[(00:02)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=2.64&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Hello, lovely.  
  
[(00:03)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=3.51&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
This is Yasmin Vorajee from Tiny Time Big Results with a new podcast episode.  
  
[(00:08)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=8.53&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
So Tiny Time, Big Results is all about  
  
[(00:11)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=11.01&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
helping you to grow your profitable 20 hours week business.  
  
[(00:15)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=15.45&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And when you do have just a few hours  
  
[(00:17)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=17.84&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
a day for your business, it's really important that the work  
  
[(00:20)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=20.74&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
that you're doing is the work that gets you the results.  
  
[(00:24)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=24.97&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Listen, everyone can be busy.  
  
[(00:27)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=27.97&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
It's one of my little bugbears when people say to me when I talk about kids  
  
[(00:32)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=32.04&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
in the business and they're like, oh, you must be really busy.  
  
[(00:35)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=35.09&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And in the early days I used to think,  
  
[(00:37)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=37.68&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
yeah, it was a bit like a badge of honour, but really it isn't.  
  
[(00:41)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=41.89&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And now what I like to say is I'm as busy as I'd like to be.  
  
[(00:47)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=47.05&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
So that means that I am not running off  
  
[(00:51)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=51.85&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
my feet trying to get lots and lots of things done, but not actually doing  
  
[(00:56)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=56.13&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
the stuff that works and the stuff that matters.  
  
[(00:59)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=59.29&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And the reason why I'm sharing that today is because this podcast is really about  
  
[(01:04)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=64.93&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
how you show up for your business, how you approach your business.  
  
[(01:10)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=70.85&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And one of the things I want to do today  
  
[(01:12)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=72.88&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
is really talk about the distinctions between two important concepts and the two  
  
[(01:20)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=80.03&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
concepts I'm going to be talking about is the process and the outcome.  
  
[(01:23)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=83.73&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Now I remember at the start of the school  
  
[(01:26)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=86.49&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
year when my kids were going back to school and I was listening to the head  
  
[(01:30)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=90.73&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
teacher, we were doing the parent teacher meetings and stuff and she said,  
  
[(01:35)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=95.09&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
It's so important that we focus on the process and not the outcome.  
  
[(01:39)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=99.88&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And it was like music to my ears because this is the way that I do my business.  
  
[(01:43)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=103.85&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Because I know that when I focus on the outcome and let me know as well,  
  
[(01:48)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=108.49&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
you message me on social media if you can relate to this,  
  
[(01:53)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=113.29&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
but when I focus on the outcome, it can get me a little bit weird  
  
[(01:57)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=117.39&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
and screwy like, I start thinking about all the things.  
  
[(02:01)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=121.36&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
When I start doing things I probably  
  
[(02:03)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=123.09&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
shouldn't be doing because I'm so fixated on the outcome.  
  
[(02:08)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=128.61&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
If I have a goal that I want to hit a ten K month, then that actually starts getting  
  
[(02:13)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=133.45&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
me kind of in a bit of a weird twisty place, and it can feel quite stressy.  
  
[(02:18)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=138.45&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Income goals have the ability to do that to you.  
  
[(02:21)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=141.81&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
But what I noticed was then I'd start  
  
[(02:24)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=144.17&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
doing things and taking actions that were very short term focus,  
  
[(02:30)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=150.45&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
and it wasn't serving me because it was  
  
[(02:33)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=153.41&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
making me have all this nervous, twisted energy in my body.  
  
[(02:37)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=157.29&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And what I realised was that if I focus on the process,  
  
[(02:43)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=163.13&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
then actually when I show up, when I work the process,  
  
[(02:48)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=168.41&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
when I do the alignment, what actually happens is that the outcome is assured  
  
[(02:55)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=175.53&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
in a weird way,  
  
[(02:59)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=179.28&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
I have to show up.  
  
[(03:00)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=180.89&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
I have a process.  
  
[(03:02)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=182.49&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
So let's take the example of  
  
[(03:05)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=185.64&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
if you're trying to get healthier, right, let's say you want to lose 10 and you get  
  
[(03:11)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=191.33&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
so fixated on the outcome of losing 10 lbs and you're there measuring and you're  
  
[(03:17)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=197.05&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
weighing yourself every day and you're like, oh, my God.  
  
[(03:19)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=199.97&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Oh, my God, it's very slow.  
  
[(03:22)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=202.45&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Whatever it might be.  
  
[(03:24)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=204.57&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
However, if you took it the other way and you focused on the process  
  
[(03:28)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=208.37&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
and you said, okay, every day I'm going to go for a walk for 30 minutes.  
  
[(03:32)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=212.29&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
I'm going to do 15 minutes of it every other day.  
  
[(03:35)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=215.49&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
I'm going to maybe not have that one piece  
  
[(03:38)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=218.55&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
of toast, just making it up, as you can imagine.  
  
[(03:41)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=221.89&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And you focus on the process.  
  
[(03:44)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=224.32&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
So you say, well, I'm doing the walking.  
  
[(03:46)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=226.33&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
I'm doing the exercises,  
  
[(03:48)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=228.05&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
I'm drinking more water, whatever it might be.  
  
[(03:51)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=231.24&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
What actually that means is that you're going to hit your goal because you're  
  
[(03:54)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=234.73&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
doing all of the things that will enable you to hit the goal.  
  
[(03:57)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=237.89&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And business is the same.  
  
