

Well, hello there and welcome back to another episode of the Your Next Best Step podcast with me, your host Theresa Cantley. I am so happy that you're here for this week's episode because today we are going to dig into the three gifts that we've all been given, and how that relates to what's going on right now in the world. So, last week I had the honor and the privilege and just the blessing to be in a virtual workshop. It was supposed to be a live workshop out in California, but of course, because of coronavirus, they changed it to a virtual workshop.

I don't know if you've ever done a virtual workshop. I mean, live workshops are hard as it is. They're very intense. It's long days, you're learning a lot of stuff and it's just full of so many aha moments and valuable information, and I just love them. But, virtual events, it's like, I don't know. For me, I feel like it just, you know, you're not live with people and that's okay. But, I think there's another level of intensity because you're looking at a computer screen the whole day, and you're focusing or you're really trying to focus, because it's so hard to get distracted because you have your computer there, and at the same time you're getting this super, super valuable information and you're connecting with people, and it's just ... I don't know, for me, they always just seem like much more intense, but that's just my opinion.

But, anyway, so I was at this virtual workshop last week with my mentor, who's been my mentor for several years, Mel Abraham. If you're not following him, you definitely want to pop on over to melabraham.com, or you can find him on Instagram @MelAbraham, or even on Facebook, same thing, @MelAbraham. He is the guy who teaches people to be thought leaders, to really build their thought leadership, and people call them the Framework Guy, but I just think he's just an amazing person. I mean, take all the thought leadership and all the other stuff out, he's just an amazing person with an amazing story. Anyway, he had this workshop last week and he talked about it in the beginning and then he closed the whole workshop with three gifts that we've all been given, and I wanted to share this with you and kind of talk a little bit how this ties into what's going on in the world right now with small businesses.

As you know, I work with local business owners, with small business owners to help them to increase their income and their profitability by thinking differently, by acting differently, and leading differently. I wanted to talk about these three gifts and how this relates to what's going on right now, particularly how it relates to all the things that are happening with the PPP loans and the EIDL loans and the tax credit that's out there, the payroll tax credit, and everything in between that's going on and just kind of the whole situation as far as what's happening with small business owners, and I wanted to talk about this. I mean, number one, I've been right in the middle of it between myself and my own business, but then also trying to help my clients navigate what to do next and what should go for and how to apply for it, and, you know, the whole thing.

I wanted to talk about this because I've seen so many things on social media, you know, either groups that I'm in or friends of mine, or people who are also small business owners. In the beginning when this whole thing happened, it was like, we're all in this together and there was such a solidarity with everything. Slowly and slowly and slowly, and I just think it's just human nature I guess, I don't know. You know, and I tell people you need to really watch your inputs, what you're reading, what you're participating in, what you're watching, because it can positively impact you or negatively impact you, and right now we need things that are going to give us positive inputs. But, I've seen people commenting on what the government isn't doing and how bad these programs are that people put out, and how if you're a small business owner it's going to hurt you, and don't even bother going for it because the government's going to end up screwing you over. If you have small children, sorry. Just, like negative comments.

I have even seen where some of my clients who are really trying to make a difference and doing whatever they possibly can to keep things going, and they do Facebook lives several times a day to

engage with their community, and I've seen people jump in and make comments, like negative comments, and come to find out that the people that are making the negative comments are small business owners themselves, which totally blows my mind. Totally blows my mind, because it's like, you know, if you're a small business owner, you know how hard it is right now. Why are you criticizing someone, a business who is trying everything possible to keep things going and connect with the community and make people feel good? You know, let people know that they're not alone, that they're going through it and they're doing whatever they possibly can to help the community, and in particular, people who are in need. You know, it's a restaurant and they're giving away free food.

So, to have somebody come on and criticize them because they didn't have the right gloves on when they were doing a demo, and nobody eats that food anyway during the demo, so it was just really disheartening. I wanted to relate these, this talk that my mentor Mel gave at the event to these things that are happening in regards to what the government is trying to do to help small business owners. So Mel, you know, like I said, he's just so amazing. But, he basically said to us, "You know, every moment, every moment counts. We are given, because if you think of life, life," and the metaphor that he used was like a loaf of bread, okay, which I thought was kind of funny.

But, life is like, if you think about it, it's just like a big loaf of bread, and if you slice the loaf of bread, you had these little slices of time and these little slices of life. And, it's just like as you open up the bread and you take a piece out or two pieces out to have toast or a sandwich, you know, you eat the bread and you don't get that back. Right? Same thing with time. So, every time we do something, we want to make sure that every slice of our life counts and that we are not wasting anything with it. This forces us to really think, or it can force us, to really think larger and reach further than we ever would have before.

