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EPISODE  
**106**

**Kathy Mauck**

Show Notes at: <http://www.aesnation.com/106>



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**John Bowen and Kathy Mauck**

**Episode #106**

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Best of success,



John Bowen  
Co-founder, AES Nation

**John Bowen:** As entrepreneurs we want to build amazing businesses, remarkable businesses, but to do that we got to have the right team around us. One of the most powerful parts of that, if you're the entrepreneur, the subject matter expert, you've got to have somebody who's your COO, integrator or coach, but somebody there to help you really get focused in and apply the great insights that you have to achieve remarkable value for your clients and your customers. Many of us struggle with this. Today, I have a two-four. I have an amazing, remarkable individual who has done just that over the last 15 years, building a tremendous business. She's going to share with you how she has been able to add value there, lessons learned, and how you can have the energy and work with these individuals to really make a huge difference. Stay tuned.

Kathy, I am so excited to have you here with us today. You and I have known each other for about four years. We're both in the Genius Network Mastermind Group with Joe Polish, and first of all I want to thank you for joining us today.

**Kathy Mauck:** Thank you very much John. I'm excited to be here.

**John:** Kathy you're one of those in our group that is very much on all the time. I mean you and I probably talked as much as anybody in the group because we were so passionate about helping people, really be all the capable being, and you've been doing it with Z-Health and we'll get into that kind of business. What I want to do is where I think this would be really valuable for, and it has been for me, so I want to share your message with everyone else, is how you really help the subject matter experts, the entrepreneurs, the business owners, because you are one as well, but to help them have the energy so they can be fully engaged and then for a professional standpoint really focus in their energies accomplish amazing things.

Before we do that I want to get a little background Kathy. How did you get to where you are today?

**Kathy:** All right, we'll back now. How did I get to where I am today? Pretty strong determination, I remember in high school one of the things that I always knew I could do is just go out running and every day that I would go running I always had to take one step further each day than I had the day before. I didn't have to run a long distance further but every single day I had to at least take one step more. That's kind of the driving thing in my life, everything that I do have to do at least one more because there's just that sense of you're not done. You can always make it bigger or make it better or perfected. I think that's part of how I am is just that and then the ability to look at people around me and see how skilled they are and how much they have inside them if they have a good coach to help them bring it out. It's that driving desire to see, help people succeed and see them succeed. Am I right?

**John:** I see that. I'm the same where I think a lot of entrepreneurs are- is that it's so easy to turn off the lights, turn the key to the building, what have you, but I always make it one more thing. You got to do one more thing and then it's amazing what can happen.

Kathy, what I want to do is because it's unique that really you work with individuals both or entrepreneurs both on the professional side and the personal side and I don't know if you even know this. I mean you and your partner or a cab have ... The bad thing about hanging on Genius Network I had to lose 35 pounds and start getting in shape. There are too many healthy people there.

One of the things that you find is there's a huge amount of energy and you guys do different than everyone else and what I love to do is break it out and have you share with us those entrepreneurs what can we do to really ... I always think of it as the corporate athlete if you will that is so often Jim Lohr of Human Performance Institute to brought that up to me one time. He goes, "John, you'll always an athlete, what we do is that we're typically somewhere around 90 percent plus training and then 10 percent doing.

On the corporate side we do, for the most part almost no, and I might go 10 percent training and exercise, getting ourselves in shape but we're doing, doing, doing, and a lot of people breakdown. Kathy, how can ... some simple essence here, with the time that we have, how could you help other entrepreneurs focus in on their health so they have the energy to be fully engaged?

**Kathy:** Probably, I would break it down from a personal perspective as an entrepreneur focusing on your business, you've got 90 percent of you going on to your business, that last 10 percent has to be really, almost has to be that MX black card. It has to be so high value. You can't go wrong. For us what we would teach our clients is you have to have three things. You have to be able to see well, balance well, and move well. With all the latest brain science that we now understand, helping your vision continue to improve, helping your balance continue to improve and your movement, those can be done in seconds at a time not hours at the gym.

Most of the time its knowing how do I get up from my computer and spent 60 seconds in an hour training my vision, training my balance and actually just moving. So I think that's where a lot of my energy comes from is that constant application of that 10 percent of my time from an entrepreneurial business perspective. That's what I've got to give it so it's got to be a high pay off. Those are the three things that we focus on primarily.

