

Hello there, my friends. And welcome back to another episode of the Your Next Best Step Podcast. I am your host, Theresa Cantley, and I'm about to cough. And welcome to another episode of the podcast if I can concentrate. Anyway, this is real life, real experiences, real coaching, and everything else real in between. I hope you are having a great week. I know there are so much stuff going on in the world out there with the coronavirus and I hope you are all staying safe and staying healthy. I do believe, and I said this on my last episode, that this is all happening for a reason, and those of us who are willing to take the risk and to find the opportunities in this adversity to hit the reset button, to look at things in a different way, to reconnect to our vision, we are going to soar and to thrive through all of this.

And people who want to move from a place of fear and lack and scarcity and make decisions shooting from the hip and stuff like that just never turns out... I mean, it might turn out okay in the initial onset, but in the long run normally, it doesn't. And I really do think that what's happening and I've realized it myself going through, I mean, I'm still recovering from having this surgery at the time when all this is going on in the world. And I really do believe that this is happening to get us to see things differently, to get us to see the world differently. If you choose to believe that, you can give yourself some grace and space to really find some different ways to do things in your business. This comes down to the topic for today that I wanted to talk about. I actually wrote a blog post about this, it was probably a good two years ago. And I've had some emails go out about it, which is this topic about the difference between being interested in something versus being committed to it.

And I've seen this again, with clients of mine who have contacted me and are in sheer panic about what's going on and have started kind of just throwing stuff out there, things that they are interested in, and just throwing things out there just to throw something out there to see if it sticks so that they can keep business coming in, instead of thinking about things, putting a plan behind it, and really staying committed to the vision and committed to the business, so that they can move it forward and have it last long after. I mean, this just isn't to do things for the short period. I believe that, again, forcing us to stop and look at things and say, "How can we make positive changes, not just now?" I mean, using this as kind of a now, but I mean, if you think about it, everything that's going on in the world and what's happening, this is something we've never experienced and it's kind of a new normal, and also a new thing that's changing the world.

So, if we're building stuff right now that's just shooting from the hip and just building things just for right now and creating alternative services just for right now, well, that doesn't quite make sense, right? So, if we stop and we think about it and say, yeah, we want to find different ways to connect with our customers and build new alternative services or build new things into our business that are going to last long beyond. But that takes commitment. The interest gets us started. Okay? It piques our interest, obviously. We have something that piques our interest, so there's things going on right now. People are interested in curbside delivery is now a big thing, just doing delivery if you've never done it in your business before. Or with other businesses that I've done, having yoga teachers that I work with, having yoga teachers do free virtual classes or doing virtual art lessons or whatever.

So, you start with, that interest gets you started. Okay? But commitment is what ends up happening to drive us and get us to that success that we're looking for. When we don't have that commitment, that's when results fail. Relationships fail, things that we're trying fail. If we don't have that commitment there after we get something started, which is why with some of these people that are just kind of throwing stuff out there, because their interest is to what? Make money. Or to what? To keep their business open. There's not necessarily a commitment, that right commitment, that commitment that is going to put skin in the game, that commitment that has intention and desire and vision behind it. It's just a, "I'm interested in making money. I'm interested in keeping my business open. I'm interested in doing what I

can right now." Which you can see, even me just saying it, you can hear the fear behind those statements.

Versus when you have a positive commitment and you're dedicated to the process that you need to go through to get to the end result that you want, and you can have that commitment and keep that commitment long after you reach that level of success, or have something work out that you've been working on building, which is why taking time to think about things, taking time to put a plan together, taking time to read about things and to really format a strategy or a process to make whatever it is that you're trying to do happen. Because here's the thing, is that when we are moving from a place of fear and we get something started, because quite frankly, anything in life, you can half-ass. So, if you're half-assing stuff right now, just to get it up and get it out, and just do something, well, anytime you take a shortcut, it always leads you going back to the beginning anyway, right?

When you try and cut corners or half-ass something, it turns out half-assed, right? So, when we take the time to do the work and take the time to take full responsibility, to step into our leadership and say, "Okay, this is what's going on right now. I'm really looking at it and saying, okay, this is what's going on right now and we're not going to lose sight of the vision that we have and the goals that we have for this year. But right now, we need to take a little bit of a detour. We need to take a little bit, this is a little bit of a speed bump and we just need to course-correct and shift things around a little."

If you're just interested in something, if you're just interested in making money or you're just interested in getting by right now, you're not going to be able to course-correct. You're not going to be able to make things really work and be sustainable. Inevitably, because we are just kind of throwing something out there, it doesn't have a whole lot of, it doesn't have really strong legs underneath it and can crumble really easily. and I have talked to a couple of my clients and, again, some of them just wanting to, because they're just panicked and just wanting to put stuff out there, and not thinking it through, to say, "Okay, we don't have the infrastructure in place for this thing that we want to do but we're going to put it out there anyway." And that's fine.

But having some backup plans, which some of them didn't, just in case like, "Yeah, we can't handle the volume of this so we're going to do X, Y, Z instead." Some people just don't, they're not thinking it through, and it doesn't have to be thinking it through for like days, but just really thinking about something and saying, "Okay, this is what's going on. This is what we have in place right now. This is what our phone system looks like. Or this is what our online system looks like. And this is what we want to do. And how can we bring the two things together?"

Inevitably, when we don't take that time to think things through, when stuff does fall through, then everybody wants to play the blame game, right? But if we take some time and then if we have an idea or we're looking at what's going on, and we have that level of commitment when we have that momentum going or when things start to look like they're falling through and we start to feel like, "Uh-Oh, I don't know if this is working out." Those voices start to creep in that tell us, "This isn't working out." And we start to feel our motivation slowing down.

