

Message in a Bottle: Doing It Afraid



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"Doing It Afraid."

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Message in a Bottle: Doing It Afraid

Kelly: Hi everybody. Welcome to the next episode of Message in a Bottle for [Beachpreneurs](#). You're here with Kelly McCausey and Nicole Dean. Hi, Nicole.

Nicole: Hi, Kelly.

Kelly: This time, we have a roundtable with Lain Ehmann, Therese Sparby and Tracy Roberts. If you don't know who they are, check the show notes. I will include bio information and links to their websites so that you can learn more about them.

Our topic is doing it afraid. I want to get us started on the topic and then we're going to roundtable on some talking points. We are all entrepreneurs, solopreneurs and women in business. Oftentimes, from the moment that we decided to start our business, and then every time we ever leveled up in any way, whether it's stretching out into some new area or stretching out to a higher income level or doing something we've never done before, it's uncharted territory. It can be really scary.

There is fear and intimidation. I feel that those two words can be used interchangeably through this whole conversation. Some people say, "I'm not afraid." But they will admit that they're a little intimidated. Fear and intimidation are like constant companions for some people, not everyone. Some people aren't afraid all the time but fear and intimidation make frequent visits. It's like that uncle you don't like who shows up on holidays.

What are we afraid of? We're afraid of failing. We're intimidated by success and everything that it might entail. We're fearful of people, of being rejected or maybe just plain disrespected. With all those thoughts thrown up into the air like balls, let's catch them. I want to point out to everyone around this Message in a Bottle roundtable that you've all felt those fears but you did it anyway. You did it afraid. That's why we're so tickled to have you for this topic.

I'm going to throw out a talking point. Then I will point to someone to start the conversation. Looking back at the last leap forward in your business, what fears were foremost in your mind?

Lain: This is very timely. Last week, I was in California where I was live streaming a two-day class to an audience of 5,000 people around the world. It was basically like a TV show. We had a studio audience. I had four camera people, sound people and makeup artists. It was something I had never done before. Beforehand, I had a lot of anxiety.

My word is "anxiety" and not necessarily "fear." I feel anxious. I'm not intimidated, but anxious. Again, it's the matter of what term feels right to you. I was anxious because I had never done it before. There were so many unknowns about it. That was the thing that kept coming up for me. I thought, "I've never done a two-day class before. I've never

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presented this information before. I've never done it in this environment before." It was all of the unknowns.

How were those going to play out and come together? Since I started my business, I have always subscribed to the philosophy that you feel the fear and do it anyway. There is a great book by Susan Jeffers that I read in my twenties that changed my life. It's called *Feel the Fear and Do it Anyway*. I grew up very fearful and anxious. I was very security conscious. When I read her book, I realized that I can feel those feelings but they don't have to control my behavior. I never thought of that before. I always let the anxiety, fear, panic and insecurities determine my actions. When I read that book, it was like a light switch going on saying, "I can feel these things and still take that action that I want to move forward."

I decided that I wasn't going to play small. If my I gave into fears, I could easily end up with 16 cats living in a room filled with newspaper. I was going to fight the fear, panic and anxiety every step of the way. Every time I feel it now, I take it as a good sign that I'm moving in the right direction, which is outside my comfort zone. I feel the feeling and then I mentally turn that into a positive. It's a signal that I'm doing the right thing.

Kelly: Tracy, is there something you've done recently that was a leap forward? What fears were in your mind?

Tracy: Yes. I recently had my first speaking experience, live and in person. It's something I thought I would never ever do. I never wanted to do it. I said "yes" before my mind could catch up and say "no." I knew I needed to stretch and grow. I said, "Yes, I'll do that." Then I immediately thought, "What did I just do to myself?" Then I had months of waiting and worrying.

Two nights before, I sat down and said, "I guess I should put something together for this thing." I put my presentation together. I was fairly confident that I knew the information but I was still scared to death to stand up in front of all of these people. I didn't know them. They didn't know me. Why would they want to listen to me anyway?

I did it. I was the very first speaker of the day. During the first minute, I was trying to figure out the clicker and the presentation thing. I'm kind of nearsighted. I thought, "Do I look down at the monitor? Do I look out at the people? If I look at the monitor, I can't wear my glasses." There was all this stuff going through my head. I got up there to do my presentation. I thought, "Yes, here I go." My face flamed red. My glasses fogged up. I couldn't see anything. I lifted up my glasses, looked out at the crowd and I couldn't see anything. After about a minute and a half, I composed myself. I finished my presentation.

