

There is no way to predict the future. The only way that we can actually predict the future, is if we believe in what we want to do enough that we start to create it. And in fact, I found this quote from Alan Kay, "The best way to predict the future is to invent it." and it's so, so true.

Hello there everybody, today we are going to talk about this topic indeed, and how it relates to the circumstances that surround us on a daily basis. So I'm happy that you're here, thank you for joining me again. I am Theresa Cantley and this podcast is all about giving you the tools and the things that you need to not only grow the external pieces of your business, your strategy, put some plans in place, your goals, but to also grow the inside. To have it grow from the inside which is to really do what you need to do to grow you. So that you can be the best person that you've been born to be, as well as help the people that work with you and for you to be the highest and best version of themselves.

So today I wanted to talk about, and this comes from a conversation, a couple of conversations that I actually had last week, and just things that I've been pondering myself since my mother-in-law passed away recently, which I've talked about on the last episode, and just thinking about things and things that happen. And I've had a couple of conversations with clients of mine this past week, because we're entering into a new year, we went through a lot of challenges and a lot of things that happened last year that helped us to grow, if indeed we chose to see it that way.

And the thing is, in listening to these people and listening to my clients and having these conversations where circumstances have come up, whether it's trying to get the second round of the PPP approved and struggling through the process where things that they did the first time, the first round aren't necessarily the same this round, and trying to pull the information that they need and not hearing anything, and having frustration with the portal that their bank had or... I've also talked to people, I've also had conversations with clients where they have had situations in their business where they've had huge amounts of growth because of COVID, which was great for them, but that also meant that the challenges don't go away. In fact, the more you grow, the bigger the challenges, the harder the challenges are.

So the thing is, and what I said to them is that you're always going to have circumstances that impact your business and that even impact your life. Whether it be a death as we experienced, or whether it be something that challenges your business or challenges you as an entrepreneur, as a friend, as a husband, as whatever, there are always circumstances that come up. They never ever, ever go away.

But really what gets us to the next step or gets us through these circumstances, is how we show up. How we show up and how we handle the situations and the circumstances that have been given to us. And I know many times over and I've experienced this myself, when circumstances happen they're not necessarily the easiest to deal with. I mean, I've had difficult clients. I've had clients that I've had ways with. I've had things happen to me that have impacted my business. And over the years owning several different businesses. And the thing is that those circumstances never go away.

And in fact, again, the bigger you get, the more you grow, the more challenging those circumstances become. And what ends up helping us to move through it and to get through whatever is thrown our way is, again how we choose to look at things and what we choose to focus on. If you choose to focus your energy, and I am not saying I am immune to this because I'm absolutely not, I mean, I'm human just like anybody else, but when we have circumstances that come our way that are very challenging, we have a choice as to what we're going to focus our energy on. And more times than our people choose to focus their energy on whatever is happening in this current circumstance, which is basing your thinking on the circumstance, which is circumstantial thinking.

And when we do that, when we choose to focus on what that negative thing that's happening right now, so maybe it's you've had a huge amount of growth in your business, and you've had to put out a ton of

cash to buy inventory so that you could get product in, and maybe you've had delays that have happened because your suppliers are overseas, and it's just like the snowball effect, or even maybe you've had the struggle that a lot of business owners have had, if you're in the restaurant industry and you're paying out high fees to third-party delivery services, and the food gets there and it's not the quality of food that you would normally put out. Or maybe you've had a difficult time retaining employees, or maybe you've even had a difficult time just making ends meet, now you're trying to get the second round of the PPP or the first round of the PPP, and you're scrambling to find the documentation that you need.

Whatever that is, we have a choice to either look at that circumstance. I don't have enough money, I'm trying to get inventory, my product is delayed, I don't know what I'm going to do, and we just keep focusing on that. Or again, like in a circumstance where, oh my gosh, we don't have any money for our bills, we've had a downturn in our business because of the circumstances that are happening and I don't know what we're going to do, and we continue to focus on that and we even talk to our staff about it. And everybody starts to focus on it. And then what happens, we all end up in a big swirl.

But again, we have the choice of where we can put our energy. So back to the quote, "The best way to predict the future is if we invent it." So when these circumstances happen, the more we realize the circumstances are never going to go away, there's always going to be something that happens. Good or bad, or either something that's just in between, we always have a choice of, are we going to just solely focus on the circumstance or are we going to think differently about it and invent our own future?

