What will be the money that you make? How will your day go? How will it feel to wake up in the morning, visualize, see it, hear it, all of those pieces, even down to what shoes will you be wearing, if any, and then we have to be always in a place of gratitude for what we already have.

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And that is the superpower. That is the permission slip to the universe. If you focus on you, don't what you don't have. And there's not gratitude for what you have more of. What you don't have, will be sent to you. I guarantee you, I promise you this. You can find the smallest pieces of gratitude. And when you are grateful for what has already come your way, maybe you're grateful that you found a podcast that this kind of this person kind of speaks to me. Or maybe you're grateful that you even have a phone, a computer, a headphones, maybe you're grateful to have the idea of how to fire your boss. Maybe you are grateful that you have even a space in your house that you can have a whiteboard. Maybe you are grateful that you have the ability to dream gratitude. Gratitude. Gratitude is your permission slip. And if you feel as though you are getting stuck, make sure you go to the focus on what you want and be grateful for what you already do

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Have here's number three. And this is sometimes something

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That people don't talk. And one of the pieces that I take the whole manifesting and attraction experience and combine it with what I know about how we have to actually do the work on our brains, through recognizing and seeing the negative thought, choosing a new thought, how can we choose that new thought and how will that shift our entire, our feelings and our actions. So I kind of take the manifestation part, combine it with that self coaching piece. And what has to happen in number three is I have to know what I do not want, and that might feel confusing because I said, you've got to focus on what you want, but number three is what I do not want. And when I feel those pieces, the parts of my business, the parts of my life, the parts that start to feel like they're tumbling down.

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And I do not want that is when I stop. And they do a brain dump. You can't just ignore that. There are things that are happening. I do not want to be fighting about money. I do not want to. This is how it feels when I'm one of the biggest pieces that I have to let go of in my business is being reactive to my phone. That somebody is asking me a question and I'll be out. I'll be what I've decided I don't want is to build a business that is reactive to build a business that I have no boundaries, meaning, Oh, it's eight o'clock at night and somebody is beeping on my phone. And even though I might be sitting with my family or reading a book that I immediately look at my phone and that it's like, I'm a 24, seven beeper remember beepers.

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So I had to recognize that and be very clear. This is not what I want. And so I will brain dump it and look at the thought, the thought being, why are people messaging me at nine o'clock at night and expecting a response? That's what I don't want. So after reframe it in a positive, I have a business that has specific hours. I have a business that has ease and flow and people know exactly what to expect from me. And I shift that thought. So when I feel something that's out of alignment. So number one, focused on what you want. Be clear, visualize it, see it, know it, know the number, know what you're making, know what your business feels like. Number two, be grateful for what you already have. Be grateful. So number three, when I see something that I don't want, I have to recognize that.

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And I go through what I call this a brain dump. And from that brain dump, I look at those negative thoughts that are coming up. I reframe them and phrase it in a positive way. So then it goes back to number one, I'm focusing what I want, but you can't just say, I'm never thinking another negative thought you will have negativity and you've got to process it and see where it's coming and work through that. And there are things that you will need to go beyond just yourself. If that's where therapy, life, coaching, self care, all of those pieces are so important, but it allows you to say, wait, this is not what I want to focus on right now. I want to then look at, then I go back into gratitude. So you can work through that. You can say, Oh, okay, this is a negative part of my business that I don't want to focus on or a negative part of my life.

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How can I put it into a gratitude state? How can I create a new thought and focus on what I want? So when you know what you do not want, then you can be clear on that. This I do not want universe. I do not want, I'm going to put it in a positive place. And that is where I'm going to add it to what I do want, but you gotta be clear on what you don't want you to be able to recognize it. And you've gotta be able to like sit on the dock. When I talk about sitting on, on the shoreline and saying, Oh, there you are, okay. [inaudible] not happening. How can I shift this? And that's where you do the work of, I do thought downloads all the time and I just let my brain flow. And then I, I look at that circumstance and then I have to say, here's this thought, okay.

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Hmm. What's a new way that I could look at that. And working through what we call the self coaching model. You've got Stephanie Britton inside of our camp, elevate that does this all of the time. We actually, every other week have, have a self coaching life coaching model that allows you to clear that clutter. And so then the next piece is, so we've got the focus on what you want. Be grateful, know what you don't want. Do the brain dumping focus, put it back into the positive. And the next piece is visualize everything as if it's already real own it. Remember that athletes that win a race have visualized and seen it over and over and over again. They've almost, it's almost as if it's already happened. A gymnast will do the same thing. That visualizing how it feels, how your feet will feel when they hit the mat, visualize and see it over and over and over again and live your dream life in your mind.

