This is going to be a little bit of a different episode because today, I want to talk about something that is a bit of a pet peeve of mine and I think it comes from when I was younger. And I can tell you numerous stories, but when I was younger, anytime anybody told me that I couldn't do something, I always wanted to try and prove them wrong. I remember one time when I was younger, I wanted to get my bike out. We lived in this very rural area and I wanted to ride my bike on the street. And my mom was busy and she was like, "Oh, I can't get it for you right now. I'll get to you in a bit." And I was like, "Well, I can get it." And she said, "No, you can't get it." And I thought, "Yes, I can." So, I went out to the garage and there were all these soda bottles. This was back in the day when we had glass soda bottles and we used to get them in a wooden crate.

And they were stacked up because my parents were taking them back to the store to have them recycled and they would get money back. So, they were stacked up next to the pile of bikes and I decided I wanted to get this bike out. My mom told me I couldn't do it and she would have to get it, so I thought, "You know what? Forget that, I'm going to try myself." So, I wedged myself in there and I'm pulling the bike out and I'm jiggling it back and forth because it was stuck on the other bikes, and crash. All of the soda bottles came crashing down because they were stacked up pretty high. Thanks dad. And lo and behold, I ended up getting cut from a piece of glass that flew up and hit my leg. But during the whole time, I just remember coming into my mom and being like, "Something happened. I'm really sorry about the soda bottles."

But the whole time I kept saying, no matter what, even though I ended up hurting myself, I and my mom was obviously then freaking out as we were driving to the hospital. But it didn't matter because I kept saying to myself, "I can do this." Someone told me I couldn't and I was like, "I can do this." And lo and behold, I did get the bike out by the way. But that comes up in my life so many times. I mean, from my old boss that used to tell me I couldn't do something, he would do it on purpose. He would say, "Oh, you can't do that. You're not able to do that." And I would prove him wrong and he would do it on purpose because he knew I would do that. But I find myself, it's a pet peeve of mine when I hear people say I can't, I can't, I can't do it.

And someone once told me when you find yourself saying, "I can't do X, Y, Z," replace can't with won't because anything and everything is possible. You are capable of so much if you indeed put your mind to it. And a lot of times people, when they say I can't and I find this a lot working with business owners, we'll be talking about, "Okay, what are your goals? What is your vision? What do you want to do with your business?" And they tell me, and the next thing I know it's I can't do that because of X, Y, Z. And I had a conversation with a client of mine a couple of weeks ago, and we were talking about a challenge that they were having in their business. And we went back to, "Okay, well, what is your ultimate goal? What is the vision that you have here?" And it was this big grand vision for their business, but this challenge that they were having was preventing them from moving forward.

And I said, "Well, what are the possibilities? What are the solutions that we can come up with to get through this challenge, because this challenge is here for a reason? It's either here to show you a different way to get you the results that you want to get, or to give you what you need to get to the results that you want to get." And I remember this client said to me, "Theresa, we can't do that because of..." And they proceeded to tell me all of the reasons why they couldn't do it, and it was almost to the point where they were defending why they couldn't do it. And that's what we call fighting for your limitations. And the thing is, is that the more we fight for our limitations... And I used to find myself doing this couple of years ago, where I would say, "But I'm doing all of this and I've tried that, and I've tried that, but then this happened, and this happened, and this happened."

And someone said to me you're fighting for your limitations. You're giving me all the reasons why you can't do it, instead of thinking about, "Oh, I never thought of it that way," or, "I never thought of doing

that, or, "Maybe I'm doing it wrong, let me hear what you have to say." So, I hear a lot of people as we're going through working on correcting things in their business that need to be corrected or implementing processes that they haven't wanted to implement before, I hear this, "I can't do that because X, Y, Z." I heard this yesterday and it is a pet peeve of mine and it gets into my core and my heart, and it just irks me.

We were talking about putting together because now the economy's opening up and businesses are starting to pick up speed and everything's starting to pick up speed, and now is the time where you want to take the time to look at your business and say, where are the gaps? Where are the holes? Where can we do things differently? Where can we figure out what hasn't been working right and then use that to propel us forward? And most of the time it's looking at the processes that we have in place, or that we don't have in place and saying, okay, how can we create a process so that we can streamline things or educate our employees or connect with our customers in a deeper way? But I hear this a lot where people say, "Well, I can't do that now because I'm so focused on running my business. I'm so focused on just taking care of customers and doing this and doing that, that we don't have time to do that."

And I get so agitated because it's like, you do have the time, you need to make the time. And in order to continue to have the business grow and to continue to achieve all of the things that you want to achieve, you need to make sure that you are focusing on the right things. You're focusing on the vision and you're focusing on the things that you need to do in your business to move you forward. As I said, I hear this so often, "I can't do that. I can't do that for whatever reason." And if you find yourself saying that, if you're doing something in your business or just in life in general, and you say, "Well, I can't do that," replace can't with won't. "I can't run that 5k," well, replace it with won't, I won't run that 5k. "I can't focus on moving the vision forward," I won't focus on moving the vision forward. Or, "I can't buy that new car." And maybe you can't buy the new car right now, but figuring out a way that you can buy that new car.

So, again, this is a pet peeve of mine because, so often, people live their lives by their limitations, instead of what's absolutely possible for them. They live their lives and go run their business based on what they can't do instead of what they can do. They let those limitations dictate the actions that they take every day and the activities that they do every day, instead of thinking about what's possible and focusing on what's possible and focusing on, this is the lifestyle that I want to live, and these are the things that I want to do and figuring out a way to get there. So, if you find yourself saying I can't, take a look at it and see if you are fighting for your limitations and you are giving every reason why you can't do it, instead of focusing on looking at things through a different lens, looking at things from a lens of, "I never thought of it that that way," or, "Oh, you know what? Let's see what's possible."

I had another conversation. I sat in on a leadership meeting last week and I heard every reason, every problem, every reason why, and just focusing on problem after problem, after problem. And finally, I stepped in and said, "Instead of focusing on why you can't do it, focus on what is a possible solution so that we can." So, if you find yourself doing this, take a deep breath and stop and say what really is possible here. And instead of running your life and your business by what you can't do, try a different way, try a different perspective, and try running it by what is possible for you and finding the solutions and finding a way to make things happen.

So, until next week, we actually have a really amazing episode coming on. I am interviewing my first client on the podcast. I don't know why I haven't interviewed clients before, but I am interviewing, bringing on two of my clients, and we are going to have an amazing conversation about running a business, about starting several businesses, about failing in business, and everything in between. So, you're going to want to stay tuned for episode number 20, which is coming next week. But until then, again, remember, run your life by what is possible. Run your life, use those holes that you find to guide

and direct you, not to hold you back and prevent you from achieving everything that you've wanted to achieve. So, take care for now, and I will see you next week.