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Instead of thinking, “God, I’m glad that’s over. I never want to do that again,” I stepped off and thought, “That was so much fun. Let’s do it again!” It’s something that I have absolutely been turning down opportunities with for years. I finally did it. I was scared to death. Why would they want to hear from me? What if I didn’t really know the information that they wanted? I did it anyway and it turned out well. It was fun.

Kelly: Therese, how about you? What’s a recent move forward for you and what were you afraid of?

Therese: I feel like I have so many prime examples. The thing that I look back on with all of the different examples of next leveling in my business is that those are all of the key points of aliveness for me. Having the fear and then doing it anyway is the place where my true aliveness resides. One of the quotes that I love from Radical Leadership is by a guy named Fritz Pearls. His quote is, “Fear is excitement without the breath in it.”

For me, the most recent example was launching the I Want What You’re Having podcast with Maruxa. Before it was the I Want What You’re Having podcast, it was a couple of other different podcasts. For almost a year, I’ve been wanting to launch a podcast. I could not get it off the ground. I could not make myself do it. There were so many things that were blocking my way. It wasn’t even just the technology.

The things that come first and foremost to my mind are being scared of looking good and doing it right. What if I put all this effort into it and nobody listens? What if I say something absolutely stupid? What if somebody attacks me, given my point of view? It’s this overblown portion of “what ifs” and not knowing what the right next step is. What if I decide to change my mind and I feel like I’m totally locked in? There are a lot of different fears that come up. They’re pretty similar every time I next level.

Kelly: Nicole, I want to jump to my next talking point with you. Do you think you can wait out fear? Would there ever be a time when you’re so prepared that you’re not afraid anymore?

Nicole: No, I don’t think so. In my personal opinion, the longer you wait, the longer you’re going to regret. You can wait until you’re 105 years old on your deathbed and still be waiting to lose that fear. You’ll be thinking, “Man, I wish I really would have written that book.” Then it’s too late. I don’t think waiting is the answer, I think jumping is.

The thing that I always look back on is having kids and starting a family. Are you ever really ready? If I waited until our finances were in order, our marriage was perfect, we had savings, we were ready to put away college money and I was physically at my pique, I would still be waiting to have a kid. Sometimes, the things with the biggest risks are the things with the biggest rewards.

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One of the times where I've been most afraid lately and have done it anyway was Beachpreneurs. We were sitting in a hotel room and we wanted to do something big. We decided to have this mastermind retreat at the beach and have it near my house so that it was familiar territory. Then we had to put down the \$5,000 down payment on the house. It was five weeks before the event was going to happen.

We said, "Well, either this is going to be the best thing we ever did or it's going to be a really expensive week-long vacation for us." We did it and it was amazing. It was life altering for me. It was life altering for you, Kelly. That was for both Beachpreneurs, one and two. Now we have three coming up. I just can't wait. There were the attendees, the friendships and everything that came from that. I think, "What if we hadn't done that?" I would have missed out on some of the best times of my entire life because I wouldn't have done that.

A few years ago, I was terrified to travel by myself. Now I do it almost every other month. I was in Canada a couple of weeks ago, doing the keynote speech at your event, Kelly. I know that's the thing that you're going to talk about in a second. Now I hop on a plane to go anywhere. I still don't like flying, but if I was so afraid to fly, I wouldn't have gone to Europe. I wouldn't have been able to stay with my friends in Ireland. I couldn't have gone to Canada and hung out with you last week. The thought of missing out on all of those experiences is much more terrifying to me than just making myself do it, even when I'm afraid.

Kelly: Toronto is the perfect example of doing something while afraid, for me. Last year, when we were in Las Vegas, someone asked me, "When are you going to do an event?" I said, "I'd like to some time." It was the perfect mix of comments and input. By the time we left Las Vegas, I had decided that I was going to host the event. I had speaker promises from four people. I was terrified every minute of the planning and organization.

Would I sell enough tickets? Would I lose my butt financially? Right after I made that decision, I read a story about a woman who literally lost her butt holding an event because she went too big. I was so grateful for her horrifying mistakes, because it helped me to be smarter and prepare for my event. I did lots of preparation. I hired an event planner. I booked it out way in advance. I saved my pennies. I worked at everything I could think of to be ready for it. I was ready but I was still terrified.

