

Transcription of March 6th, 2019, Team Call “Using the Pain of Your Past to Create Greatness”

[Beginning of Recorded Material]

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00:00:00 Jenelle: Hey everyone! Welcome to the Team Hardcore training. Today is Wednesday. We haven't done a Wednesday training in a long time, Wednesday, March 6th, March 6th, and as you know, we just launched The Ultimate Portion Fix this week, so hopefully you've been paying attention and you're in the know. If you're not, check our team page or check your upline's team page. Obviously you even if you are like, “Well, I'm not in your team page,” or, “My upline is not working the business,” no excuse because all of the information is in your online office. I literally am just, you know, putting information into my team page so that we all have access too. So it's nothing like it's special information. Make sure you get it. Make sure you understand it. As with all our products and programs, even if they're not your thing, you definitely should understand what it is so that you can understand what it is that we provide and the different solutions and the fact that different things work for different people. Okay, so with that, I can see all of you guys over here saying, “Hi,” and you're all excited. That's awesome. Hey Jackie, yeah we're live now. I'm sure she's like, “Yeah, I get it.” So awesome. So glad everyone is on and I can see your questions, so let me know as Brad is speaking today if you have questions. Now just before we get started I also wanted to say that the jenellesummers.com site, as you know that is our training site. It's open to everyone and anyone. I don't have a password on it. I remove that a long time ago so that you can watch trainings there and learn and share it with your team and if you need a tool where you can use that to explain the business to others, that is there for you. I have one that's basically from my prospects, so it has an application for them to join me, but I have another one right within there on jenellesummers.com for you guys. So there's no application to like join me. It's for you to be able to share. That way you're not sending people to YouTube where they're going to come across all kinds of different stuff and be distracted. So that's just jenellesummers.com. Click on “Becoming a Coach,” and then, “Sneak Peek into Coaching,” and then share that link with whomever is interested in more information about coaching. And then as you know, the key is always in the follow-up. It's not in sending them that link to that video. It's not in initially talking to them about this business. When I first heard about it, I was skeptical. I was not in. It's all about those follow-up conversations and really helping people understand what is in it for them. That's what they want to know. Like they don't want to add anything to their plate. They only want to do what's really going to help them in their life. It's going to solve a problem and how will this help them? You need to make sure that that's clear and that you've listened to their

needs so that you know how to explain that it will be able to help them. Okay, so with that, let me introduce to you our speaker. So today the title of the call is "Using the Pain of Your Past to Create Greatness," and, you know, whenever I'm asked of what is the most important thing in this business for success and I get asked that a lot, like, "What is the number-one thing, if you had to narrow it down to one thing?" It is mindset. It is your mindset. So we cannot do enough trainings on mindset because you have to be able to embrace who you are, what you've been through, and be able to use that as your strengths. And so this this call is just going to be...it's just going to blow your mind, I have no doubt. Brad spoke for us on a previous team call and if you want to see the previous team call, that is on jenellesummers.com under "Team Trainings, Weekly Trainings," but he also spoke at our local Super Saturdays. He's not in Toledo, where I am, but he's in Michigan. You're still in Michigan, right Brad? Yeah, he's in Michigan. So he's been a speaker at our Super Saturdays and people are always like, "Oh my gosh, that really hit home and that really resonated," and I think you're going to love this. I know you're going to love this. So make sure that you've got pen and paper ready to go to take notes. Brad is a mindset coach and an inspirational speaker, but he's also the host of The Path to Mindset Mastery podcast. I had to look at my notes because that's kind of a tongue twister. It's called The Path to Mindset Mastery. That's a podcast. Okay, he's the host of that. He's also the creator of Appreciation Academy, okay? He's also husband and a dog dad and with that, Brad are you there?

00:04:39 Brad: I am here. Can you hear me Jenelle? Is that coming through?

00:04:42 Jenelle: You're coming through just great. Sounds great. Let me make sure that I've got you presented to everyone. Perfect, I can see you and they'll let me know if they can't see you, but I think you're good to go.

00:04:53 Brad: All right, let's rock and roll. Thank you so much for the opportunity to be here today and present with you guys. I want you all to know that I do not take this opportunity for granted. I will not betray your trust over the course of this hour. I know this time is something you can't get back. So this topic is all about using the pain of your past to create greatness and before we start, in order to get the most out of this experience together, silence your phones, put the kids in a closet, whatever you have to do, just be fully present. Turn the IG stories off. Whatever you have to do, just be present here and I promise this will be a gift for your mindset to go forward, so you'll be so glad you did it. So I want to share with you a little bit about how I started out on my success journey because it might be something that you're facing as well, but I started out very, very angry actually. And so a lot of times when we start of our success journey, we want these amazing things to happen, we start off with some baggage from the past that we don't realize is holding us back. I didn't think that it was fair that I started out where I was. I had so much blame and I want to take you through a story, just like top-