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And it will become a reality. And you can do this through meditation. You can see it through affirmations and vision boards, but visualizing so focused on what you want. Express it in gratitude. When things show up that you don't want reframe visualized to attract it. And then how do we keep ourselves in this space? Remember when you think, gosh, this room has a terrible vibe thinking about the people that you're around that you just see. And it's like, ah, I feel like there's rainbows and sparkles and unicorns coming out of my head today. You've got to keep number four, an energy boost. So how do you do that? You move every day. You feel this is where you're taking good care of yourself. It's sleep. It's fueling your body. It's the water. It's the dancing. It's joyful. Like that's why people feel joyful. At Christmas time, they're playing the music there.

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They've got good smells and good sense. Imagine how do you create joy with every part of your body, physically, spiritually, your olfactory capacity. That's why Christmas lights make people feel good is boost your energy. Other ways, EFT tapping, tapping will boost energy, saying your affirmations, Beyonce, dance parties, and always breathing and meditation and quiet and silence. And those that energy boost is your morning routine is your evening gratitude. So all of these things work together. Can you see how it is? One big flow of we declutter the space and in order for all of the actions that you are going to be taking in 2021, the most important thing is choose. Choose love, choose your gratitude, choose abundance. Instead of fear, be miracle minded, take action with faith and clarity. And in order to do this, get into how do I become a magnet for the miracles.

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And you become a magnet by attracting and by having the system of focusing on what I want, that's part of the morning routine, that's in the car and you can focus on what you want, but being clear. I want to, I want a business that makes money that is not focus. How does your business make money? Where

does your business make money? How does it feel? What kind of, all of those pieces express gratitude for what you already have expressed gratitude for the blessings that are, that are already in your life express gratitude for every single thing that happens morning and evening, I am so grateful. Then go in. When things do show up negativity, do the brain dumping, release it, get rid of it, put it on paper, look at that circumstance and say, okay, this circumstance is not emotional. The circumstance could be Mackenzie Christmas.

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The negative thought is Christmas is going to suck. She's not coming home. This is terrible. A different thought could be we're safe. We're healthy, we're connected. And that chooses how my thought is different. My feelings are different than my actions are different. When things show up, learn to reframe, do that work, come to camp elevate, get in touch with Stephanie, learn how you do that brain dump and you work through those things. And then the next piece is always be visualizing. What do I want to attract? What do I want to attract you guys? I visualize my husband walking through the door every single day when he comes home from work and seeing me and I visualized how you, how like the dating look, you know, when you see each other and that he just couldn't wait to kiss me, visualized it over and over again.

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But then I needed to know how did I need to be when he showed up? Was I on the phone? Was I, was I distracted? Was I ignoring him? Did I, you know, did I look at him? Like it didn't matter. So you visualizing and manifesting how that happens every day. And I visualized and manifested that every time he walks in the door, he wants to kiss me and see me. And he can't wait to spend the next 45 minutes as we walk the dogs together. But that is part of going through the practice. These steps with little things like, like that, or with a car ride with your kids or with a phone conversation, you practice these steps and they work. And then the most important part I think is putting it all together to say, how do we keep ourselves in that high vibe, in that when your vibration is high, all good things happen, low vibration, nothing happens, high vibration, all good things.

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So how do we keep that vibration high? We move, we dance. We breathe, we drink water. We sleep. We know that daily. We have to get ourselves in that high vibe with our gratitude, with our visualization, with some sort of routine with our meditation, maybe we tap. And it is also giving yourself time for self-care to recharge. And also staying in that high vibe is decluttering. Anything that doesn't create good, positive energy. You see somebody on social media and you're comparing yourself and they drive you nuts. Or you're thinking, Oh, I'll never be good enough. Or why is this? This person is thinking that my businesses is weird, stop and follow. They don't need to be in your life. All right. So I want you in 2021 to be in high vibration to know that it is on the way that you are miracle minded and you're going to choose to be in faith and clarity and ease and flow, and that you have the power, my friends, you have the power to raise that vibration and attract abundance.

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And this is one of the biggest pieces. What I just shared with you of the top 10 things that you will do in your day, declutter make space. And then what are the places? And it doesn't take long in the morning and the evening and in your, when you're managing those thoughts and I'll talk over and over about these things. This is part of, this is part of who I am and what we do is this is not just one podcast over



and over. You'll hear me say, how are we raising that vibration? How are you becoming a magnet? How are you being miracle minded? And this is how we attract abundance, money, success, and joy into our lives. That's it for episode number 69. I wish all of you, if you're listening to this and you celebrate the most beautiful and joyous time with your family, whether it's via zoom, whether it is writing personal letters to each person making those phone calls. But knowing, knowing that you are going to help somebody to have a more joyful day, a more joyful Christmas, a more abundant 2021, because your willing to do what we just talked about. You're willing to be one of the miracle makers, the day makers, and with all of that, your business will get bigger and better than ever before, because you are here to impact and influence. And even though you might've started with the income in mind, with all of these things put together, the world is going to be a better place.

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I'll see you next week. 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, that 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.