The day before we were leaving for Toronto, the thought popped into my head, "This is some scary shit. I'm going to Toronto. I'm going to host my own event. I don't even know one of my speakers. I've never even met him before. He's kind of a big deal. What if he thinks I'm an idiot? What is something goes wrong? How horrifying is this going to be?" On the heels of that thought was, "I got this. I've planned everything I could possibly plan. I don't procrastinate and put things off to the last minute. Let's just do

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this.” I literally put the fear out of my mind. I was nervous. I was intimidated. I was afraid and I just kept plowing forward.

My next talking point will bring us back around to Lain. Fears are almost always blown out of proportion in our minds. My event is an example of a situation that you’ve built up as being really scary but it turned out to be a breeze. My event went so smoothly. My event planner was amazing. My speakers were amazing. We kept on schedule. Everything was wonderful. It was almost an entire year of fretting, but planning. I think it’s okay to fret a little bit if it results in plans, not just focusing on what you’re worried about. I would worry about something. Then I would think to myself, “Okay, what can I do to prepare for that?” It turned out to be a breeze.

Lain, is there an example of when you had this blown up in your mind and it turned out to be simple?

Lain: First, I completely agree with you that worrying is useless. You can turn that into planning. I’m a great planner. As a result of the anxiety that I’ve felt, I do just what you said. I think, “Okay, how can I prevent that? What can I do if that happens?” As a result, oftentimes, things don’t go wrong. I’ve successfully planned them out. I always have a plan.

My community always jokes because I don’t just have a plan B, but a plan C, D and E. I often work with technology and you can’t always count on it. The internet can go down. What would happen if I’m in the middle of a webinar with 500 people who have paid to be there and the internet goes out? Here’s what I’m going to do. I have that all planned out so that I don’t have to think about it anymore. I don’t know if saying that it “turns out to be a breeze” is the right phrase to use.

One thing that I was scared about was going to Beachpreneurs. I am a solopreneur. I like sitting here, unwatched, in my little office. I like my solitude, when I want my solitude. I have three kids so I like to have my quiet days when they’re off. When they come home, it’s not quiet anymore. To be around a dozen other women for an extended period of time, I was really nervous about that. Then it turned out not to be bad. Was it a breeze? I don’t think that’s the right word but I was mentally prepared. I had thoughts like, “If I start getting overwhelmed then I can go for a walk.” Having those plans in place make it more comfortable. It was amazing. I pushed myself outside my comfort zone. However, that was not a breeze to do, but it was worth the discomfort.

Kelly: Tracy, is there anything that you’ve had blown out of proportion in your mind that turned out to be a piece of cake?

Tracy: I think it’s most things that I’m uncomfortable with. I don’t necessarily fear them. There are things that I fear. There are things that I’m scared of. As far as things

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like speaking, they make me uncomfortable. Like Lain, I tend not to worry. I'm not a worrier by nature. I try to plan. In the back of my head, I always think, "It is what it is and it will be what it will be. If I'm going to do it, I'm going to do it." I'm human. I hope they realize that I'm human.

The times that I do step out of that comfort zone and do those things that I am afraid of, like standing up and singing in front of 100 people or do a presentation, I just get through it shaking. There are times that I sing at church. It's something that I hate doing. I love to sing but I hate standing up in front of 100 people. You will literally here my heel tapping. I get through it. Then I think, "Yes, I'm done." It's not necessarily a breeze all the time but it's not as painful as I thought it might be.

Kelly: Therese, you weren't at my event in Toronto.

Therese: I am going to be at the next one. I just can't handle not being there.

Kelly: A gal we all know, Tishia Lee, was there. I promised everyone an introvert-friendly event. We had a mastermind where everyone needed to introduce themselves. They had the option of writing their introduction and handing it to me. Then I would introduce them if they really didn't want to speak to the group. Tishia decided that she would do it, because she wanted to do it despite being afraid. She had worked it up in her mind that she hated public speaking. She was terrified of public speaking. She was going to do it anyway. The moment that she started talking, Nicole, didn't she look as comfortable as can be?

Nicole: She owned that stage.

Kelly: She just lit up. Everyone loved her. Therese, how often do you think people have fears that are just completely unfounded? The truth is, she's not afraid of public speaking. She fooled herself into thinking that for years.

