

If you want to quote this, please tag me so I'll know you appreciated it!

Hey, so I have some fun things to tell you. You know, we're a year into the pandemic, we're all exhausted, we've either had to swerve, pivot, shift, whatever word you want to use for that.

And we're pretty worn out. So it got me thinking about some topics that I've done in the past. And some shit I've seen done recently, that let me give a little, I don't know, kind of a fluff and buff for your mindset shit not to do and what to do in business and your personal life. So here we go, y'all, I'm going to be posting the video for this too. I have nine pages of notes. So grab a drink. I have things to say.

And it's just me today, as you heard in the intro, which I haven't really done on the podcast yet some kind of decided to go free Form Mia.

Alright, first thing, folks stop asking for ship for free. If you've seen any of my talks in the past, I had one called How to not transact like an asshat. And that was one of the main points is people asking for things for free. Stop it. It's a terrible way to do business. Now look at I know that a lot of people do it. But let's, let's clean it up. So, you know, and that comes in, in the dreaded form of Can I pick your brain? Which can seem like you know, they say, jokingly, or kind of a form of flattery, like, you know, you're so good at what you do. Can you help me too, but in my head, I'm like, Nah, bitch, unless I know you. And then even then I might say that, too. So, you know, I want to give you permission to say that as well. It's, it's really hard sometimes just to say no, and I call it the hard stop No, no period, without a lot of explanation. Try it out. It's a muscle. And it can be super weak and flabby in the beginning, but once you get the hang of it saying no, of like, yep, Nope. Not gonna work for me or just No, because that's the hard stop. No. So you know, when you have a system in place, you can what I call, cock block the assattery. By, you know, having something of you know, coming up with a set answer, or a set email, or even a button on your website that says what to do if you want to hire me. So, you know, assuming and I think what we should all do with people in business is assume there's some kind of cost involved when you ask someone for their information unless it's already on their website. So you know, whether that's a consulting fee. And I've had a couple people do that, and I absolutely appreciate it, when they call me to say, I really need some help with some things. Do you have a consulting fee? Or can I pay you? Some of them? I've said yes. And other of the people that I know, I could get a lot from them. I call that an energy exchange. So I say no, but why don't we have a brainstorming session? I know we're both going to get a lot out of it. And so that's what I call the energy exchange, kind of a little bit of a woo comment. But, you know, asking for people's time, or smarts or systems or connections, I'm going to get to that here in a second.

You know, and asking for free. It's just, again, a terrible way to do business in general and doing it, you know, without when you're asking without a plan, a quid pro quo an expectation something said, it's just awful. So and I had that happen recently, I kind of let it happen a little bit. I want to see how, how badly it would go. And it did. It was somebody asking, wanted to have me, they said, I want to talk about my new business and talk about your blog. So super vague, right? So I asked for a little bit more information didn't really get anything. I did clarify if it

was an MLM, though, because I'm like, Nah, I'm out. I have plenty of people, I can buy plenty of MLM stuff from we all do, folks, please, if you get involved with the direct sales or MLM, just don't come rolling into it. Like you're going to solicit every one of your last friends and spend your last \$500 on it. That's not entrepreneurialism. Little FYI, it's annoying as fuck. Even if it's a great product, please don't assume that your friend doesn't already know about it. Anywho back to my point, you know, get on the call. And I had to give him a hard talk at the end of it of like, dude, you're a hot mess. And don't ask me to do your work for you. And you know, come back when you have things a little bit more together to ask me work to work as a brand ambassador. So I also know for myself as an empath, I have to be really careful about setting up calls because I can't really turn off that button of channeling things when I talk to people. So you know, I learned the hard way, way back before the pandemic. And actually a long time ago, I would go meet with people and then just give them all this information and then walk away. As I'll say at the end of this too, you know, you could be really popular and flat fucking broke because you're just giving away all your information without having a plan and without using your spidey sense to make sure they're there. The right