level story of a little bit of my past and how I started my business so you can see where you can relate and then I'm going to show you how I took that and turned it into an amazing tool for success. So when I was a kid, my childhood at home was not very fun and I was embarrassed to have kids over to the house because I didn't know how my mom was going to be around them. I was actually ashamed of my family growing up. And a few things really triggered that mainly surrounding my mom. And I love my mom. I've had to do a lot of work on forgiving my mom, which I've successfully done, I have to keep forgiving her for the pain that still comes into our lives and that happens even to this day, but my point with this is that when we were growing up, we never knew what version of her we were going to get. It was like walking on eggshells. We didn't know if we were going to get the narcissistic version where, "This is why my life is so messed up and this is the problem of the week." We didn't know if we were going to get the controlling version where, "You absolutely cannot eat unless I tell you can." We didn't know we were going to get the "Embarrassed to have people over," version where she smokes a pack of cigarettes and a couple hours with them there. We didn't know if we were going to get the scarcity-minded version where it was, "We can't afford that. That's not for people like us. People with money can do that." And most importantly, I never knew if I was going to get the version of where love was used as a weapon against me where it was kind of like, "Why are you talking to me right now?" where it was, "Shut up and go away. I don't need the opinion of a punk kid." That type of mindset and that changed minute-to-minute. Every once in a while I get the, "Hey sweetie, how are you doing?" but it didn't last very long and it was like walking on eggshells. And I would literally change my plans to appease someone's pain. It was changing who I was just to feel loved by her and frankly it sucked and I hated seeing...on top of that my parents would scream and fight about money every day and that's not an exaggeration, no hyperbole for effect here. They would fight everyday screaming matches about money and I hated them fighting about it. And so when I started on my journey to creating what I wanted to create in my life, I had these really limiting beliefs of money is bad and I'm not worthy. I grew up craving my mom's love. I grew up thinking that money was a horrible thing and so you can imagine when I'm trying to build my Beachbody business, for those of you guys that don't know, I was a Beachbody coach for five years. I miss it so much. The only reason I can't do it is simply because it's a conflict of interest with what I do now. So...but I miss it so much. I love Beachbody so much. But my appointment this is when I started my Beachbody business, I wanted to create the big team. I wanted to create this amazing stuff in my life and help people change their lives, but money is bad and I'm not enough. Do you see the disconnect, right? And so money was a huge, huge stressor in my life and I'm curious if you can relate to that? Type in the YouTube comments, if you can, and I'll go back and look at that in a little bit after we have this hangout. But I remember I had to take out \$40,000 of loans for college and when I got to school I was really excited because my grandmother had saved up you know \$40,000 for me to go to

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school and it was really nice of her, super, super sweet. She saved up for all of her grandkids and when I got to college, took out those loans, I realized that the \$40,000 that was saved up was stolen. It was taken, completely vanished by my family and so I was basically almost six figures in debt and I blamed my mom for that for a very long time. And I hated going back to Chicago because it meant one thing: I'd have to see my family. I hated the holidays. I hated birthdays and this is the second year in a row that my mom's totally ghosted us on Christmas. And I literally remember getting teary eyed and choked-up in the in the car to my wife being like, "Why doesn't she love me?" and I it hurts, right? It hurts to see this deterioration of a person. It hurts when love is used as a weapon. I didn't like the pain. I couldn't stand my past and I was angry and I was very sad and I remember making myself a promise growing up that I would never be like that. I wouldn't waste my life away. I'd create something. I'd create something amazing that would provide us with an incredible life to live a life on our terms and help a ton of people in the process. So I set out on a journey to do it and I failed. I epically failed. My first job I drank and partied three nights a week, four nights a week, even though I was making decent money as a 22-year-old kid. There was there was just still too much month at the end of the money. How many of you can relate to having too much month at the end of the money, just skating by? And I thought it was the job that was making me miserable and I didn't realize that it was my own mindset and then I found Beachbody. And Beachbody saved me from going into this tailspin of mediocrity that I feared so much. It exposed me to hope. It exposed me to amazing people like Jenelle. It exposed me to people living a life of love and generosity and abundance. It's incredible stuff and it showed me what was possible. And I got really, really excited about what I was going to create, but there was just one problem: when I tried to build my business it didn't work. I would even pretend I had success. I'd try to prove on my social media that my business was worth it. In fact, how many of you try to prove your business. Like I don't get why people wouldn't want to do. This it's almost like a jab to the person in corporate America, right? That's what I would do and I'd sneak my way into these groups of successful people just because one ounce of validation from someone in my life made me feel incredible and I crave that acceptance. I was willing to change who I was to be around them, but even though I was around great people, I was stuck. How many of you feel stuck in your business? Stuck in your life? Stuck in your marriage? Stuck in any part of your world? I felt stuck and I couldn't figure out what the hell was stopping me and holding me back. And I remember I would need a team call to get motivated, where I would be on a team call and I'd be fired up for a couple of days and I'd be hyped up and I'd message my coach. I'd be like, "Coach, I sent out 50 invites and it was amazing," basically begging them to validate me and tell me I did a great job. And all of these invites seen at 5:02 p.m. or no or like just ghosted, right? And I didn't know why and when I would look at my to-do list of all the things I needed to do, I was shut down, like overwhelmed. It was like I was fighting a ghost; it was impossible. It was