Therese: It's funny that you mentioned that. One of the examples I was thinking of isn't my own. A guy who I terribly love who shall remain nameless, though who I might be marrying this October, had never gotten a pedicure before. I love pedicures and taking care of myself. That's a joy that I wanted to share with him. I brought him to get a pedicure and he was terrified. He thought the pedicure was going to be the most painful, awful, excruciating experience. It was because, once upon a time, someone had told him that.

It's so easy for us to get a hold of one thought or belief. We download the software without recognizing that we're downloading that software in our brains. Then we run it out. We act as if that's the truth all the time. The truth is, the more we allow that to run automatically without checking it consciously, it will get bigger and bigger like the hairy monster in the corner.

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Waiting doesn't help because it just gets bigger and bigger. He doesn't remember where the introduction of the thought came from, but it became this painful, terrible, excruciating experience. It's really just a fun, relaxing thing. Maybe your feet get tickled a little. I think it's all the time, all over the place. Quickly, one thought gets introduced and then we act as if.

Kelly: Some fears are just habits of thought. As soon as you face it, you realize it's baloney.

Therese: It's liberating. It's so exciting to try that, even on something small first. Try a new food that you've been afraid of or that you didn't like for a really long time. Somewhere along the line, you decided that. Then you retry it again for the very first time. You think, "I'm going to give it a clean slate and give this a shot." It might be, "I hated running before. I'm going to give running a shot again and see if I like it." or "I was never a fan of Brussels sprouts. I'm going to try them because I know some friends who really love them."

It's retraining your brain and just give it a shot. Once you overcome one fear or retrain your brain one time, it's easy to rinse and repeat. You think, "If that was untrue, how many other things can I test? How many more ways can I stretch my boundaries?" One thing I notice about Tishia is that she's out there, challenging her comfort zone all the time. I love watching her expand. I have no doubt in my mind that she was magnetic on stage.

Nicole: Yes, she was.

Kelly: She's been to two Toastmasters meetings now. It's like she's had a taste of it and realized, "This is better than chocolate."

Therese: My true sense of aliveness is right where that fear is. I can stretch my boundaries and create new possibilities. That's really fun. That's exciting and fun to me.

Kelly: Nicole, what do you do to conquer fear when it comes? It's that moment of intimidation or outright, "I don't want to do this. I want to be home in front of my computer." What do you do to conquer it when you're faced with it?

Nicole: We talked about some practical applications like planning and preparing. I mentioned that I was terrified to travel by myself. I had always only traveled with my husband or with a group. I am not a fan of flying. Combining the two things, I didn't think I could do it. One of the ways that I've practically made it easier for myself is that I have a printable packing list. It seems small but it's not. One of my biggest fears is that I'm going to forget my prescription. I'm going to get there and not have my favorite face powder. Then I'm going to have to speak and I'll look horrible in the pictures. I won't have my hairbrush. I run through all of these "what if" scenarios.

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I can let that fear drop because I physically have a printed out list that's scratched off for every trip. I crumple it up, throw it in the garbage and say, "I'm ready." It seems simple but, for me, it's a big deal. I don't have to carry that worry around with me. I know that I have everything that I need. I will be just fine. I'm not going to get there and look terrible or not be able to charge the phone and call my kids.

When it comes down to getting through the fears, one of the things that I do is to make a commitment. Then I have to do it. With your event, Kelly, I committed to you that I would be the keynote speaker. I would be there. Even in the days leading up, I thought, "I've gained some weight. I'm going to look terrible in the pictures. I really don't want to go." I said, "No, I have to. I'm not going to let Kelly down." That's another way that I do it. Tracy said that she would speak at that event. At that point, you're locked in. You don't want to look like a fool or be unprofessional. Sometimes I make myself say "yes" so that I have to face the fears and get through it when the time comes.

There are two other scenarios that I run through my head. One is, what if I didn't do it? What if I did? That usually makes me realize that it's silly to even think about not doing it. I need to do it. The other scenario is five years and ten years down the road. Which will I be prouder of? Which will have made a bigger impact on my life? In five years from now, will I say, "I can't believe I backed out on Kelly. That was chicken of me to do and that wasn't the best decision?" Or will I say, "Remember when we went to Toronto? Wasn't that fun? I got to see Kelly shine and lead that entire weekend. I got to bask in her magnificence and be part of that transformation for her." I chose to be able to experience it.