Folks anywho so don't ask me if you know who you are. I'm talking about you because, you know, don't do the crime if you can't pay the debt, if you can't pay the time and ask for shit for free. So you know that that's one of my main ones, we call it back in the day it was death by coffee or wine is up, hey, let's go out to coffee, I want to pick your brain. And, you know, luckily, we're not doing that anymore. Hopefully you're not unless you've gotten vaccinated and wearing 18 masks, I'd say just do zoom right now. But even on a zoom call, use your spidey sense on that. So next is you know, if you have a meeting setup, let's say you do get that meeting set up, a couple of good little housekeeping things is for yourself set a time limit to say, Hey, you know, I've got 15 minutes, I've got 20 minutes. And really keep that at a hard stop for yourself. That is something that I think makes you feel better about yourself to that you kept your boundaries. So whether you are being asked for a meeting, or you're setting up the meeting, make sure to set a time limit. As they say in "Fast Times at Ridgemoor High: "it's everyone's time mister hand".

So definitely set up an agenda and have a list of things to talk about and share that with that person too. I think it's just such a great way for you to keep your mind straight. And then you know, if you had these days, where you just have meeting after meeting, you're like, what the fuck did I do all day, because you didn't really have a plan going with that. So share the list. And, you know, if you're the one setting up the meeting, set and send that calendar appointment, don't just expect them to put it in your calendar, and make sure that zoom link is really clear. I don't know about y'all. But when I have a meeting, I literally have to give myself five minutes beforehand to be like, Where am I going? What am I doing? What is this about? So prepping beforehand, and having that not only the agenda and the list, but that link really, really clearly put in the calendar appointment. And again, don't expect people to just put it in there, that gets on my nerves of showing up on time, I've had several meetings where, you know, even if it's four or five minutes late, if you've sent me set up a zoom, and they'll say that other person is in a meeting, I'm like, Damn, bitch, get off the call, they'll make me message you and say I'm here in the room. Now I've done it as well. So I'm talking to myself too.

But make sure you're showing up on time. And then if somebody sets up the meeting, or if you do to do that homework beforehand, I've done it as well, like, kind of haven't really dug into the person, because they haven't sent me the agenda. And then I show up, I'm like, What is this about? So, you know, we all do it, it's all it's all good. And then if you are requesting the meeting, show up with a little gift. And that means like that can be Hey, I was checking out your social media, I noticed that you did this really cool volunteering thing, a compliment on some course that they given anything, you know, shows that your mama raised you, right? If you are showing up with well now what's going to be a virtual gift meaning compliment or showing interest. Here's another thing I talked about avoiding high cost, low ROI transactions, those are the worst. So y'all know what ROI is. But I'm gonna say it again anyway, return on investment. And time is an investment. I can make this show into a drinking game with how many times I say time, drink, drink.

But if you have a valuable service, a skill or a superpower, and I'm gonna go out on a limb and say that all of y'all do we all do whether you know it or not, you have to protect it. And you have to make sure you aren't engaging in these high cost low ROI transaction. So what that looks like is somebody that's like, Hey, give me give me your time for free because I'm in startup mode, that's never gonna turn out well, if they are just already talking about how they can't afford it. That's it that red flag. Yeah, I don't have a budget but you've learned it already. So show it to me at a lower rate. So yeah, bargaining strings you along, like the person that set it up, didn't do what he said he was going to do is send me the information. These are all huge red flags.

So being in that mindset, where you really want to attract because I'm all into that spiritual whoo shit, like, y'all know, you want to attract these people that have it together that have got an agenda that have a budget, or at least say, Hey, can I pay you for your time? I can't do it yet. But I want to find out. So when I do have the budget, think about how cool it is to hear those kind of comments from people. That gives me like a little warm, chubby fuzzy business hard on.

Yeah, I said it. So let me give you a little. One of my favorite phrases. If we're not valuing our time as an amazing commodity. We're losing out on potential revenue, and time for valuable relationships. So yeah, if you're on all these calls all the time and it's somebody that you're not going to do business with. You're literally shutting down your availability to be ready for these great people.