like this perfection and guilt loop where I had to do something perfectly and if I didn't do it perfectly, I got sad and down on myself and then I feel guilty for being down to myself, so I had to do it perfectly again and it just kept on looping back around and around and around, where eventually I'd get into these states of depression on the couch, wanting my life to change so bad, having my laptop staring at me going, "Dude, change your life. You have all the tools you need." Just like on jenellesummer.com, you have all the tools you need to change your life. But I just couldn't get myself to do it. Like my laptop was staring at me, asking me to do it and I didn't care, but I cared so much at the same time and I just felt stuck. And even worse than being down and kind of depressed, I was pissed off at myself for being depressed. I was pissed off at myself for being less than I could be. I was pissed off at myself for over drafting my bank account all the time and I was pissed off that I was face-to-face with my deepest fear: mediocrity. And so if I were to define my past into one word - I have a reason for telling you all this - I just felt so stuck and I had no idea how to break through it and I just expected that things would work out, but even though I'd hit Success Club. I did Success Club for four years. Even though I consistently hit Success Club, nothing happened. It was inner conflict in here. It was my mindset. And now fast forward a number of years, my life is amazing and it's flooded with abundance and amazing opportunities, amazing people, a thriving business, financial opportunity, and more importantly, most importantly, I'm genuinely happy every day. Now I don't say that to impress you. I say that to impress upon you that if you have crap you're dealing with, you can break through it too. You can get unstuck and I am living proof. So we're going to break through everything holding you back from that and it starts with your past. That's it. It starts with the things that you've gone through. So let's start. We need a paradigm shift if we're ever going to do this. Let's start with number one. I learned this from my main man Tony Robbins. How many Tony Robbins fans out there? I learned this from him. The first part of this is so important to understand: biography is not destiny. Biography is not destiny. Let me start by saying something very boldly, very directly. Whatever your past is, whatever you've gone through, no matter what experiences you've had, it does not determine the future of your life. It doesn't matter if you've been in business for years and you haven't made a dime. It doesn't matter if you had a mom that's screamed at you like I did. It doesn't matter if you were beaten. It doesn't matter if you've been addicted to alcohol or drugs. It doesn't matter if you were a bad kid. It doesn't matter if finances are a mess. It doesn't matter if you've lost a child due to, you know, a miscarriage. It doesn't matter if you've been raped. It doesn't matter if you went to jail. Those things play a significant role, but my point is simply that it does not dictate your future, but it can provide you with extremely valuable lessons on how to pursue your life. Write this down: every person or situation in your life is an example or a warning. Every person in your life is either an example or a warning. And we kind of logically know that, right? We probably...we kind of know we shouldn't be taking financial advice from our broke uncle, right? We know

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that if we drive into a bad neighborhood, we should probably get out. We kind of logically know that, right? But have you ever noticed that life's lessons will continue to get louder and louder and louder until you freaking listen? Have you ever noticed that? That happens over and over again, right? But I'm curious, how have you used your past to limit you? And it doesn't need to be some big childhood trauma or emotional baggage. It can be a failure in business. It could be something that happened in your adult life. How have you used anything in your past, starting from yesterday or earlier this morning all the way to when you're a kid, how have you used that to limit you? And type "yes," in the YouTube comments if you have set less ambitious goals because you haven't been able to achieve your goals in the past. Like how many of you have toned down your goals to be more realistic and play it safe, instead of going after your big dreams because you've always failed before? Or maybe how many of you have used your financial situation as a reason to why you can't break through and live a life of abundance? You've said, "I can't go to Summit because I can't afford it," or whatever it is, right? You're using that financial reason as a way to stay stuck. So how do you break through this? How do you change these things that have limited you in your life, this past experience? You change what the past means to you. You change what the past means to you. Your life is literally made up of two things. It's made up of events and the meaning you give to each event. So for example, if a man opens a door for a woman - let's say I open the door for Jenelle just because I'm trying to be nice and she's very, very grateful. Super happy, "Thanks Brad, that was so nice" Is that because I opened the door or is that because of what she interpreted me opening the door to mean in her own mind? Because of that same do it of me, if I open the door for Jenelle and she's like, "Screw you pig! I can get it myself," which she would never do. She's such a sweet woman. Like but if she felt that, did the event change? No. I still opened the door. It was her interpretation that changed. So let's play on a bigger scale here. Look at the biggest limitation of your life. Is it your mommy issues? Is it your daddy issues? Is it your relationship issues? Is it an epic failure from your past? What baggage are you giving a disempowering meaning to without realizing it? Because life will change when you put intentionality behind the meaning of everything. If you intentionally choose a meaning that leads to a better life, you're going to set up the game so you can win. I changed what my mommy issues meant to me. I stopped blaming her for why I was so freaking stuck and I opened my heart again. See a lot of you would have closed your heart because you've been hurt. Type "yes," if you've closed your heart because you've been hurt by someone in the past or a situation in the past? If that is you, you're closing your heart. You're building up these walls to keep out bad things from happening to you again, but what's really happening when you build up walls to keep out the pain, is that what you're actually doing is you're keeping out all of the good and you're trapping the pain in your heart. You're trapping it in here. You're not letting it pass through you. Closing your heart because of the pain in your past does not help you. It hurts you. So my point in all of this is that God will keep

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breaking your heart until you open it again. It's going to happen. Remember, the lessons of life will keep getting louder and louder until you listen. Your heart's going to keep getting broken and broken and broken until you open and let someone in again. So who do you blame? What do you blame? What event do you blame for why your life is the way it is? Go with your gut. Don't overthink it. You don't need to have a crystal-clear answer. You kind of already have a feeling, right? When I started this process, I just kind of had a gut feeling that it was something to do with my mom, right? I didn't unpack all that stuff yet at the beginning of this journey. But you might have felt something when I shared my story. You might feel it at a different point in the call. You might have used it as an excuse, but my point is simple, you don't need a concrete answer, but what do you just kind of feel is holding you back from greatness? One of the best ways that you can break through this is through something that I call conscious blaming. Okay, I learned this again from Tony Robbins. Like he's been a huge influence on my life. I highly recommend his work to everyone. It's called conscious blaming. So let me take you through this. When you look at that past situation, when you look at that person or that event, what did it create within you that was so painful and so hurtful and just keeps you stuck? What do you blame it for? What are you holding back because of it? Like think about the pain of that situation and how you don't know how to break through and how it's because of them that you're stuck financially or it's because of them that you feel hopeless or you don't have confidence, whatever it is. Look at that person, that situation, and what you blame them for and all the pain that came out of it. But I'm curious, have you ever asked what good came out of that situation? Have you ever asked what good things came out of that painful situation? Because there is something. There's something in there that is a blessing in your life because of that painful situation. I just had an extreme example, but I just had a beautiful example of one of my one-on-one clients the other day. Obviously, I won't name names, but she was raped by multiple family members, multiple. Self-confidence totally destroyed and when we went through this process of reversing what this meant to her, want to know what she said? She said, "I finally realized that I'm extremely strong in a way that I can survive anything. That it gives me deep love and compassion for other people, especially women who have been through the same thing. It gives me powerful intuition and awareness for people that I surround myself with." Talk about powerful, right? That is so powerful. That's an extreme example, right? But it could be something as simple as a failure in business. It could be as simple as not hitting Success Club. Where's the gift in your pain? Right? Where's the gift? When you can do that...like think about an example here would be two women both of which have been through a traumatic experience of rape. Obviously I hope that never happens to anybody, right? But let's just use this example. And person A focuses on how they can never trust men again and how they're stuck in a victim, right? That's person A. And then person B is that person that says, "You know what? I'm going to start a shelter for people that have been through the same thing so they can solve and heal their pain