Right now with everything that's going on, this is really challenging people to think bigger and think farther and really determine how, or what their perspective is now, but also what their perspective is for their own future. Those who don't want to really ask themselves these hard questions are going to stay stuck and stay in a place of fear and worry and struggle, and not shift that perspective for what the future could potentially be or what they want it to look like. Right now, we have this choice, and that choice is either to continue in fear or we can really lean into and think about what's possible for the future. Like I said, things that are happening right now are forcing us subconsciously to really think about things and pay attention more to our thoughts and what we believe about this situation, our situation, about life in general.

I mean, I know people who are like, "The economy's going to be great. We're going to recover from things and everything's going to be great," and then I have, you know, there's another person in the same conversation that's saying, "Oh my gosh, this is doom and gloom. This is Armageddon, and it's never going to recover." But, we have the choice at any given time to determine our own thoughts and determine our own path, and it's really not for anybody else to determine; the government, you know, the community, whatever. It's up to us to determine what our right next steps are going to be for our business and our life. In that thought, or having that perspective of every moment counts and we can't waste any moment, thinking about these three gifts.

The first one, you can probably guess, is the gift of our time, and choosing how we spend our time, choosing what we're going to do with our time. Because, if you're investing your time in doing something, you're not going to get that time back. Right? Just like you're not going to get that piece of bread back after you eat it. But, when choosing how we're going to spend our time, choosing who we're going to spend our time with, choosing what we're going to invest our time in, right now more than ever, but, I mean, just overall, it's so important because we are given that gift of time. So, choosing what we invest in, are we going to invest, like I said, inputs, watching our inputs. Are we going to watch all this news where it's constantly painting a picture of doom and gloom, and participating in chats on Facebook

that just rip apart the government and rip apart any kind of program or anything that's put out there that has the intention of trying to help people? Are we going to do that? Are we going to spend our time participating in that?

Or, are we going to spend this gift of time choosing to do the right thing? It's not always the easiest thing, but the right thing of investing in people that can help us, asking the right questions, not watching the news all the time. Picking really small slivers of times to watch the news so we can get caught up on what's going on, but then spending our time, whether it's connecting with friends or connecting with family or reading a book or working on our business and figuring out, planning what we're going to do over the next three months, six months, 12 months, 18 months. You are given that gift of time, and everybody is given this, but not everyone is given the same amount of time, and we don't know what that amount of time is either, and at any point that time can be taken away from us. So, taking that gift of time and choosing what it is that you want to use, what you want to do with that time.

Second one is we've all been given gifts of talent. We've been given our gifts of, you know, these gifts, our special, unique gifts that were given to us to do something with. Whether it be to be a good gardener, whether it be to be a good teacher, whether it be a good mentor, a leader, whatever that is a good sewer. To use our talent, those gifts that we've been given in connection with the time, using our time for good and for service and for help, and using those talents in that time to do something positive in this world, to really connect to those talents, to do something that we really are passionate about.

Because, the next thing, the third gift is the gift of treasures. People we treasure, things that we treasure, you know, things that we're passionate about and that we love in this world. Movies or books or pillows that we love or our bed or our spouse, our children. Taking that gift of time and using our talents and cherishing those treasures that we have. Thinking about these three gifts that we've been given in any time, no matter what's happening out there in the world. But, even right now, because right now the thoughts that we have about stuff are so magnified just because of what's happening. So, really thinking about these three gifts, because we only have this one life to use these three gifts and to really use them to the absolute fullest, highest potential.

How this relates to what I was saying before as far as what's happening in the world today and the comments that I've been seeing from people, there are so many people out there, I mean, small businesses are struggling. There's a lot of small businesses that, yeah, I think I heard today, one small business closes every hour during the day during this whole pandemic, one business per hour. That's unbelievable. For me, I mean, one of the reasons, one of my main why's is, why I started my businesses because I want to help small businesses, local businesses grow and thrive and flourish, because that's what keeps communities going. That's what keeps our economy going. So, to hear that fact that one business closes every hour was just mind blowing.

But, here's the thing, is that, again, we have the choice to use our gifts. I know people, I've seen it on the TV, I've seen, I've talked to people, to business owners. There are people who didn't get the PPP loan, that didn't get the EIDL loan, that, you know, now this tax credit thing is coming out, and they're not giving up. Even though I didn't get the loans, and I'm not giving up. Those people are choosing to use those three gifts and to move their business forward, to do whatever possible to move their business forward. I've seen interviews with business owners who are just devastated about not getting the loan and thinking about, "Oh my gosh, how is my business going to be able to survive and what am I going to do?" But, at the same time, they're not giving up. They're trying everything possible and really tapping into that creativity.