I'm gonna jump into the next thing. It'll be a great tip. And it's about introductions as well, because you want to be open to introductions.

But let me stop for a second and talk about being butthurt. about setting your boundaries. Listen, people are going to take umbrage at this. I've had people get really fussy with me and think I'm just kind of 100% that bitch when I don't give my time away all the time drink.

But, you know, and that's okay. I saw somebody post on Facebook the other day, one of those, you know, what do you want do you? Do you give your time away for free? Or what do you say when someone asked to pick your brain? And I saw just a whole flurry of different answers. And

that's cool, too. I really wish people wouldn't do it and just say, yeah, I'll give my time away all the time. Because that means they're not using their spidey sense to make sure that person is going to do something with it, give them credit for it, hire them. So you know, be okay with people getting a little bit. A little bit of pushback about that. Because, you know, that's,

That's something to again, treat people who truly want to do business in an upstanding way, won't mind that you have systems and that you've got boundaries in place, just saying. Alright, so here's a couple other

pro tips, just the tip that I love. And that's vetting introductions or asking for permission for introductions. I know that sounds weird. But think about it. How many I know a lot of you get this, like I, you know, so and so grew up in Champaign, I think you guys would be a good connection. Well, and I did grow up in Champaign. Why? Why would that be a good connection? Because think about like, even when people slide into your dams of LinkedIn, I see that you have a pulse in it, you know, and breathe and stand up, right? I think we would, you know, we could do business together. Like what, by the way, stop that shit. And I'll talk more about that. And also do not slide into the DMS the direct messages to hit on people also stop that shit. That's the new digital version of dick pics, knock it off. But back on introductions though. I love it. Some you'll say hey, I know that I see that you're connected to so and so. Could you introduce me? And I'll say, what's your poor? What are you needing? Do you have an idea in mind? And I'll say, let me ask them. And I'll get back to you. Okay, and think about how that feels. Like, if I'll just go like my friend drew that produces my podcast, I've had people that I know wanted to just find out about podcast production, I'll find out what they need. And then I'll ask him, Hey, does this sound like a good match for you? And that way, you think about how nice that is for your contact, that they know how much you respect their time, that they don't have to then find out from the person and then get back to them, and then send them an email, they can just say yes or no. Now here's the other big key, I call it the handle. And if you're watching the video, I'm making the fist thing cuz I'm a dork.

And the handle is something with which I can easily carry you around, I understand what you do. And I can easily say, this is Mia. She is a brand ambassador. And she basically works with brands, she talks about all the shit people and places and businesses that she loves, right? And then that handle can be in the form of an email. So if you're asking me for an introduction, I'll say, send me an email that explains who you are and what you do, even though I know it, right. It's kind of like the elevator pitch, but it's called the handle. And then I can hand that email and your business off to that person if they think it's a fit. That makes sense, kind of like the second part of that vetting of the introduction, because then I'll say send me an email says who you are, what you do what you think you want, and then I can find out that that person is interested. Okay, so either one, you can make the phone call and say, do you think this would be a fit or two, you can send the email and say, do you think this would be a fit all of this to say, guarding and letting your people know that you value their time and you think they're amazing, you're not just gonna throw them out and pimp them out to every, you know, insurance salesman, no busting on insurance salesman, because that was my first business was I was an insurance

agent, just saying, huh?

So that's the two things one that the introductions and then get the handle, have the handle ready so that you can send that to people. And listen, you know, the introductions may not always work, I get that there. It could be a misfire, but at least you've got a system in place. So that saves other people's time too. And that also guards your reputation. So then the other piece that I love is once you've made that connection, I've had some people not get back to me and say how it went. And that's not cool. So don't do that. Get back to that person. Either if you got the introduction, or if you gave it or somebody gave it to you and say, Hey, I just want to let you know I met with so and so they were such a great fit. I really love them. XYZ that's on the positive note too. Sometimes you need to hear feedback from people to say, Hey, I talked to that person.