When we have that full level of commitment in an idea or in a business or in our vision, that is going to pull us through bigger and better than anything else. And that's why when we're just interested or we're just putting something out there just to put it out there, to just try, and just try and make something happen, and we're shooting from the hip, and we don't really think it through, when stuff starts to not go right, we don't have that commitment to pull us through. So, when the motivation starts to fall and the momentum starts to fall, there's nothing to catch it. There's no safety net, as there would be if we had that full level of commitment, that full level of commitment that it gets messy and things get frustrating and things, again, we might run into some more roadblocks.

But having that commitment and that dedication because what's behind commitment? Intention. What's behind commitment? Vision, drive, focus, all of those things that fuel those committed actions. And that's how we can move forward and stay determined and keep showing up far longer than if we just are approaching something and doing something for the sheer reason of just trying to stay afloat. When we put fear behind anything, when we put fear or lack or desperation, when we put that behind any kind of action, the results that we get, the thoughts that come in, any of that, is always going to be fueled with whatever we're putting into it. So, if it's fear or lack or scarcity or... Just lost my thought. Being afraid or desperation, that is what's going to end up coming out on the other end.

So, if we are committed, and again, remember, what's behind commitment is dedication and vision and focus and intention. When we have that, and we stay committed to whatever it is that we need to do right here right now, but also staying future-focused for it, and building things that will inevitably help us in our business moving forward, and help us in our business to build better experiences for people now but also in the future, to help us to shift our focus on our business and shift our perspective so that we can just let magic happen. And also, just keep showing up for the people that we care about, keep showing up for our community, keep showing up for our customers, for our employees, and for ourselves. So, if you just have interest in something and even if this whole coronavirus thing wasn't going on and you just have interest in getting something started or you just have interest in trying out a new idea or a new service in our business, just having that interest, that will only get you started.

But having that commitment can take that interest and just continue to move it forward. And when we have that commitment, in whatever it is that we're doing, that's how we can find those innovations, those new ways of doing things in our business, that ultimately will lead to making a huge difference. Because think about it. If we didn't have this adversity, if we didn't have things like this that happen, if we didn't have something that challenges us in our business, then we would never, most of the time, we wouldn't really ever think about trying something different or doing something different or creating something different in our business. Because a lot of business owners, they reach a level of success and they get comfortable. So, when we have this adversity, it will spark some kind of idea about something that we can do.

But again, it has to have the intention behind it that's positive and growth and possibility and opportunity and not fear. Because again, interest gets us started but that commitment is what keeps us going and keeps us moving forward. And that commitment is what's going to make a giant difference or enable us to make a giant difference for others in our business, by what our business does, what our business cares about, what we stand for. That commitment is going to help us to carry that forward, faster than any motivation ever would.

So, remember, there's a difference between just being interested in doing something and having the commitment to stay steadfast no matter what happens, to continue to move forward. That commitment is what is going to help us to show up every day to find the right processes, the right procedures, the right people, the right outlets, the right services, the right products. That commitment will keep us going when the motivation starts to dwindle, because we hit road bumps or we hit difficulties.

So, you can ask yourself with everything that's going on. Give yourself some time and say, "What have I really been just kind of dabbling in because I've been interested in it? And what have I kind of put some half-assed work into, and what do I really want to stay committed to? What do I really want to put commitment into, so that I can make a giant difference in this world? And if you take a look at it and you look at your tasks, you look at the things that you've done, you'll get your projects or your goals, what have you been committed to? And again, what have you just kind of just thrown something out there? Because whatever you stay committed to, that's what you're going to see the biggest results in.

And the more you show up and the more commitment you have, the bigger the results that you're going to see. And that is for anything that you're doing in your business at any point in time. But remember, that commitment, no matter what happens when things like this happen in the world or when we have employees that quit or things that aren't necessarily working out right, bad reviews, that commitment is what's going to keep us going time and time and time again.

So, I hope this episode helped you. And remember, take some time and think about, "What have I been committed to? What have I shown up for and what do I need to show up for more?" I would put money on it that when you take a look at it and you say... Because I've had people say to me, "I'm committed to being the best manager ever." But when we look at their daily tasks or their schedule or whatever, all they're doing is just putting out fires every day. They're not fully showing up as a leader and as this amazing manager. So, going back and asking yourself, "What are you committed to?" Looking at the results that you have and the results that you want to achieve, and asking yourself, "What have I been committed to? And what can I recommit to, instead of just being dabbling in something, but what can I recommit to? What is something that I've been interested in doing for a while and now, I can recommit to and really make it happen? Really make it happen.

Take these next couple of weeks and really focus on breaking it down into small actionable chunks, and then putting it on your schedule for daily, every day, little pieces that you're going to do and how you can then recommit and stay committed to it to see it through to success.

So, I also have a free download if you want to get some ideas to kind of help you get started on maybe some new stuff that you want to do, some new things that you want to commit to in your business. You can download my free... It's My 10 Secrets To Massive Growth. If you go to TheresaCantley.com/10, the number 10, secrets, you can go ahead and download it for free. It'll walk you through 10 different things and give you some actionable steps for each thing of what you can start doing right here, right now to recommit and to stay committed so that you can see the results that you want to see in your business.

So, anyway, until next time, stay healthy, be safe. Spend time with your family. Hug some loved ones, bake some cookies, whatever you need to do to stay happy, stay healthy, and stay committed to your vision, and to your dreams. So, until next week, have a great rest of your week. Take care.