**John:** I don't know if it was you Kathy or someone else that was giving me kind of the rules on balance, and as we get older our balance goes away, not goes away but it comes less in like the simple task that somebody told me was to stand up on one leg whatever. If we're right

handed, you stand up on that leg and you lift your foot with your eyes close. I mean that's not a hard task at all.

The progression over age of the average person, the amount of time balance wise it deteriorates like crazy. I was surprised with that.

**Kathy:** The really coolest thing if I can just be honest with you is it doesn't have to, full stop. Our vision doesn't have to deteriorate like we think it does like ocular knowledge has led us to believe. Vision doesn't have to deteriorate and neither does balance and neither does strength. All of those movements and those things can be trained on a daily basis and maintained and in fact improve upon as we age because all of those are skills that live in the brain not at the actual visual and balance level that we think. All of those are trainable skills until we're dead.

It's a terrible saying maybe but I always like to say modern neuroscience proves to us, if you're not dead you're not done. If your body is degrading you can actually correct it and improve it no matter how old you are.

**John:** I think that's one of the things for all of us. I mean it's pretty easy to give up as we ran in the health challenges and so on and I had ... Last year I had walking pneumonia which was kind of a big wakeup call. I've not been sick really to my knowledge the last 20 years for more than a cold. That just hit me so hard. I was really not able to do anything for about two weeks. It was one of the motivations to lose weight beyond hanging out with all of you very healthy people but it was also just some of the things you could do. As I did that I found, Kathy, I mean my vision ... Actually I had a vision test recently, my vision has improved fairly significantly. The balance, I'm actually very active on and I've got a trainer working with me on the movement. What I find is that that just makes it, I'm 59, just probably turned 60, if I want to have ... I want to live long enough to take advantage of all this longevity stuff that's coming down the way.

**Kathy:** Absolutely.

**John:** Life is really good and I was skiing the other day and I was with an 83-year-old fellow who ... I'm a pretty good skier and he was much better than me, better dressed and a better skier, top real estate developer in the states here. It's just, a lot of these, I don't know if it's optional, we do have a lot of ability to really make that energy and if we're going to be successful entrepreneurs it's so easy to get caught up in the business running and running and let our health deteriorate. What do you see as, if you're going to go and help fellow entrepreneurs, what would be the best way for them to get started on this journey.

**Kathy:** As far as health or as far as business?

**John:** Let's say in health and then we'll go to business.

**Kathy:** Again, if I can tell you I would recommend something we called the Vision Gym, because it's almost like vision hygiene. I wouldn't get up and go outside my house and go to a business meeting without my shower and my preparation, brushing my teeth, flossing, those basic things. Our vision and our balance and our movement all need that typical daily personal hygiene, and so being able to integrate short, fast exercises, that actually take care of my eyes every day; I keep going like this like I'm rubbing them, but take care of my vision every day and we're talking like seconds to a minute or two at a time, not hours. That's what's the critical difference is vision training and balance training are such high payoff training drills that 30 seconds, 60 seconds, two minutes at a time is what's going to get the job done to allow me to do, to have the professional energy I want, to think clearly in my business.

There are a whole lot of visual skills that can be trained and most people think when they think about visions they only think about 20-20. Can I see it at 20 feet when everybody else can see at 20 feet? Vision is much more complex than that. It has to do with simple things like can I see an object when it's moving? Can I track it when it's coming closer? Can I track it when it's going far away? What if I'm moving and the object is moving, can I bounce my vision back and forth and remain stable? Can I balance and see well while I do these things? There's such simple life skills that we don't think about them until they start to deteriorate. If you're doing the most part of personal hygiene then there's just that daily practice.

**John:** I love working them into a routine because it's not ... I mean I would be one of the first guys if you could take the magic pill, take it, and I have to ... or pay someone like you to "Kathy, go out and exercise for me today, I really want a hard workout." Since we can't do that having- developing those routines and habits is the only way that I've found it has worked for me.

**Kathy:** Yes. Most of the time what we were going to usually encourage you to do is attach them to something that you already do, because anytime you're going to add something that you have to think about like if I'm going to suddenly add flossing to my routine I have no reason to remember that. I have good intentions but I have no reason to remember that and I can't just like in the willpower, that Kelly McGonigal, I can't just willpower my way into doing something different. I actually have to have things that make me better, help me remember to do things differently. If I'm going to add something like a vision drill or a balance drill into my day, I have to link it to something else that I do no matter what.

As silly as it sounds for me, I start my vision drills each day in the shower while I'm getting ready because that's where I can do my basic vision training at the same time I'm washing my hair or whatever. It has to be attached to something we already do that payoff is already there.