So I wanted to give you five things that you can think of if you found yourself recently in a situation in your business where things are super difficult and you feel like it's impossible to get through it, and that there's no solution to it, there's no answers, and that this is just going to just take you completely down. If you felt like that, I want to give you five things that you can think about. Just five easy things that you can think about that can help you to shift where you put your energy. You can stay in that circumstantial thinking, or you can actually think, I call it future based thinking and start inventing that future that you want to create. We have more control over our circumstances than we think we do. We don't have control over the outcome, but we always have control over the effort that we put into getting through the situation and finding a solution for it.

So the five things that you can do, is number one, really understand what success means to you. So if you find yourself in a situation and you go back to what does success really mean? So when I have this conversation with a client of mine and they were in this very frustrating situation and they had all these things that kept impacting, and the more they focused on the negative circumstance, the more negative things started to happen. And I asked one simple question to them, I said, "Think, just stop yourself for a second, what does success mean to you? How do you define it?" And they came back and said, "A healthy family, being with my wife and kids." And they started like being able to provide for them, having being able to own my own business and have own my own business for X amount of years and not having to work for someone else.

So the more they started to think about those things, the more you could start to see it all over their face, the more they started to shift where they were putting their focus. So instead of focusing on the negative circumstances that were happening, the more they went back to how they define success for them, the more they were able to start thinking about that future they wanted to create and how they were going to start to move things forward.

So the second thing is, that goes along with that, it's have a clear vision. Have a clear vision of what it is that you want to do and how that aligns with your definition of success. And the more your vision becomes like your GPS, so in situations like this, the more you can stay aligned with that vision and the more clarity you have about really where it is that you want to go, and what you want to do, and that

grand or a future that you want to create, the easier, and I don't mean easy as in hit the easy button, but the easier it is for you to block out the negative energy and focus on what you need to do next. What next best step can you take to start moving things forward? Because again, if you focus on the negative stuff that's happening, you're going to bring more negative stuff to you.

Third thing is start to set goals, small goals that align back with the vision that you have and the things that you want to create. Set yourself some small goals that you can then, here's the next step, break into actionable pieces that you can work on every single day. Even if it's one thing, two things, I like to tell people, try and focus on three things per day, but it will start to give you small steps towards big change, towards big solutions. And the more small steps you can take, the more of an impact you're going to make on starting to move yourself forward.

And then the fifth thing is, have a mantra. I don't care what that mantra is, it could be you got this, or it could be believe in you, or it could be whatever. Have a mantra so that when you get stuck, it's something that will remind you of what it is that you are doing and what it is that you want to do. For me, I have five words written in front of me, I'm actually looking at them right now and each one of them has a little statement afterward. So for me, my mantra is just those five words. And then I go and I can read those five words that will help me to get back on track.

So number one is, understand what success means to you. Number two, have a clear vision that aligns with that as far as where you want to go, what you want to do and that grander future that you want to create. Number three is, set goals that align with that vision. So number four, you can break them into actionable pieces, small actionable steps that you can do every day. And number five is, have some kind of a mantra or words that will help you to get unstuck when you find yourself swirling down when these negative situations happen.

Because here's the thing, in order to be resilient, a resilient person, a resilient business, someone that can thrive no matter what circumstances and impacts happen, somebody who a business or a person that can bounce back or get back up when things get really hard and they can dust themselves off and keep moving forward, a business that protects its most valuable assets, which is its people. So the more we can understand what it takes to be resilient, the more we can get through any of these circumstances that come our way, because circumstances are going to happen. Life happens, and it happens when we don't want it to happen, but unfortunately that's just the way that things are. There's nothing we can do to change that, but we can change. We always have the ability to control how we think about that situation. And then the next steps that we take to move us through whatever is happening.

So whether you've had people quit, you've had bad reviews, you've struggled to pay your bills, you're struggling to get funding, whatever it is, you always have more control than you think because you always have the ability to control what you think or how you think about a particular situation.

So I hope this helped you, and until next week I have a really, really cool episode coming. Episode... Well, I'll save it. But I have a really cool guest and a really cool episode coming very shortly and I am super, super excited to have my guest share his wisdom with you because he has given me so much wisdom over the years. So I am super excited, super excited to have him on the podcast soon, but until then have a great rest of your week, stay well, stay healthy and I will see you soon. Bye for now.