sooner than I ever did.” Similar event, completely different life: do you see the power in that? So think about whatever you're blaming in your life. Obviously I'm not downplaying the pain of those situations. Pain in your life is guaranteed. Something painful is going to happen, but suffering from that pain is your choice. It's your choice. You can choose a new, empowering meaning to what you went through. You don't control what happened. You can't go back and change it, but you do control what it means to you. So let's do an example of my life story that I shared with you at the beginning of this call and I will show you how I changed it. So I take a look at that story and this is where my life started to shift. If my mom didn't steal \$40,000 from me, there's no way I would have been hungry for financial freedom, no way. That's a beautiful gift. If my parents didn't scream and yell and fight and eventually get divorced, there is no way I'd be nearly as loving and tender of a husband as I am to her. There's no way. If my parents weren't that bad example, I wouldn't know what to do now. If love wasn't used as a weapon against me my whole life, there is no way I'd have so much empathy. There's no way I'd be able to see into what someone says and see through the BS and know what's actually going on if love wasn't used as a weapon against me. If my business didn't fail when I started it, there's no way I would have learned what I needed to learn to create the freedom in my life. There's no way. So that was my situation, what's yours? Take an analysis: what did your past actually create that is so beautiful? Because you can focus on why it's sucked or you can focus on why it's great. Because what's wrong is always available to you, but so is what's right. You can look for what's right in every situation. In fact one of the best lessons that I give my clients is to make a list of five things that that painful experience led to this beautiful one. Maybe it's a characteristic of yours. Maybe it's a family member that you weren't expecting. Whatever it is, look at that situation, that person you blame, whatever it is and write out five reasons why it is beautiful. That is how you choose. That's how you put intentionality behind the meaning of it. So what's wrong is always available to you. You can focus on what sucks or you can focus on what's right. My mommy issues were the best thing that ever happened to me because they created me. I wouldn't be the man that I'm proud to be today without them. So what if, what if the worst days of your life were secretly the best days of your life in disguise? What if your trauma has a gift inside of it to lead you to emotional freedom? What if you adopt a belief this afternoon, today that life is always happening for you and not to you? What if you adopt that belief right now? What if you stopped making those situations you went through wrong and you start them perfectly right? When you view where you are right now as “wrong,” like you should be somewhere else, you're pushing away the lesson life is trying to give you and you make it so much harder to break through. It is not wrong to be where you aren't. You're exactly where you need to be to learn what you need to learn to live the life that you're meant to live. Those situations aren't wrong. They're perfectly right. Did it hurt? Absolutely. Is it still painful? Probably, but it was never wrong. If you're going to blame someone for all the pain and the

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reasons why you're stuck, you might as well blame them for the good stuff that came out of it too because they were exactly who they needed to be, weren't they? They played the role they were meant to play in your life. If they didn't play that role, you wouldn't be you. My life changed when I decided that my mom was the best thing that ever happened to me. Her behaviors, her painful behaviors, molded me. They sculpted me. They shaped me into who I am and I wouldn't be the man that I am so proud to be without her pain. So what if that person that you blame, played the exact role they were supposed to? What if what they did was never wrong in your creator's eyes? It's true, right? They molded you. They sculpted you. They shaped you into who you are and who you are today has the ability to use your pain to impact the world. Can you imagine how you would share to your audience in your business differently with that type of empathy and awareness? If you share like, "Hey, do you ever struggle with this? This is what I went through. Here's how I'm changing the meaning of it. This is how you can too." Can you imagine the trust they'd have with you? If you actually share the real shit that you're facing, not just the BS top-level stuff to sound cool on social media, but the real stuff that they can relate to. How much trust would they have if they feel that you went through something similar? Can you imagine the community of hope that you'd build from changing what the past means to you? How would every invite change? There'd be passion behind it, right? How would your marriage change? How would your business change? How would your bank account change? You don't control what happened in the past, but you do control how you respond to it and the meaning of it. Every part of your past is a message, a lesson, and a gift. It is a gift that you can grow from. If you view your past that way, you can use it to change your future instead of being stuck in your past. Life will continue to teach you the lessons that you need to learn to live the life that you're meant to live. Stop making where you are right now considered wrong. It is not. It is exactly where you need to be. Write this down: seeing your current good is the fastest way to increase more good. So you hear the term "abundance," get thrown around in my industry all the time. Right? You hear that all the time. What does that mean? What does abundance mean? It means you just love everything that's happened in the past. You love your life now and you love what you're going to create. That's abundance, right? Seeing your current good, being grateful for where you are, the challenge, and the good stuff that you feel right now is going on in your life, that's how you create more of it. So let's step into the common-sense corner for a second... If you're god, the universe, whatever you believe in and you have a person A and person B and person A is that person that says, "This was the toughest situation I've ever been through in my life. I can't move on. It's her fault. It's his fault that I'm this stuck." They blame the world, right? They focus on the problem all the time. They splatter on the on the ground when life kicks them. And then there's the person that says, "That painful experience was the best thing that ever happened to me and I'm so grateful I went through it because it created more of me. It allowed me to show who I truly am and it gave me these