**John:** That's great. Entrepreneurs love multitasking as well.

**Kathy:** Yes, we are.

**John:** If we can do that in a tactic, but let's change subjects. Now, we're full of energy we're ready to go, we're going to make a difference, and as entrepreneurs we've got this great vision that we want to do. But oftentimes you and I have been in many meeting where there's some pretty frustrated entrepreneurs and they're not realizing their dreams. They're not making that dent in the universe as Steve Jobs talks about, they're pretty frustrated. What are some of the lessons that you've learned in helping entrepreneurs really capture their insights and put it into action?

**Kathy:** Probably the biggest one in my opinion is because I do believe that entrepreneurs successful and knows that are dreaming about that big success I believe they actually do have the knowledge and the skill within them, the mistake I think we make is not hiring a coach. We're not finding a coach to help partner with what's inside me to draw it out. Tom Landry has a quote, "A coach is someone ..." and I hope I get this close, "A coach is someone who helps you see what you don't want to see and hear what you don't want to hear so that you can be the person you always knew you could be."

Really good coaching is hard to combine because lots of people think I've done it so I can tell you how to do it. It's much more than that. The ability to actually ask really good questions, to listen really carefully, because the answer, again, modern neuroscience tells us we believe what comes out of our own brain. We believe what comes out of our own mouth not with someone else tells us. If I tell you, "John, here's what's going to accelerate your business, this is what's going to make it happen for you." Some part of your brain is going, "I'm sorry, don't tell me what to do."

Even if you agree with me, it's called the rat brain. I'm telling you the right thing to do and your brain is going, "Don't do that to me," even if you ask my advice. A really good coach has the ability to ask the questions so that stuff is inside you, has the ability to come out and be crystal clear and give you a focus direction to get things done. I guess the final piece to that is if as a coach I can ask you the best questions, get you to lay it out as to what your next action items are, the brain has the ability to then zero in on that target and because it's a predictable target we can hit it. That's the things I've been doing.

**John:** Let's go a little deeper on that Kathy. What I find great coaches what they can do, pretty quickly is help me get clarity around the vision, get it out of your mind, and then they can go ahead and really help you quantify, if that vision is going to happen what are the goals, what does that mean. How do you get from vision, goals, to really the action steps that you need to take to make this all real.

**Kathy:** I think the first part, and this is something you and I have talked about before. That idea that as an entrepreneur we often start out as that rugged individual as Dan Sullivan says, and that idea that I've got to do it all, I've got to and it's always running on my desktop. My memory desktop that keeps me up at night, we have to take out this and I have to do this and I have to send this email and I have to order this and I have to do this. It just takes up our working memory and in essence waste, it burns through our energy each day.

As a good coach the ability to first sit down with another entrepreneur or another client and say, "Let's get all that out of your head. First let's get that out of there." Now, of that you have a special unique ability, and of that unique ability what is it your job to do as the entrepreneur. And so then you start funneling it down, if your job as the entrepreneur, because you're the only one in your business that can do this, let's focus on that. Now, within that what is your goal for your business within that? As entrepreneurs we have a tendency to dream really big. And so we need someone else asking us the questions of how do I take a principle and turn it into an action. It's one thing, for example, if I say, you know what, I want ... well, you can do it in health or business. I want to lose 10 pounds. Nice, that's a nice principle. How and when and where and what and why, completely different question, it's not enough to state as a principle what I want to do. "I want to grow my business 10X this year." That's a great pie in the sky idea, unless you have an actionable item of what to do next.

From the let's get all that out of your head, let's now actually take it apart and go which part of that is your action to take. Now, of the actions that are yours to take what's the very first action item step to make that happen. We make the joke in fitness, if someone comes to me and they say, "Kathy, I want to get in shape." What shape do you want to be? Round is a shape. How much clarity can I define the actual goal that an entrepreneur has and the closer I can define it the more the brain can zero in on it and get it done. Does that make sense?

**John:** It does, and I found that over and over again when ... The entrepreneur gets clarity, you get clear on the vision that you want to have, you got the goals, and then the action steps, and particularly this is such a big opportunity to involve your senior team to enroll them to get the best idea because as you said is that most of us are not good at everything and even though as entrepreneurs sometimes we think we are, and we have some unique abilities and we had some really- we had a good senior team, we've got a great team that we can really delegate and give ownership to those, someone else that they'll do a better job, they'll allow us to take advantage of our unique abilities and really provide everyone a much better quality of life. It's a great way of really getting things going.