Those are some things that I play with in my head to get me through doubts, fears and apprehension. I practice and I prepare. Then I run the perception scenarios through my head to see if my fears, thoughts, doubts and last-minute panic are really real or something I need to work through in order to be the best version of me that I can be. I usually choose to do, what would Awesome Nic do? Awesome Nic does it afraid, even when Not Awesome Nic is trying to hold her back.

Kelly: We're talking about fear in business as you level up. Fear is a super personal topic for me. I have known fear to such an extent that it completely ruled my life for a long time. When my son was just two years old after I had separated from my husband, I was a victim of violence. A man came into my home and put a gun in my face. That was the worst of it. Through an absolute miracle, he left. He didn't know that my niece was in the house. It threw him off and he left. There was an immediate relief.

It was one of those moments. You don't ever believe that you're going to have a gun in your face. Then you do, so you think you're going to die. Then you don't die. You think, "Woo hoo!" Then I found out that the same man had been in a neighbor's house and raped her. Then that changed everything. I realized that he intended to rape me,

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knowing that my two year-old child was sitting at the kitchen table. It horrified me. It shook me to such a deep level. He wasn't caught. I was in utter fear for so long.

I got a gun. I got a big dog. I got a security system. Then I said, "I'm still afraid. I'm moving away." I moved up to Northern Michigan where there are no scary looking gangster-type guys with guns. I still dealt with fear for at least two more years. Looking back, I understand that it was PTSD. It was fear times infinity, as far as what was going on in my body. I did eventually overcome it. Thank God. I'm so glad. Fear is personal to me because it ruled my life. Sometimes when I think about how afraid I am of doing something, there is this little part of me that says, "Compared to what you've known and faced down in your life, you're really going to worry about this?" Then that shakes me out of it. I'm not the only victim of violence out there. I don't think of myself as a victim anymore. I'm a survivor of violence. There are people who can quickly put things into perspective. There are some who really struggle with that.

Lain, how about you? What do you do to conquer fear?

Lain: I don't think "conquering" is the word I would use. I make friends with it. Like I said before, I reframe it. You were in a life threatening situation. I don't want to down-play that type of actual survival fear. I'm talking about fear in my business and life. It's fear of moving outside of my comfort zone. I take it as a sign that I'm moving in the right direction when I'm moving outside the comfort zone.

I'm committed to constantly growing my world. One of the things that I say is to make the choice that leads to a bigger world. To do that, I have to be comfortable with fear, uncertainty and anxiety. I've just become accustomed to it. I say, "There is it. Come in. Sit down. I'm going to ignore you. Go ahead and sit at the table. I'm not listening to you. Thanks for the message. Let's move on."

Kelly: Tracy, how about you? Is there something that you do to respond to fear and intimidation?

Tracy: The most important thing that I do is pray. When I'm in a position where I can't control it and I'm not worrying about it because it's nothing I can change then I just pray through it. That's what I do.

Kelly: Therese, how about you?

Therese: I love what everyone else said. I might just reframe it into my own words. If I repeat a little bit, forgive me. I start with deciding whether or not it's a clear yes for me. I decide if this possibility or conquering this fear and ending up on the other side is something that I'm really excited about. Nicole, I resonated with it when you said, "What if I didn't? What if I did?" That would help me get really clear. Am I really committed to this? Am I really excited about it? Nicole, I love the commitment piece.

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Commitment is huge. If I make a commitment publicly or internally, nothing will ever happen that takes my energy and effort without my commitment. Making a commitment is huge.

The aspects that a lot of people have brought up already today are the planning, practice, the to-do list and putting all the different structures in place that support me in making it easier. When I first decided that I was going to jump out of an airplane, I was terrified of heights. I did not start by jumping out of an airplane. I started by climbing a ladder a couple of rungs. Then I'd climb a ladder and sit on a rooftop for a little while. When I had an opportunity to stretch to heights and go higher, I would do it, even though it scared me. Eventually, I jumped out of an airplane. The practice makes a huge difference.

The final piece of this for me is huge. It's what Tracy just brought in with prayer. I lean into community. I find support systems and a support structure so that I'm not doing it alone. It makes a huge difference when I'm afraid. When I did public speaking for the first time and I was terrified, I must have told 50 people that I was terrified. I said, "I'm excited about this but I'm scared, so would you just pray for me and think of me?" I realized when I was up at the front of the room speaking, "I could blow it. I could be terrible at this. I'd walk out of the room and the worst thing that could happen is that 28 people wouldn't like me. I have 50 people who are willing and ready to receive me back with open arms, even if I totally blow it." Leaning into community helps me get over my fear and make the step.

