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Hey everyone, welcome to another episode,



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I talk to you a lot about your circle, your people, you know, or your person, primarily your circle that the people that you go to talk about your business, because they're going through similar situations,



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or they've already gone through similar situations.



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And together, you share ideas back and forth about how to run a business, lead people make business decisions, and you power each other through this. You know, the way that I describe my my circle of people is that, you know, we're all standing around together, pumping each other up, like we're in a huddle, and we're on a sports team together, even though we're playing actually very different guns. Because each of us is doing something different in our business. We still huddle around like we're playing on the same team and we encourage each other and we come together and we we huddle and we tell each other the plays and then We break and we go off and we play our own games and we come back. Okay, so it's kind of like this weird sports analogy because, you know, nope. If

you're in a huddle of a sports team, you go off and play the same game, right? But in this instance, you don't the whole works, the calling of the plays work, because everyone needs help calling plays. But then you go off and you play a separate game, and you come back and tell each other how you did. Okay? And so it's super important to have your circle. Because if you don't, you know, I've said it before, and I'll continue to say it, being an entrepreneur, or owning your own business, or just being a business leader. At a certain level. It's lonely, it can be extremely lonely because you feel like you were the only one facing those problems. And when you find a group of people who are going through something similar to you, or who have already done it, you feel relief, right? It's like, after you go out into the world and you come home and home is your safe space and you just feel like you can, you know, be yourself and get comfortable and in, you know, no one is going to come and give you a hard time because that's your safe space, your home, will your inner circle. Just like your home, they are your safe space to talk about your business, motivate you support you, encourage you challenge you when you're going down the wrong path. Hope you come up with better ideas. Right? That's what your circles aim to do. And so if you don't have a circle, you need to get one. I promise it's gonna make a world of difference in just your confidence level. Okay. And and in the feeling that you can do whatever you face because you have other people around that will help you and you have other people to call. So how do you how do you find a circle or how do you create a circle for people who are introverted, it can be very Heart, because, you know, I'm not gonna say I'm introverted I, I enjoy talking to people, I actually I love talking to people. And I love helping people. But I'm not the type of person that's just going to go out and make a lot of friends. I'm friendly, love to be friendly to connect. But, you know, I have a very small circle of friends and some people, some people have a large circle of friends. But for me, I have a small circle of friends. And so some would say that's maybe more introverted behavior, whatever you want to call it. But, you know, I have a small circle. And so I didn't go out in the business world and network and build this huge network of people. I have some friends and some business owners that I've met



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through,



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you know, basic business relationships that become part of my circle. But the other thing that I have done is I bought my way into masterminds. And so the point here is You know, you can either create your your inner circle, or you can buy your way into your inner circle. There's no wrong way. If you're introverted or you don't like to network or you feel like it's

a frustration and you're not quite sure what you're going to get or, you know, you know, the type of people that you want to surround yourself with.



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And, and instead of going to try to create that group,



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you've already found it, you just want to go be a part of it, then that's buying your way into a mastermind. There's a lot of people that have them, you know, legend we have, you know, Facebook page, we have our private groups. Those are mastermind groups, where you join like minded people to talk about whatever you're facing in your business. And then everybody shares and comes back and support each other. You know, I'm in one with Dean grassy OC and, and Tony Robbins,



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there's a group there.



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I'm in a group that that deals with cash flow and focuses on Learning life. I'm in a group that well not learning, like just better investments and focusing on a happier life through, you know, being resourceful and managing your time effectively and focusing on being very productive in the world. I'm in another group that deals with building online funnels. Right. I'm in a different group that was focused on female entrepreneurs. And multiple groups. I can't even think of all of them off the top of my head, I'm probably 10 different groups. And so somebody's saying, Wow, that's a lot



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It is. It's a lot.



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But I'm, I'm constantly reading and interacting with these individuals, and sharing

feedback, and watching how others give feedback because I'm always learning. And I may not have run into that problem yet in my business. I may not be facing that same situation, but I'm gonna learn and if there's someone there that's facing a situation that I've already gone through, then I contribute That's what I do. So what I would say to you is, if you don't have your circle, you can create one. If you want to go network and find some people around this local, or even online, you could potentially do that. Okay, and there's nothing wrong with that, that's great.



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If that's your pathway that you want to pursue do it.



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The other way that you can do it, though, is you can buy your way into your networks. Because you already know that there are going to be like minded individuals, and there's going to be one person leading that group. Okay, doesn't have to be you. If you create the group, you may feel like you have to lead the circle. That can be a lot of pressure depending on where you are in your business and what you need. But if you buy your way into a mastermind, or group or network, then there's typically obviously one person leaving it because you paid them. And then you're in a group of like minded individuals and you come together monthly, every other month, once a quarter, whatever they've established. And you talk about how your business is doing where you are in your business and then everyone gives you ideas about what you could pursue or go forward and do. And then you go try those ideas. And, and the same for you, you're going to provide them with feedback and ideas and thoughts, and then they're gonna go try it and come back and everyone's gonna gonna continue to share and build each other up. Alright, so that's my challenge for you today, I want you to be thinking about your inner circle, because I'm always going to reference it, it's extremely important that you have those people, your safe group of people that you can rely on to be honest and candid and share how you're feeling and what you're struggling with in your business. We all need that. We all need to be able to have those honest moments and get help with those honest moments. So we can move forward. So if you've got your circle, awesome, if you don't, my challenge for you today is to get one. Okay. Get one. Who are your people? What what's what's similar about your business that you can go? I would tell you to start In the Facebook group, just keep it super simple. Just go on Facebook and search for groups that you would fit into based on the business that you run. Okay? And when you find it as to join it, and then start participating in it, listen to what people are saying. I say, listen, obviously, you're reading but, you know, listen to what people are saying. get feedback where you can ask

questions. And that's the other point no matter whether you build a network or you pay to get in the network, you have to contribute. You have to participate. It's pointless otherwise, okay? So watch, read, listen, learn and then contribute back what you know, to make the group stronger. That's my challenge. If you don't have your circle, find it. If you have your circle, participate. All



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right. Have a great day.