**Kathy:** Yes. I think within a team you have that driving entrepreneur and as you said you have that entrepreneur that hopefully sits beside them and helps pull some of those ideas out and get things done and drive things forward, and then within that team ... I love the team that I worked with currently and I am so thankful that each one of them does the job they do



because I know for sure that if I had to do the accounting job we'd have a problem. If I had to do the tech job we'd have a problem. There are so many pieces of the job that our backstage works that make the front stage shine. Getting those things out of the entrepreneurs way, their key to getting things done quickly.

**John:** I find that I mean I really love technology, I love that you and I- You're in Phoenix, aren't you?

**Kathy:** Currently, I'm in Northern California.

**John:** We're coast by, I'm in Silicon Valley. This is the amazing thing, today's technology we can do have a great conversation whether we're halfway around the world, or right next door, we can have our tech people put this together and get the message out. It's amazing how much can be accomplished once you get clarity on the vision and then have the right team in place and let, you stay on, you have the right side of line as the entrepreneur that you don't try to cross back and forth because it makes it extremely difficult for all the entrepreneurs.

**Kathy:** Yes, and that's why that coaching comes in to keep on the right side of the line to help you do what you do best so that they can do what they do best.

**John:** There's no question about that. Kathy, I see as you're pulling this together, I mean we got the health side and we got the professional side, give me an example, when someone that you've seen kind of just probably not on, it would have been someone who not having as much success. I mean a lot of times you reach that ceiling of complexity if you will that you've got a business that is doing pretty well. It's a success for everybody sees you as the entrepreneur and they say he or she is really successful, and they may even look healthy, but neither of those are true.

How would someone like that dive into fast action because all of a sudden, to me the best entrepreneur is where they make that big curve up that near the curve where they really accelerate that route is where they're frustrated. They know they're capable of a lot more that hit the ceiling maybe on health and also on a business. We don't want them to wait for the heart attack or for the business to start going under before they start really going. How can they jumpstart in?

**Kathy:** I think Dan Sullivan comes to mind a lot in things like this, and so does Peter Diamandis in that idea that there's either a scarcity mind-set or an abundance mind-set. Dan Sullivan's idea of "The skills that got you out of Egypt aren't going to get you into the Promised Land." And we do things all the time that have built our business to this level and we have habituated those patterns so that we're comfortable with them, so as a human that's what are brain wants to do. It wants to habituate a pattern to get things done quickly. Our business has

gotten to this level because this is what we've done, and then we've maxed out our energy, our resources, our time, our family, our friends. We've maxed out everything possible and so what's going to take us to that next level and being able to break through it is literally the ability to let go of something and do something different.

Unfortunately, our brain doesn't really necessarily like to do something different. From a neuroplasticity perspective the brain's ability to change, we almost have to look at what's called metaplasticity, and that change of change. If our brain wants to make habits of things we have to have the ability to go this is what I've always done, if I'm going to breakthrough I have to find one small action item that doesn't freak me out that I know will bring me success. And this is something that the reason we have such success with clients and entrepreneurs and the reason I do is because in essence you challenge a really great entrepreneur or coach, you challenge their work ethic. Their work ethic is to just try, try, try, get it done, get it done, get it done, and because they've habituated it how do you add one more thing that's going to end up being a high payoff that will give them success very quickly.

It sounds really simple and silly but after an interview and after questioning an entrepreneur and after literally listening out where is it you want to go and how we're going to get you there. You find something that is almost, it's almost would be considered insulting to them, because it's like "What is that?" if I want my health to be better I've got to put my shoes by my bed at night? Really? That's so stupid. Yes, why don't you show me you can do it? Sometimes with an entrepreneur their health is like "I want to get in shape." "Okay, I want you to do one pushup a day." "It's going to take me years to get in shape." "How many pushups did you do last year?" "None." "Then it's a 100 percent improvement if you can show me you can do one a day and we'll talk about what comes next if you can demonstrate one a day."

Those silly simple changes that create habit change in our brain, our brain loves it because we have instant success and very quickly that went off becomes seven days of we look back and we go look what I just did. We break through that ceiling of complexity very quickly by adding the things that can't fail.

**John:** It's so powerful because I see- I mean what are the things that you and I are, you know these mastermind groups together and it's pretty amazing Kathy. There's some remarkable entrepreneurs and we both been in long enough that some of the individuals that keep on reporting their progress and it's like a wow. Its wow and they're not necessarily the smartest guy or gal, they're not the most privileged or the right place at the right time. It's by taking those little steps, I mean very discipline in the process, surrounding themselves with a great team and really having a clear vision of what they want to accomplish, and they are accomplishing amazing things, like you are in your business and I like to believe I am with my team in our business.