Kelly: Nicole?

Nicole: I have a couple of things I'd like to talk about and touch on what Therese said. The commitment is such a huge part of it. I will let myself down 50 times a day in choices that I make, which is something that I'm working on. We all do. I won't let someone I care about down. That's a big key for me in making things public. It's like when I did the computer butt challenge. It was 30 days of exercise. Because I put it out there, I had to do it. The people who committed did it, too. It all ties together with accountability, support and the commitment to other people.

There is one last trick that I forgot to mention before. I ask myself, if someone I cared about, like my kids, a friend or a coaching client, came to me and said exactly what I'm thinking right now, what would I say to them? With Beachpreneurs, I was worried that we weren't going to have enough people for the first one. It might cost a lot of money. I don't know what to make for food. What would I say to someone who came to me with those same fears? I would say, "Let's figure it out and let's do it. You're already committed. Let it go and do it right."

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Many times with public speaking, before I get up there, I think, “What would I tell someone I care about right now?” I would tell them, “You got this. You can do this. All you have to do is get up there, talk, smile and have fun. The audience will have fun with you.” They are very forgiving of people that make mistakes. Psychological studies show that. If you trip on your way up to the stage, people will remember you more and are more compassionate towards you. It’s not that I’m wishing for a face plant on the way up to the stage.

There are humans sitting out there. They can understand and forgive very easily as long as you get back up, keep going and laugh it off. If you turn bright red, burst into tears and run out of the room, it’s not so good. If you can laugh it off and continue, then they’re with you until the end. Those are the more practical types of things that I do to get me through that.

Kelly: So many things that you have all said are just so good. I love Therese’s idea to decide whether it’s a clear yes for you. Nicole said to think about what you would recommend to someone else. We coaches are really good at telling other people to be brave. I’m going to add, count the cost. If you’re afraid that something is not going to be successful, like not selling enough tickets or not getting enough people, sit down and count the costs. What’s the worst that could happen? What’s the financial burden that I could bear? Decide whether you can bear it or not. There is nothing weak or cowardly about realizing, “I can’t afford that.” I could not have afforded my event last year. I couldn’t have afforded to take on that risk. But this year, I could. Count the cost.

Nicole, we’re more likely to hold back from doing it afraid when we’re tired or overwhelmed in general. When you’re constantly peeing on fires and dealing with chaos, you’re not going to be able to make really brave decisions. You’re not going to be able to say, “Yes, this is some scary shit, but I got this.” It’s because you are overwhelmed. I want to talk about what we can do to inoculate ourselves from future fear and intimidation. What sort of things do you do to build yourself up so that you can power forward?

Nicole: There is one thing that I do that’s really simple but it makes a big impact. I can tell when I don’t do it. That is to take my vitamins. I know that’s silly. If I don’t take my vitamins, I run out of steam. I don’t think as clearly. I can tell the difference, especially a couple of days afterwards. If I don’t take it for several days, I think, “I just want to nap.” I can’t figure out why. Then I think, “Oh, I ran out of vitamins.” It’s a simple of self-care and taking care of yourself. Get those showers in at some point during the day.

When it comes to fighting overwhelm, know your focal point. Work with a coach. We’ve talked about all of these things before. If you know your focal point is where your highest return on investment is in your business, then you can give yourself permission to let everything else fade away in the background without guilt. I have 100 domains. I

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have tons of websites out there. Many of them need to be updated. That's on my list of things to do. I have to go through and sell some of those and let some of them die.

If I carried all of that in my head, I wouldn't be able to function. I know where my focal point is. I know where I have to invest my resources. For me, my resources aren't just time. They are energy, especially energy. I only have a limited amount of energy during the day. I would really like to spend some of that on me, with my husband and my kids. I can't burn out at work, flop in front of the TV and say, "Okay, I'm done." I have to be there for them, too. Knowing the websites and the projects that I have and where my energy has to go has been a big key for me. If I try to touch on every one of my projects on a regular basis, I wouldn't be making any money.