beautiful gifts of strength and courage and vulnerability. If you're god, the universe, whatever you believe in, are you going to give more to the person that thinks that where they are right now is wrong, that complains about having less? Or are you going to give more to the person that loves what they already have and everything that they went through? Seeing your current good, including the challenge, is how you increase more good and overcome the challenge. You find the blessing instead of the fault. You change your meaning. You change your stars. You are responsible for your future and something you'll quickly learn through my podcasts are the sources that happiness is trainable; happiness is trainable. It is not a byproduct of life events. It's something you condition into who you are. Happiness is trainable, but so is depression, so is anxiety. Now I'm not saying in any way, shape, or form that there are not biochemical predispositions to those things. I'm not saying that, okay? Some people definitely have a situation starting off a little bit more challenged. That's not what I'm saying. But I am saying that we reinforce the crap out of those emotions. We practice those emotions regularly because they give us a way out of responsibility, don't they? We train them and we say, "I can't break through, I have depression." Well how many people do you know with depression that take antidepressants and they're still depressed? Like think about that for a second. How deeply have you trained those emotions to be part of who you are? How have you used those emotions as a way out? Happiness is trainable, so are those things. And believe it or not, you can choose your emotions at any point in time. You can forgive those people that have hurt you. You can instill this into who you are, but you need to understand the overall concept that happiness is trainable and it starts by adopting a new meaning to your pain, to your past year. Your next year, this whole 2019, does not need to be the same as 2018, because biography is not destiny. It is time to smile about your past and take responsibility for your future. If you're one of the very few in this world that does, the very few, like the 1% of people that actually does, you're going to find genuine abundance and more importantly, you're going to find emotional freedom. You'll find genuine happiness. It's time to rewrite the narrative of your life story. It doesn't matter how much life is rain on your parade. It is never too late to have an amazing childhood. It's never too late to have an amazing past. You just have to choose a different meaning. So think about it like this: this is a metaphor that I learned through a meditation app that I really want to share with you guys because it's so powerful. Think about this: when it's storming outside, it seems really gloomy, right? And the same is true with your emotions. Sometimes it feels like these storm clouds are all around us and it's all we focus on and we obsess over it. We obsess over the problems in our life, right? Do you know what I'm talking about? And we forget what it's like to have a sunny sky. Even though that sun was there two days ago when you were laughing and smiling with your kids, we forget what it's like to have a sunny sky. We obsess over the storm and we forget the sun. But think about any time you've been in an airplane and even if it's raining, you still take off, don't you? What happens every time you get

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above the clouds? What happens every time? It's always sunny, isn't it? No matter what, it is always sunny. So what if you elevate yourself above the clouds? What if instead of being pounded by the storm of life, you realize that you can still take off even if it's raining and you elevate your life above that storm. You don't let one negative memory keep you on the runway, because once you change the meaning, you get above the clouds. When you get so caught up in the stress of whatever storm life is giving you or gave you in the past, obsessing over why it's so hard because it's storming and just wishing so badly it'd be sunny again, it's really easy to forget that what you're looking for is literally already there. It's right above you just need to change the meaning, take off, and elevate above those clouds. It's time you raise your standards and take responsibility for your life and for your happiness. So ask yourself this: as you start to think about where you'd like to take your business this year, let's start relating this content to your Beachbody business. Are you setting your goals from a place of fear, from a place of lack, or from a place of worry or from what someone said in the past? Are you setting your goals based on the you that you currently are or are you setting goals based on the you that you want to become? Your life will change when you set goals based on who you want to become instead of what you've proven you can do in the past. It is time to stop using your past experiences to determine what goals to set. It's time to stop looking at your failures for a reason why you can't. So many people...and ask yourself if this is you, you're looking for why you're stuck. You're saying, "Why am I so stuck? Why can't I do this? Why is it so much easier for Jenelle or my upline? Why can't I do this? Why am I so stuck?" And you stop you start looking for why you're stuck and you stop looking for what you want. Wherever focus goes, energy flows. So if you look for why you're stuck, you're going to stay stuck. If you look for what you want, you're going to find it much sooner. So if you raise the standard of who you are and what you demand for yourself, like that will change your entire life. If you have weak goals based out of what you think is realistic because of past failures, you'll never have the life that you want. A lot of you have these high expectations of your life set out of 100 out of 10, right? You see Jenelle living this beautiful life, right? And you're like, "I want that so bad." You want the nice house, you want the financial freedom, you want the mass impact, you want all the followers, you want to be able to inspire with just one sentence and have so much weight carried in your voice, but you're operating your business from a state of fear. The only way you can achieve those big dreams is if you set goals based out of who you want to become. So stop setting your goals based on past failures and start setting them based on your dreams. Let me ask you this: is the goal of hitting Diamond by the end of 2019, is that a goal set out of fear or a goal set out of massive dreams? You already know. Like what sounds more exciting? "I'd like to hit Diamond by the end of the year please," or, "We're a 2019 Elite team, earning enough money to pay all our bills and take our family on a vacation, take my team on this beautiful luxury retreat, and reward them for working so hard and just donate to this charity of my choice and cover our