**Kathy:** John, as you say that, that's exactly what I think about, as I look at the people that are in our business coaching groups and in our networks. As you listen to those people what they do best is they continue to set those goals, they continue to set those actionable items, and every three months as we get together and we talked about what they've accomplished, now, looking back in three months it seems huge. But from day one it was a small thing, in 90 days it's a big deal. Helping entrepreneurs, coaching them to take one action step because we as entrepreneurs think "I have to tackle the world today." "Yes, you do, one step at a time." And so because our brain feeds on success that whole success breathe success that's what makes it happen. If I can figure out what's my one step like the linchpin to change the word, what is that linchpin today that I can do again tomorrow and the next day and the next day, because yes, we're all envious of as they do such like that it's like that's sounds really good how much they accomplished in 90 days, so, I would agree.

**John:** What I like is the idea for going 10X, this is from Dan Sullivan of Strategic Coach. Dan the other day I had a counselor meeting with them where we do a webinar and he wrote back. He says "Don't worry about it John. No problem, we've got the next 25 years together, we're going to keep on improving each and every time we're doing it." The part I love about it is his mind-set, he's just recently turned 70, and we have a partnership deal that we're doing and he goes, "John, you got to get in better shape. We're 25 years." He gets this long term visions of making John as an entrepreneur. Then all of a sudden having great health is as so important being able to perform at a high level is really amazing. Kathy this has been great.

Let me go the next segment.

Book of the day, what would be- your fellow entrepreneurs, what would you recommend that they put on their bookshelf? They shouldn't do that, they should actually read.

**Kathy:** Or listen to it, get fit and do something with it. The one I mentioned before is the willpower instinct, Kelly McGonigal, and the reason I mentioned that is because as highly successful individuals we often are extremely self-critical. Overall we may have extreme success in one area but we tend to let one other area of our life that maybe our health, that maybe our accounting, it maybe our taxes, it maybe cleaning the kitchen, it maybe exercise. We tend to let an area of our life where we're not as successful, overwhelmed, how we feel about ourselves.

Literally, the willpower instinct talks about how much more there is to making change and having being successful that just getting it out and having the willpower to get it done. Being able to take those small things that get in our way and learning strategies, actual strategies to get them done, so how do I measure my really high success and put into place how do I bring this thing that I'm not so good at like whatever, cleaning my kitchen or training or working

out or whatever it is, how do I bring that over to this, not by getting it out, not by willpower, but actual techniques and tactics to getting it done.

**John:** I have found that it's hard to do it by willpower alone. I just bought the book because I want to read it too. Kathy let's go to the next segment here, this is the application of the day. On your smartphone what would be one of the applications that you would recommend that your fellow entrepreneur should have.

**Kathy:** I end up using WhatsApp a lot, just because the amount of international work and the amount of conversations I have on my phone, I use that one a lot.

**John:** Tell me, I know that I sold for a huge amount of money and it's ... I never even heard of them. I forgot the dollar amount of the check that was written to acquire them but tell me why I should have it because I don't have that one. I got lots of apps, I don't have that one now.

**Kathy:** It was easy to download, easy to use, easy to use internationally is why I primarily use it or that's what got me started with it was because every time I was working in Europe someone will say, "Can we talk on WhatsApp?" I'm like "What is that?" I have my iPhone and I'm so used to using that. But the ability to speak to both the domestic and an international audience is why I utilize that and just ease of view.

**John:** What are you doing with it now to Kathy, is it a text, is it a phone, is it ... what is it?

**Kathy:** D, all of the above. It can be used- I mean I primarily use it for texting but I can use it to send links. I can use it to send photos; I can use it for everything, calling and so forth, so all of the above.

**John:** I will download it and try because I'm doing a lot more internationally as well. Let's go to the next segment, and this is resources. Tell me ... I'm going to put up on your website for Z-Health. Let me shoot that up. What are some of the resources that are available to our fellow entrepreneurs here?

**Kathy:** Because I believe so strongly in that, in what drives entrepreneurs is getting things done and growing things and so forth than we do so often forget our personal health and personal hygiene. Probably resources wise, I would probably recommend the visiongym.com.