And he introduced me to and they were total douche nozzle. Does that make sense? Like, I've had that happen, people say, you know, they didn't show up on time they didn't they didn't actually say what they said to to you in the intro or in the email. And there was a little bit of a misfire that actually protects your reputation. When you think about it, like you're not constantly out there still recommending those people that act like dick bags, like all these words that I use, so yeah, that guards your reputation. And you know, honestly saying thank you to somebody is just is such a good thing. Like, think about the opposite of it when you're holding the door for somebody and they just walk through and don't say anything.

So, yeah, it's again, showing gratitude is always good. So a couple of things, get your stuff tightened up, right I am full of it today aren't i

is if you are finding some people that you do want to get an introduction to you don't know anybody that knows them. A couple good ways to just get on their radar is just showing interest. And that is can come in the form of following them on social media. I call it gently stalking. Now I know that word can trigger some people. But if there's somebody that I really like, that I want to have on the podcast, or I like what they're about I, quite frankly, Twitter is my favorite place to govern and be like, Hey, hey, what you doing? I love that, you know, re tweeting, retweeting with a quote, you know, answering to them calling in other people into the conversation. Hey, Rebecca, my friend Rebecca DESE is really good about this, by the way, you know, I think this might be of interest to you. And then that brings in people and let you know, they're talking about them. It's that that's another warm fuzzy that I just absolutely friggin love. So yeah, connecting with them on all their platforms. Instagram, I think is also really great for that to Facebook. Yes. I mean, you can you can interact with them as well. But that's usually on their business page, because they're not going to necessarily accept a friend request from you. Some people do, some people don't. And then of course, LinkedIn. But back to those DMS. Let me tell you don't do that. I see more stories, especially for my female friends, my women friends of men, sending them inappropriate messages on there, knock that crap off. And then also, yes, it is nice to send a personal note, which I love. Hey, I saw your show. I'd really like to connect with you out here on LinkedIn, I saw my friend interviewed you. So you can send that personal message, which is great. But if you're just sending it to sell somebody right away, you do it wrong. You do it wrong. And a lot of times people will shame you for that. Just you know, they'll they'll screenshot and be like, look at this guy here. Let it is bullshit. And you know, again, don't do the crime if you can't pay the time, right.

So another thing to do is just subscribe to their website. Dude, I I love that shit. And I even have I don't even have a newsletter right now. But please subscribe to my website at me Avast dot live. I'll have one soon. And shit we don't talk about is listed on there as well.

But again, stop trying here's my big butt for the day. Stop trying to get to second base. Right right right away. And that's what I'm talking about with these dmws with the get you know, with the big sell right off the bat, you got to romance you got to what's the word? always forget that. oh, gosh, I'll put it in. I'll put it in the notes here. But you really want to get people enchanted.

You need to enchant them, you need to get them excited. (Book reference is Enchantment by Guy Kawasaki)

You know, that's definitely the way to do it. What I'm thinking too is when you get those messages, hi, I don't know you. But we have something in common, like I said, and I want to empower you as well. Don't be afraid to not respond or delete those. You don't even have to respond to people. I really want to empower people on that as well. Because your spidey sense is going to tell you whether this person is really just trying to sell you something and has no interest in what you're about and there won't be a quid pro quo. Okay, so I call that a lot of times we used to call that in the networking days stabbing people with your business card. Hi, here's what I do. Knock it off, yo. Okay, some other ways you can fluff and buff yourself and clean up kind of your own your own format or whatever you're doing in your world.

One is networking carefully and using your time wisely. So just like this, of, you know, running out and chasing after people, get to know them, make sure it's worth your time, and that you're engaging with them properly. Conference wisely, I like to say so if you're signed up for all these different online conferences, and you haven't used a lot of the information you haven't gone

But you only gone to part of it, you know, that sits over your head to sit in your mind space a lot. So and also, in course wisely. So taking courses, taking all these different things we all have, I mean, what a time and money suck at times, if you're just kind of chasing the dragon, as I like to say, and thinking, Okay, this next course or this next conference, so choose wisely on that. I always I always preach that in the when we used to in the IRL days, the in real life days when we could get together, which hopefully will be coming back soon. Again, for your zoom calls and your meetings, you can make sure to record those if you can, or get a recording because sometimes, you know, you're taking notes. But I mean, and I will say like back in the Google Plus days, I loved that I wouldn't meet with people a lot. So this whole new pandemic thing hasn't been a tough transition for me, because I like the idea of being able to sit and look up my computer and write down notes. And now recording things is fantastic as well. And you know, if you're not protecting your sanity and your intellectual property, it's just a slow leak of shit show.