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bills and then some." What's a bigger dream? What excites you more? Obviously the latter. Don't set a goal based on your present circumstances. Quit trying to be realistic and play it safe. Realism is the fastest traveled road to mediocrity. Now that's not saying don't be stupid. I'm not saying you're going to be a billionaire by tomorrow, but if you just set goals based on past failures, you're never going to get to your goals. You're never going to get to where you want to be in your life. So up those goals a little bit. If you set a big dream goal and you come up a little bit short, you're going to be exponentially further along than if you set a safe goal that you know you can get to. Raise your standards. Demand more from yourself than anyone else ever could. If you set a goal based on fear, what do you look for? You look for why you can or why you can't. You look for why you can't and whatever you focus on, you'll feel and you'll find. You have to believe that you're enough before the evidence of your business says that you're enough. You need to believe that you're an amazing leader before you'll have a team. You need to believe that you're worthy of abundance before you're ever going to have money. And if you have trouble believing that, go back and listen to the past call that I did for Jenelle, maybe it was December or July, we were talking about the date earlier. I don't know exactly what it was. Go back and listen to that that call. That will show you in detail how. But my point is that if you ask yourself bad questions or if you focus on the negative, you get really bad answers. If you ask great questions, you get great answers and that call that we did back then that will explain this, what I'm about to take you through in a lot more detail. But look around the room you're in right now and count the number of things that you can find that our red real quick. Just do it real quick. Look for red. Look for red. Look for red. Look for red. Look for red. Look for red. Look for red. Look for red, etc. Cool. How many things did you find that were red? Type in the chat box. What ten? Six? Two? But I'm curious, how many things did you find that we're blue? No idea. You have no idea how many things you found out where blue because you weren't looking for it. But check this out: look around the room for all the Beachbody blue that you can find. Ready? Go. Look for blue. Look for blue. Look for blue. Look for blue. Look for blue. Look for blue. Look for blue. Look for blue, etc. Holy cow! How many have you found so many more things that were blue and how many of you saw green and pretended it was blue just so you would feel successful in this exercise? You found so much more blue. What does that prove? That proves that whatever you focus on, you find. So if you're focusing on why you're so stuck (aka red), guess what happens? You find an answer, don't you? But if you focus on why you can thrive, you find that answer too, don't you? When you focus on what you don't want, those are the seeds of doubt and skepticism and pain, and those thoughts will grow in your mind like weeds. Jim Rohn has an amazing quote that says, "Stand guard the gates of your mind or weeds will grow automatically." What does that mean? That means that unless you program your mind to focus on what you want and where you want to go and why it's so important to you, you're automatically going to find what you don't want, automatically. Why is that? Because your

brain doesn't care if you're happy or not. Your brain doesn't care if you're happy. Your brain only wants to make sure you stay alive. It's a survival mechanism. So it's always looking to protect you from pain. So if you set a big goal or a big dream, your brains going, "Whoa, that could mean rejection. That could mean failure. That could mean people will make fun of you. You shouldn't do that. You should stay safe." So if you're ever an ass to yourself, it's just your brain doing its job, right? And go back and listen that past call that I did for Jenelle. That will go into that in much more detail and show you how to reverse that negative thinking. But my point is simply this - that if you if you set a goal based on a place of blame and scarcity and sadness and fear and realism and just fear, are you looking for red or are you looking for blue? You're finding a very productive way to look for red, aren't you? Because you're going to rationalize why it's a safe goal. You're going to rationalize why you can do it. This is why Earl Nightingale says, "The mind moves in the direction of our currently dominant thoughts." Whatever you focus on you'll feel. So stop focusing on why you're stuck. Start focusing on what you want. Write this down in your notes. It's so important for you to understand. You're not broken and no one needs to fix you. There's nothing wrong with you. You just need to take responsibility for your life. It's time to take your control back. This is your life. Not the people from your past, not the past failures in your business, this is yours. Own it. The type of thing that would have destroyed you before, does not have to destroy you anymore. The rest of the world is not going to sit around and wait for you to get your crap together. But you can decide right now that you're going to take 100% responsibility for your life. For so many people, something is someone else's fault. Every problem most people face can be explained away with a great reason why they can't make any changes to their situation and the outcome. Not you anymore, not today. You're going to use the pain of your past, the failures of your past, the hurt from your past to create greatness. If you elevate above those clouds, how could you find that good in your pain? Why would your past be a great thing? How could you use it to inspire others? How would you share differently? How would you invite differently? You'd become a beacon of hope for those that can relate to you. This is where you're going to find that magnetic connection with people. This is exactly what I did with my life. I became a beacon of hope for those that feel stuck. I used my pain to help other people break through. You have pain that you can use for other people too. So I want to take you through an exercise. You might have done this before, but this is different than what we did in our previous call. And if you have gone through this with me, it's okay. You'll still have a break-through from this. So sometimes we get so caught up in our head, that we don't know how to break free from the pain that's holding us there. It's like a muscle contracting and we hold on to it. We over think it. We don't know how to let go because we don't think it's safe. So we don't know what we need to change the meaning of. So I want to take you through an exercise and for this exercise it's going to get emotional. So allow yourself to be in a place in your house where nothing's bothering you, nothing's around. If you're driving,