**John:** Let me pull that up too because I'm going to take a look at that as well. We'll have the others link at aesnation.com. You can come to ... Kathy tell us a little bit of the Vision Gym. I remember you mentioned it before. Quite honestly I didn't take advantage of it. I didn't need

to do that. Tell us what it is, and I'm thinking that my eyes are going to be lifting barbells or dumbbells or- how do we, what is it?

**Kathy:** The idea that because my brain and vision are, they are one and the same, and so because I'm going to spend so much time on my phone, so much time on my computer my vision is getting really, really good at doing that. When I go outside and I want to do something different when I go and I want to train for my health, my energy and longevity in a day are directly tied to my vision, because vision is my number one survival priority. When I can see stuff coming at me I'm safe. When I can see the world around me, I'm safe.

Vision and personal vision, hygiene, need to be looked at exactly the same as what food I'm putting in my body. What movement training am I doing? If I shower every day, all those things needs to be lump into the same category as far as vision health. The cool thing is our brain prioritizes vision as like really key. It prioritizes it, I'll be better if I can see the world around. I'll be safer if I can see the world around me. It is a series of drills and then a series of assessments to make sure the drill is right for you. Because let's say, John, you can see really close up but you can't see faraway, well, then don't keep training close-up all the time. It's time to train faraway. It gives you a one-to-one correlation. I'm going to do this drill, I'm going to see did it make me better or did it make me worse and just like doing any strength or flexibility training, the cool thing is, is the brain really immediately, immediately tell you is that a good exercise or a bad exercise.

What you're going to hang on to with your vision training is only the good ones for now. Always do the good ones that make me better and better and better, so that as an entrepreneur I'm thinking faster, my processing skills are faster, my ability to move, get out of the way of cars, cross the street, whatever it is, sit down, stand up without pain, all of those things are tied to my visual health. It's a series of drills and assessments that let me know what's the highest payoff for me.

**John:** That's great. Let me do the last segment here. I've been taking a lot of notes Kathy and let me just share our fellow entrepreneurs, this is such an important area, I mean its health. I'm going to go with number one. All that's recognizes so often, what we do is we give up our health and our earlier years to get dollars and then what we found out in our later years is we're going to give up the dollars back to get health and we never quite get it that way. Why not start today and certainly Kathy and her organization, Z-Health, really provide some great tools and I love the ... It's not about how much you can bench processes for the guys as we're playing football in high school and all that. Can you see well? Can you balance well? Can you move well? It is very powerful.

These are going to be elements that we need to have, we're going to have full engagements in our entrepreneurs, an additional from our professional side. It's important to get, I mean

you have this unique ability, you're ability in this great businesses to get it out of your mind, put it into action steps to enroll your team, to make sure that you're making a difference and definitely the opportunity has never been better to be an entrepreneur.

Kathy, I want to thank you and encourage everyone to go to [aesnation.com](http://aesnation.com), see the show notes, all the links that Kathy and I talked about for all the information and go out and above all execute. Your family, your clients, all those future clients, they're counting on you. Don't let them down. We wish you the best of success.



## A Second Opinion on Your Finances

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Dear Fellow Entrepreneur,

Like many members of AESNation, I'm a serial entrepreneur. In addition to co-founding AESNation, I'm the founder and CEO of Financial Advisor Select, a firm dedicated to helping successful people make informed financial decisions by introducing them to top financial advisors.

If you're like many successful entrepreneurs, you and your family already have a relationship with a financial advisor. You may even work with several financial advisors. If you are completely satisfied with these relationships and confident that your finances are on track toward helping you achieve all that is most important to you, we congratulate you.

However, you may not be entirely satisfied. You may be wondering if there's a financial advisor who is better-suited to address your family's very specific financial challenges. If so, you are not alone. In today's uncertain economic climate, many successful entrepreneurs are wondering if they have the right financial advisor.

To help you find out if you are currently being served well, Financial Advisor Select is offering a complimentary second-opinion service to all qualified members of AES Nation. Simply [contact us](#) to schedule an exploratory call with one of our personal financial concierges. We will introduce you to a financial advisor who we believe has the ability to address your particular needs. The financial advisor will then meet with you and provide you with a second opinion on your finances. There is absolutely no cost or obligation to you.

[Find out more about how Financial Advisor Select can help you and your family.](#)

Why do we offer this service? Because at Financial Advisor Select, we have just one purpose: to help successful individuals and families achieve financial peace of mind by connecting them to top financial advisors in their communities. We look forward to assisting you.

Best of success,



John Bowen  
Founder and CEO  
Financial Advisor Select