Kelly: Inoculating yourself from fear and intimidation, for me, is about protecting my overall mindset and the mood that I'm in. I can be really affected by expressions on faces and tone of voice. I can't spend time with people who are scowling and being nasty. I just have to avoid them. Thank God, there aren't many left around me. I'm sensitive to the TV shows and the movies that I watch. It can affect my mood. If I'm about to make a decision about a future event, I don't want to have just watched Law & Order. That makes me want to lock my doors.

When I feel like I have a big day and I have to rise to the occasion and face down some intimidation, I love to start my day with a powerful TED talk. I choose someone inspiring. I like to listen to soundtracks of superhero movies. Stu McLaren just posted this on Facebook. It's an eight-minute video of inspiring movie clips. I'll add the link to that in the notes. It says, "Need a boost? It's eight minutes of one right after another awesome, inspiring moments from movies." I'm so influenced by it. It can literally make the difference for me in making decisions.

Here's another thing about making decisions about whether or not to go for something that you're intimidated by. I came home from Toronto. I hadn't even unpacked my bags. I said to Nicole, "Shall we plan our next event that we want to do?" I'm thinking to myself, "I'm tired. I'm overwhelmed. I have so much to do. I can't face this but there's no time like the present." I told Nicole, "We might as well make the decision while we're still tired and drunk on success." If I give myself too much time to think about it, I might be so clear-headed that I won't go for it.

Lain, what do you do to protect your mindset and inoculate yourself against fear and intimidation?

Lain: I remind myself of past successes and I surround myself with positive people. I am a big writer. I write things down to process them. I'll make a list of times that I took a big challenge and it went well. I'll even note times when things didn't go well but I turned it into a positive. There have definitely been those moments where things don't

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go as planned. Then I have to scramble in the moment. I'm actually really good at that. I remind myself that, if A, B or C does happen, I have that backup plan. That really helps.

Then I remind myself, "I'm taking a deep breath. I'm going to move out of fear." I tell my kids this. What kind of mindset do you need to be in to do your best on a test or a particularly challenging sporting event? Being in fear is going to hamper me. I want to do my best, so I'm just going to let that go and get in a positive frame of mind. Friends and community are really important with that.

Kelly: Tracy, what do you do to inoculate yourself and get in a good mindset?

Tracy: If it's me holding myself back and thinking I'm not good enough, sometimes I will go to my handy dandy email and look at all of the good emails about how I've helped people. That puts me in a better mood. I think, "Yes, I can do this."

Kelly: Therese, how about you?

Therese: I have a couple of different things. Much like Lain, I celebrate my victories. It's like right after your Beachpreneurs event when you were drunk on success. Taking time to enjoy and celebrate those victories when I just conquered my fears helps me look back next time and say, "Yes, I want to do that again. I really treated myself well when I did that." It's about not going into resistance to the fear. Notice that there is a positive intention behind the fear. It means to keep us safe. Honor that positive intention while still moving forward. One of the key ones that Lain brought up is breathing. I continue to breathe. Don't stop breathing. Be in community. Those are the ways that I keep fear at bay.

Kelly: When you spend time with other people who want to move forward, it boosts your ability to face down any kind of internal intimidation that you have. We've all experienced that together in a room. We've watched how one person after another says, "Do you know what? I'm going to do this." One by one, as people do it, it gets easier for the next person. I love that, with being in community that you've all mentioned.

Nicole, do you want to wrap it up?

Nicole: I think this is a great topic, Kelly. You referred to me as your "much afraid friend." I was afraid of everything when you first met me, in business and a lot of things in life, too. The community is huge. As soon as I started to make friends with people who were doing, I thought, "She did it. Maybe I can, too." When I started working with you at Solo Masterminds and you would encourage and challenge me as part of that community, that also opened my mind to things that I didn't even think were possibilities for me.

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It's a constant growth process. I challenge everyone listening to this call to think of the things that you're saying you can't do because you're afraid. Start to do them one at a time, like Therese said. Even if it's just trying oysters for the first time, do it. There is nothing worse in life than regrets.

My prayer and goal for all of you is not to have any regrets and to look back like Maya Angelou and know that you lived your life in remarkable ways. You want people to say, "Dang!" when they think about you. That's my challenge, hope and dream for you listening to this call. Please listen to this a few times. I know that I'm going to. There are some major nuggets in here. I took a whole page of notes. I can't wait for you all to share your thoughts about the call. Thanks so much for listening.

Kelly: Lain, Tracy and Therese, thanks so much for joining us. Everyone, we will see you in the next issue of Message in a Bottle.

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