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pull over. Just be fully present because this next couple minutes can literally change your entire life and I'm not b-sing you. It can change everything for you if you allow it to. So get somewhere where you can feel that way and I'll give you 10-15 seconds and as you're getting your spot, start to think of who you blame or what you blame or just something you can't break through and that just that gut feeling of why you're so stuck or that situation that you can't let go of or that person that hurt you so bad and you don't know how to let it go and you just feel so stuck and you don't know how to break through it. And if you have that situation, shake your body out. Close your eyes. Close your eyes. Take a deep breath in your nose and exhale out your mouth. Another deep breath in your nose again. Exhale out your mouth. And take both your hands and physically put them on your heart, physically put them on your heart. And as you breathe imagine the oxygen flowing in your nose, through your heart, and back out your mouth and notice how your breath has already calmed your mind and feel your heart beating in your chest right now. Feel the strength of it. Feel the power of it. Your heart beats a hundred thousand times a day without you having to do anything for it. As long as it beats, you live. It's a gift. The best gift you've ever received. You didn't have to buy this heart. You didn't have to earn it. Something thought enough of you to give you this beautiful gift of life the moment you were born. You have inherent worth because this heart is beating in your chest right now. So just feel so grateful and so happy that you get to experience this life and just treasure that for a second. And now go back to a memory in your life that you can feel unbelievably deep feelings of gratitude for. What's a memory where you can step back into that moment feeling so deeply grateful, so happy? But instead of seeing that moment from the outside, step back into that moment like you're there. Relive that moment all over again. See what you saw then. Hear where you heard then. Feel what you felt then, now like it's happening feeling so grateful right in front of your eyes and just cherish it and just love it and stack it on top of your heart. And now go to a second memory. What's a second beautiful memory? Is when you had your first kid? When you said, "I do"? What's that beautiful moment for you? And step back into that moment like you're there. See exactly what you saw then. Feel the same emotions you felt then. Breathe the same way you did then. Experience it first person all over again, right in front of you, feeling so grateful. Such a beautiful memory, a gift, take that into your heart, breathing deep, feeling your heart beating in your chest, and just appreciate it and just love it and just cherish it. And now go to a coincidence. What is a coincidence in your life? Something that you didn't make it happen, it just happened. You were in line at Starbucks and you met the love of your life. You didn't mean to get pregnant, but now you have an amazing family. You got a message on Facebook and your life changed forever and you're building your dreams. What's that coincidence for you? That thing that you didn't make happen, but it happened. And what did it lead to that's beautiful? A person that you value? A career? An insight? A life changed? What's that coincidence where it was just an incredible gift? Think of all it led to in your life and why your life is so beautiful now because

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of that coincidence and just cherish it. Was that a coincidence or were you actually being guided? It's really beautiful when we realize that life is always happening for you and not to you. Even the problems, even the pain: it's a gift, because it leads to greater growth, greater aliveness, a more elevated version of you above those clouds. So take in the gratitude of that coincidence and just cherish it. And now try to triple the amount of gratitude you have in your heart right now. Just see all those things flashing from your eyes real quick. Just let that gratitude triple, that appreciation triple and, now start to let that energy you kind of like radiate out of you. Like actually imagine it circulating up out through your head, out through your arms, down your legs, into the ground, every direction, just circulating this beautiful energy and just cherishing this beautiful gift of life and just feel so grateful and so happy that you got to experience it and just say, "Thank you." The two most powerful words in the human language are, "Thank you." They open up abundance. So just feel so happy that you get to experience this amazing gift of life and just appreciate it and just love it. And now from this beautiful state, from your heart not your head, breathing deep into your heart, go back to that person or that situation that you blame that you totally forgot about. Go back to them and from this beautiful state, from your heart just answer this in your own mind right now: "This person or this situation is such a beautiful blessing in my life because _____. This person or this situation led to _____ in my life. It's such a gift. This person or this situation created _____ within me." What is the beauty behind that pain? Your heart knows why it's a gift, doesn't it? Your heart knows the answer to all of it. All you need to let go of is _____. You can open your eyes. It's pretty powerful, isn't it? It's pretty impactful because your heart already knows the answer which makes success way simpler, doesn't it? A lot of you are saying, "I'll be happy when..." You get to the next level in your business or the next level of your life and that's not true. If you can take away anything from this call is that it's never too late to have an amazing past. It's never too late to feel that way. Some of you are even saying that you could be happy if it wasn't for that situation you went through, but that's not true either, is it? Happiness is trainable and success will happen when you finally learn how to be happy first. Most people think it's the other way around. Most people think that if they could just change their past they'd be happy. If they can get to the next goal, they'd be happy. No you won't. Business and success don't create happiness. Happiness creates business success and nothing has to happen in order for you to be happy because happiness is trainable and you took the very first step in that process today. How would your life change if you just lived this guys? How much more motivation would you feel every day? How much more productive would you be? How much faster would you hit that rank if you weren't dominated by pain? If you learn how to be genuinely happy, how fast could you get unstuck? It's like flipping a switch, faster than you think. So thank you so much for the privilege of serving you today. It's been an honor and I'm just so grateful that I had the opportunity to be here and I hope you took so much away from this call and I'm happy to answer

any questions. I'll go through the YouTube and answer your questions as I get off here, but thank you so much for the privilege of being here today Jenelle.

00:47:32 Jenelle: Oh my gosh. Brad can you hear me okay? Okay, first of all, just in case you had any problems going back and seeing these comments, I took pictures as we went along just so I can send them to you right away, but we are just overwhelmed with gratitude for what you just presented. It was so, so good and honestly it was like all the trainings combined into one and like I said at the beginning, mindset it's just...it's everything in this business and that's why, you know, when a new coach comes onboard and, you know, they're struggling in their first month, their second month, their third month and it's like, "Hold up. You've got to give yourself time. There's a lot of self-discovery that needs to happen here." And like you said, you have to learn how to master your mindset and that's why I love that your podcast is called Path to Mindset Mastery. I mean so, so good and I know so many on the call want to work with you and so again, I'm going to mention you have the Creator of Your Appreciation Academy. What is your website, Brad? And also I'm going to look in a second to see if we have any additional questions, but what is your website and what are your social media platforms or where can they find you the fastest?

