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00:01

Hey everyone, welcome to another episode. I apologize if my voice is a bit scratchy and don't feel like it is but it might be. It is definitely early spring here in Charleston, South Carolina, we've had a ton of rain, I feel like everything is blooming. And if not, there's probably a little bit of mold, right. It's just how it happens with a lot of rain here in the south. So, you know, I'm going to try to continue to push forward with this podcast, hopefully, and the pilot doesn't take me out. I mentioned you know, earlier in some recent podcasts that my goal was to post a podcast every single day. And so look at it to be the one thing that would take me out would be the pollen and the spring and not a lack of ideas, or simply Tom, wouldn't that be crazy? So anyway, I say all that to share with you. The fact that I feel like my voice is a bit off today and let me just apologize for that in advance. Today I want to focus on the idea of resilience and being resilient. You know, what does that mean to you? When you think about being resilient, I don't know about you. But for me, when I hear that word, all of a sudden you I just my shoulders, you know, lean back a little bit and I sit up a little bit straighter. Because when I think about being resilient, I want to be known as resilient. What about you? I love the idea of being resilient because it means that you just you don't give up. You wake up every day and you keep pushing forward. And that's exactly what I want to be known for. I want to be known for pushing forward and continuing to serve my clients and my customers and taking care of people. I want to be known as you know, the person that you know, there may have been a barrier or a hurdle, or something that's popped up, but it doesn't get me down. I just keep on going. It's like a boxer in the ring. Right? I may not be the strongest and I may not be the fastest I may not be the most well equipped or The best trained relative to overall life. And so life may knock me down a little bit. But I'm going to jump back up, and I'm going to continue to fight. Because that's what matters to me. And so when I decided that I was going to launch legend, this was something that I had to commit to in my brain. And

so I want to challenge you today to think about, are you resilient? Have you committed to being resilient relative to your business? You know, it is one of the major traits that we have to have as leaders and as entrepreneurs. mindset is absolutely everything in the game of business. We have to have our minds, right. And so if we wake up and say, you know, I'm not going to go do this today, or maybe I'll try it. Like, let's let's think about business for a second. What if we just approached our business with the I have a really good idea, attitude? Okay, this is the attitude I want you to think about. I have a really good idea, but maybe I'll just try it. Has anybody gotten anywhere with sort of a, you know, half a halfway attitude? Right? I don't know of anybody that's really made it very far with an attitude that just is half commitment. No think about, you know, the athletes think about the leaders of this world. Think about the time the train, think about the people that that go to the Olympics. Think about the Olympic athletes. They commit their life to training in their sport. They wake up every single day and they train, they focus their mind, they focus their body, they focus, you know, their food, everything they do is around that commitment. They live it, they breathe it. It is it is who they are. It's who they become. They become that Olympic athlete every single day because they wake up with the right mindset. Now, that doesn't mean they're perfect. And they have amazing days every day. No, they're human, but they've committed to being That. And so my challenge to you and my question to you, I need you to ask yourself deep within your core, I need you to think about it today. And the question need to ask is, are you resilient in your business? Have you set your mindset to say no matter what, this is who I am, I am this business leader. I am this business owner, I am an entrepreneur, I'm going to wake up every day, I'm going to give it everything that I have. I'm going to be the best that I can be. I'm going to push no matter what



04:36

do you wake up each day and tell yourself that?



04:40

If you don't, I'm gonna challenge you to



04:44

stop being so afraid.



04:47

We're all afraid. Okay? So you know I'm not telling you that you can't be but take your fear and and push past it and take action. wake up everyday still afraid but do something anyway. prove the world wrong. If you have people around you saying you can't do that, or that business is not going to make it or that idea just won't work. prove them wrong. It's okay to be afraid. It's okay to be afraid that you're going to fail, right? But when we talked about failure, failure is not failure. It's just a lesson that we're going to learn from and push forward. But in order to be resilient, you have to keep pushing. You have to learn the lesson. Okay, so that's important too. You know, don't don't be insane, right? Don't don't follow the definition of insanity, which is doing the same thing over and over but expecting different results. Part of quote unquote failure is a lesson and we have to learn the lesson and adjust in order to keep pushing forward. Okay, and I mean, what I mean by push push forward is move our business and ourselves forward. Right, so don't let the fear of steaks. Don't let the lessons that you've learned hold you back, apply them, use them. Don't stop every single day wake up. And for short, I will tell you 1000 times and this is your message for the day, you have been given a gift.



06:21

You know what that gift is?



06:23

You were supposed to be taking your gifts and you're supposed to give them back to the world, through your business and through your leadership. And if you're not doing that, people around you are missing out. The customers or the clients that you could be serving are missing out. You're leaving a void where they need you to fill it. Don't leave the void fill the void turns out to be your calling. If you are afraid take the calling. Take the fact that other people need your gift and let that push you forward. Okay, it is all about mindset. If you think you can't, you won't



07:01

If you know you can, you will.



07:04

So if you have the little voice inside of you, and again, it's that I'm not sure we made that

self doubt, kick her out, be resilient. Every single day, keep pushing, no matter what comes in your way, digest it, think about it, learn from it, solve the problem and move forward. Okay? The other way to be resilient is what I talked about the optimistic realist mindset, okay, you have to be realistic about the problems that exists in your business and around you. You have to see them for what they are. But you have to be optimistic and you have to say I can and will overcome them. And that makes you resilient. So that's my message for the day. You may be having a tough time. I don't know who I'm speaking to right now. But I know I'm speaking to a few of you. Think about how you continue to push forward and overcome. Reach out to your people reach out to your inner circle. didn't ask for input, have them, remind them You have what your skill set what your talent, what your gift is. Have people help remind you when you're when you're letting that fear or you think the fear is going to overtake you, and you're going to be frozen and unable to move.



08:15

Maintain the mindset of being you know, resilient.



08:20

You can do it. That is what you're here for. I believe in you. Your team believes in you, your people believe in you. Do not let fear take over. Have your mindset. Correct. wake up every morning, knowing who you are, and what you're here to accomplish. Thanks for listening.