On the flip side of it, I've seen business owners who are waiting around for the government to come and save them. You know, they didn't get the loans, and some of them didn't even apply, they just are sitting there complaining about the fact that they're not getting free money in some form. At the same time,

they're also not doing anything to try and come up with alternative services. Right there, the fact that they are complaining and the fact that they're not using their talents and they're not really honoring their treasures in life, you know, that's disheartening. They're just waiting for the government to come in and save them. You know, my philosophy is apply for the loans. I mean, I told all of my clients, "Apply for the loans. Apply for the loans, apply for the grants. Whatever you can do, get out there and do it," and there are people who are fighting to get the money to the people who really need it.

But, at the same time, you also cannot sit there and do nothing. It's like being in the ocean and just not trying to swim to shore, not trying to swim to the life raft. Just sitting in the ocean doing nothing and just waiting for somebody to drop by and save you. Why wouldn't you swim to the life raft where they're going to come and pick people up? Why wouldn't you try and do something as best as you possibly could to make the situation better? Even though you didn't get the loan, or even though the government assistance hasn't hit yet for you, it doesn't mean that you have to give up. It doesn't mean that you sit there in inaction. It also doesn't mean that complaining publicly and tearing down others is the right thing to do, because it's not.

Because, that whole thing from the beginning, we're all in this together and that solidarity, I feel like in some form, I've seen it, that's starting to come apart. Instead of us collaborating and helping each other to keep our businesses going and keep things moving forward, I see people tearing each other apart and tearing each other down. I just wanted to remind you, and I wanted to do this podcast episode because last week, sitting in this workshop and going through things and talking about, I mean, there were many people that were on this call that have lost revenue, significant amount of revenue, that are on the verge of losing their business.

There were some people that were on the call that work full time and have a business on the side, and they were laid off, so they're unemployed and now they're trying to get their side hustle up and running. To hear all of them and watch all of these people, no matter what their situation was, just have that faith and that belief, and that they know that their purpose is filled with service, that they are not going to give up, because it's more important for them to get their business out there and to be able to help others than it is to just give up and fold everything.

I wanted to just tell you, no matter what your situation is, don't wait for someone to come save you. Don't wait for the free money to come and you just sit around and do nothing. Because, remember, we were given these three gifts for a reason, and if we don't lose those three gifts, then we have given up on the people that have fought for us to get us to where we are today. Our parents, mentors, employees who have stuck by our side, teachers, leaders that we've been, you know, previous bosses. Even the people in our government, and I'm not a political person and also I'm not saying what's going out there that is right, but there are people in the government, good people. There are people in the news, good people who are fighting to save small businesses, who are fighting for what is right and really trying to make a difference and really trying to make this situation that kind of imploded, to fix it.

So, if we give up on our gifts and we don't pay attention to those gifts and we don't honor them, if we don't do that and we choose instead to just sit on our butts and do nothing and wait for somebody to come save us, if we don't step into our purpose and step into that motivation that we had when we first started our business and use it to now fix our business or save our business, if we don't do that, then all the people that fought for us, then it was all for not. You know, there's always going to be some kind of a situation that happens that it's going to be a big giant lesson, life lesson, life experience. If we choose to not recognize those as stepping stones and something to light a fire under us, to move, to do what we can and to fight for what we have, if we don't choose to listen to that, if we don't choose to look at it, that, this is a chance for me to step up. This is a chance for me to fight and do everything possible that I

can instead of just waiting around for something to happen. Well, then the work that we've already done, how much meaning is behind that?

I encourage you to think about these three gifts. To think about the time, the gift of time, the gift of talent, and the gift of treasure, and think about it and think about how you can use those three things for good. How you can use those three things to help your business, but also to help other businesses in your area so that we can all collectively save each other, be there for each other, help each other, be kind to each other, and also be kind to ourselves. If you're with me and this is something that you are interested in, I want you to drop me a comment below, let me know, give me a review, a review, a comment in the reviews and just let me know what you're doing to use ... You can leave a comment in the show notes, you can leave a comment in the reviews, but I want to hear what was most valuable in this episode. But, also, what are you doing to use your time, your gift of time, your gift of talent, and your gift of treasure in this time? In this uncertain, unprecedented situation, what are you doing to honor those gifts and the people that fought for you to get to where you are? You can also send me an email to theresa@theresacantley.com, and I'd love to hear from you.

If you go to theresacantley.com, my website, you can also sign up to receive my weekly inspiration where I give VIP special offers to when I open up working with me one on one or when I open up to new programs, or even just other helpful tips, advice, and all kinds of things. But, the main thing is I want to hear from you. I want to help you to really honor those three gifts, now and even moving forward. Let me know what you're doing right now to honor those gifts, and let me know what you're doing to try and move things forward as best as you possibly can. Until next time, until next week, stay healthy, stay safe, be well, and don't forget, we are given these three gifts in this absolutely one amazing, beautiful, crazy, mysterious life. All right, bye for now.