00:48:58 Brad: Yeah, so that's a great question. So a few places...on Instagram and Facebook I'm just Brad Bizjack, just me. But I also have a podcast, like Jenelle said, The Path to Mindset Mastery on iTunes, so you can check that out and then just bradbizjack.com for any training resources that you can benefit from are all on bradbizjack.com.

00:49:19 Jenelle: That's awesome and I know we do have a question. I'm going to grab my laptop here. Karina says, "Did you stop thinking negatively about your mom?" and then she says, "So I think of her crap that she did to me every day, should I change that? I'm stronger and a better mother and wife than she was."

00:49:43 Brad: My friend Creina, is the name right?

00:49:45 Jenelle: Karina.

00:49:46 Brad: Karina, Karina. Your mom is a gift in your life. It's something where it's so it's so easy to want to hold on to that pain, right? It's so easy to just want to squeeze it and hold and have it be the reason it holds everything back, but once you release it, once you realize that if it weren't for her, you wouldn't be nearly as good of a mom as you are to your kids, then it's just...you realize that's one of the best things that ever happened to you and chances are that your mom was that way because she was hurting inside,

deep emotional pain, right? Hurt people hurt people. So what if you took the higher road and you chose compassion when you could choose hatred? What if you choose loving her regardless and giving her that freedom and realizing that it's okay. Like it's okay that that she did that because it created you. One of the best ways that you can break through this is to write a letter to her. She's never going to see it, but write a letter to her saying how much she hurt you, how much it held you back, how it just...this is something that I did and it changed so much for me. It allowed me to let go. I wrote a letter to my mom and like there were swear words, there was cussing, there was all this stuff just like, "I can't believe he did this to me. It hurt so bad." And the reason why we don't forgive is because we've never been able to express that pain. We've never been able to fully express to the person because frankly they don't care. So if you write that letter and you share what she did and how it hurt you and how you're going to let it go and why you're going to choose to let it go and how it's the key to your freedom and how you're going to say, "You know what? I'm so grateful. Even though this hurt, I'm going to forgive you because I'm so grateful for you because it led to me being an amazing mom." You're going to write that letter you going to seal it in an envelope and then as you're going to go out into your backyard or wherever you are and you're going to burn it. You're going to burn it. You're going to let it go and as you're doing it you're just going to repeat the words, "I forgive you mom." And it's going to be one of the most cathartic feelings you've ever experienced because you're going to finally let go of that weight that's holding you back from greatness. So to answer your question, should you let go of it? Yes, because anger and resentment isn't doing anything to hurt them, it's not getting back at them. It's just holding you back from your potential. It's just hurting you. So that'd be my advice, my friend, is choose to see the beauty in that situation because without your mom, you wouldn't be the mom that you're proud to be today. So I hope that helps.

00:52:09 Jenelle: That's awesome and I assume that that's a process. Like you probably have some slip-ups or some moments where you want to go the other direction and still hold on to that pain or whatever. So I'm assuming that that's kind of a healing process, right?

00:52:29 Brad Yeah, I still...and Karina, like I still get times when I just want to be like, "Mom, are you kidding me?" Right? It's not trying to be perfect in the process, it's that if you experience pain again, you let it go. You experience pain again, you let it go. And just like Jenelle said, it's a process and if you keep doing it consistently where you keep just choosing compassion and forgiveness instead of hatred and anger, then slowly but surely those feelings aren't going to rise up anymore and you're going to start to feel free and it's going to feel really, really good.

00:52:58 Jenelle: So, so good. Karina says, "Thank you. I will. Her birthday is on March 10th and she died. I'll do it then, thank you."

00:53:10 Brad: That's beautiful. What an amazing gift to give your mom, forgiveness.

00:53:18 Jenelle: Oh my gosh, yeah. Let me just tell you, people were crying. People were reaching for their tissue boxes and losing their eyelashes. It's all kinds of crises going on the other end of this computer. All right, well Brad thank you so much, once again, for being a part of this team call. It was just beautiful, so, so helpful and we loved having you on. We'll of course have you again and you guys, Brad Bizjack. Bizjack is B - I - Z - J - A - K?

00:53:47 Brad: B - I - Z - J - A - C - K.

00:53:49 Jenelle: C - K. I don't know why I couldn't spell that all of a sudden - .com. So make sure that you guys visit and follow his social media and I know some of you really want to work with Brad, so make sure that you do that. And again thank you Brad. We so appreciate your time and efforts.

00:54:09 Brad: Thank you so much for having me.

00:54:10 Jenelle: Yes of course. All right guys, whoo. Got the tissues here. That was deep and that was so good and I hope that you're sharing these with your team members. You never know, actually, you never know who needs this and how badly they need it. You never know. You might be thinking, "Oh this coach is, you know, complaining about this or is stuck and I understand why or whatever," and you may have no clue what is going on in their heads and they may not even be fully aware of it. That something that has happened in their past or things that happened in their past or it's even something that's more recent that really has made them put a wall up and close up. So definitely share this. Thank you so much for getting on you guys. I love doing these. I love having guests like Brad and let me know if you have any questions and we'll see you next time. Have a great rest of your afternoon. Bye.

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