So definitely want to take a self audit of where you're spending your time. You know, a couple other things is how often are you saying, I'm sorry, I didn't get back to you, or I'm sorry. And because you didn't do what you say you're going to do to really start paying attention to that as well. I I've had to for myself. And that also goes with, you know, how often are you saying, Oh, I'm so busy. I'm super, super busy, huh? You know that glorification, that needs to stop too. So if you have the combination of always answering, I'm super busy. And sorry, I didn't get back to you. those are those are definitely signs as well.

Another pro-tip: I love the idea of building a board of influencers. So those are the folks that I love to refer them they you know, I have like this little Ooh, this whole group of people that just I love what they do. And I always want to refer them they've been vetted out, they're the people that I make sure if I send an introduction, I asked them as well. So you can board a board of influence, build a board of influencers, you can build a board of advisors, that's kind of like your

besties. And it's also the people that are going to call you on your shit. Hey, you know, I responded this way on this post, what do you think? And so those are the people you also feel okay with being honest and truthful with them. Because when they ask you, they really mean it. And then you can also come to them easily with an ask and what I love about having these boards in your life again, advisors, trusted people, influencers, people that you love what they do, and if you've got something that you need to get out there, if they've got a big audience, they'll share it out for you, because they trust you. Right? That's the huge piece. But again, it just makes your life so much easier, then you don't have to know all the people, a lot of times people say oh my gosh, you know, so many people, I'm like, No, I know a really good group of people that know a lot of people. And I don't have to manage and maintain all those relationships, I can focus on what I do best. So gather, again, these board of advisors in these people, they're going to always tell you the truth. And you know, let me just add in a couple of really good phrases before I get out of here. It's a slow dance to these strong relationships.

Again, don't try and get to first second third base, certainly not home, run Hello, right away, because it is a slow dance to that. So another quick note on the post pandemic thing, you know, you definitely don't want to get back into this death by coffee or wine thing. So when we are able to get back out there, really take your time. And make sure you're not just meeting with all these different people going to these different events. And one thing that I used to do, that I truly Miss was to set up a work day at a coffee shop and just have different slots of time for people to come and sit and come visit with you and say, Okay, I've got 15 minutes or half an hour here. act like you're a big deal, folks, you are a big deal. And when people see that you're really using your time wisely. You look exclusive, you look like a commodity, right? I love that shit. Alright, so here's a, here's a few things.

I'm gonna end with some of my favorite phrases. Don't ask me because I don't know if I made these up in my sleep or if I made an amalgamation of them. But here's some of my favorites.

You can't change people, but you can change how you interact with them. Right?

When you transact and interact on a higher level. you encourage those around you and you show them how to work with you. You're showing by leading by example, like this is how I want people to work with me.

When you set the tone and theme for yourself that lets others know how, like I said how to interact and do business for you.

When you value your time as well as others it creates a success freight train that continues to grow exponentially as we practice it more and more.

It gets more and more difficult to set boundaries once they've been pushed, so setting those boundaries, getting that hard stop no having thing systems in place when somebody asks you for your time, or how much do you charge, have all those in there because it does get more and more difficult.

You don't have to crack the code on changing people. I mean, it can't be done. But what you can do is build a group of people that are aligned with your purpose.

And I love the idea of an ecosystem of the law of reciprocity. That creates a proven and a trusted system. That's all I got to say today, folks, we'll be back with guests in the upcoming shows.

Transcribed by <https://otter.ai>