[(04:00)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=240.25&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
So if you know that  
  
[(04:03)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=243.44&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
there are certain things that you've got to do in your business,  
  
[(04:05)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=245.24&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
like you've got your marketing and you've got your sales and you want to look after  
  
[(04:08)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=248.93&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
your clients and you think if I show up and I do those things,  
  
[(04:13)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=253.89&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
then those goals that I have set, they're going to be achieved.  
  
[(04:18)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=258.45&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And that's why it's so important to focus on the process and not the outcome,  
  
[(04:25)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=265.09&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
because it's a different energy that you're bringing to your work.  
  
[(04:30)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=270.41&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And honestly, focusing on the process  
  
[(04:32)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=272.97&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
makes me so much more joyful, so much more excited about what I'm doing.  
  
[(04:38)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=278.56&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Then I'm getting all twisty and nervous  
  
[(04:40)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=280.15&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
about the goals that I set, because I know that if I show up,  
  
[(04:44)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=284.41&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
I do the work, I do the aligning, I'm going to hit my goal.  
  
[(04:48)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=288.45&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And so I want you to take that today.  
  
[(04:50)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=290.92&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And I want you to think about it in your business.  
  
[(04:53)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=293.65&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
How would that work for you?  
  
[(04:55)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=295.53&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Now, here's a real snazzy thing that I've done for you.  
  
[(04:58)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=298.77&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
I've created a really cool checklist  
  
[(05:02)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=302.33&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
that mirrors my process and it's available to you.  
  
[(05:06)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=306.69&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And so you'll be able to grab yourself a copy.  
  
[(05:09)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=309.33&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
But it basically is like a one pageone-page checklist.  
  
[(05:13)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=313.65&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And there's seven categories on this.  
  
[(05:16)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=316.28&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And when you download your copy,  
  
[(05:18)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=318.25&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
your free copy, you'll be able to see exactly what those seven categories are.  
  
[(05:22)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=322.72&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And this is something that I've been doing for myself for a while.  
  
[(05:25)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=325.44&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And I just thought, you know what?  
  
[(05:26)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=326.52&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
This is actually a really useful thing to share, which is why I've created it  
  
[(05:30)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=330.35&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
for you because I was just doing it kind of ad hoc.  
  
[(05:33)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=333.32&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And then I went, actually, do you know what?  
  
[(05:35)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=335.21&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
There's a lot of value in this.  
  
[(05:37)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=337.29&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
So that's what I've done.  
  
[(05:38)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=338.65&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
So if you want to grab your copy,  
  
[(05:42)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=342.21&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
then you'll be able to do that underneath this episode.  
  
[(05:46)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=346.65&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
But what I'm doing is focusing on the process because you know what?  
  
[(05:51)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=351.65&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
I want to have a joy filled, fun filled business.  
  
[(05:56)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=356.21&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
I want to be able to do the work that I love.  
  
[(05:58)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=358.57&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
I want to work with amazing clients, which I get to do, and I want to have fun.  
  
[(06:03)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=363.48&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
I want to let this be enjoyable  
  
[(06:06)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=366.73&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
and to create that sense of actually, this is what I'm meant to be doing.  
  
[(06:12)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=372.41&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And I don't get that feeling when I'm focused on the outcome.  
  
[(06:15)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=375.92&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
So for me, focusing on the process means that I show up and I just do what I need  
  
[(06:20)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=380.57&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
to do, and I know I'm going to hit my goals, so it just becomes a no brainer.  
  
[(06:25)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=385.01&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
So that's what I wanted to talk to you about today.  
  
[(06:27)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=387.76&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
I hope that's been helpful.  
  
[(06:29)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=389.13&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
I hope that's been useful.  
  
[(06:30)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=390.65&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Let me know, come over and contact me or connect  
  
[(06:34)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=394.25&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
with me on Instagram and Facebook, and I'm also on LinkedIn as well.  
  
[(06:38)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=398.52&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Because I'd love to hear from you,  
  
[(06:39)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=399.92&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
because I would really love to know if this could be useful to you.  
  
[(06:44)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=404.68&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Right.  
  
[(06:45)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=405.21&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
I'm all about those little steps, those little things that we can do every  
  
[(06:49)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=409.21&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
single day that can make a big impact in your business.  
  
[(06:53)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=413.33&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And just because you have a few hours and you're not working ten to twelve,  
  
[(06:57)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=417.09&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
by the way, who wants to work ten to 12 hours every single day?  
  
[(07:00)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=420.29&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Then let's get really intentional and focused about what we're actually  
  
[(07:06)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=426.97&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
doing and doing the work that actually matters.  
  
[(07:10)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=430.85&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
All right, so that's it for today.  
  
[(07:13)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=433.56&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
I hope you've enjoyed that episode.  
  
[(07:15)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=435&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Like I said, come over and contact me.  
  
[(07:16)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=436.77&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Can between me on social and let's talk.  
  
[(07:20)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=440.6&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Let me know as well.  
  
[(07:22)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=442.24&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
And don't forget to grab your free copy as  
  
[(07:24)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=444.16&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
well, because that will be just below this episode.  
  
[(07:26)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=446.4&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Wherever you're watching. It all right.  
  
[(07:28)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=448.24&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
My lovely. Listen.  
  
[(07:28)](https://www.happyscribe.com/transcriptions/1ec1fd5bb671415c998ff2fa840657ca/subtitles?position=448.96&utm_source=happyscribe&utm_medium=document_deep_link&utm_campaign=editor_copy_all&utm_content=1ec1fd5bb671415c998ff2fa840657ca)  
Take care and I'll see you next time. Bye.