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Nancy Mackay

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Best of success,



John Bowen
Co-founder, AES Nation

John Bowen: Boy, do I have a remarkable entrepreneur today and she didn't start out that way. We've got some great backstory. But one of the things that each of us as an entrepreneur needs to do is we have to master our time. We have to master our energy. If we're going to make a big difference, make the impact that we want to have ... we got to make an impact on ourselves first. Today, this remarkable entrepreneur is going to share how she's made that impact not only on herself, but everyone around her. She has the privilege of working with many hundreds of the top entrepreneurs in the world. I'm John Bowen. You are on AES Nation. It's all about accelerating your success. Stay tuned. You do not want to miss Nancy MacKay. She's going to share with you how you can accelerate your success by mastering time. Stay tuned.

Nancy MacKay, thank you very much for joining me. I was blown away ... We met at a Mastermind group, Joe Polish's genius network, and you were sharing with me all the impact that you are having around the world. I was like ... I wanted to share you with our audience. First of all, thank you for joining us.

Nancy Mackay: Thank you for inviting me. It's an honor and a privilege.

John: Well, it really is an honor on my side. Nancy, one of the things that you do, you and your husband have a fantastic CEO forum in Canada. You work with hundreds of the top entrepreneurs in Canada. There's all kinds of lessons learned. We're going to focus on time mastery because this is a passion of both you and I. What I want to do is ... I'm thinking kind of the classic question. As you woke up as a young girl, a little girl, you didn't think about running a CEO forum, I know, because you had a different history. Maybe give us a little backstory of how you got to where you are, so that when we dive in, everybody's got that kind of framing.

Nancy: Well, I founded MacKay CEO Forums over 10 years ago because my whole career, I focused on working with CEOs and executives. I'm a former university professor; I taught hundreds of executive MBA students over 15 years and I was a global consultant with large firms. And about 10 years ago, I realized that it was so lonely at the top, for CEOs and business owners, and I thought you know what? If I could put people together, so that they can help each other deal with their toughest issues and challenges and their biggest opportunities, that all good things would come of that and they'd achieve a greater success with their business, personal, family. So, that's why I started MacKay CEO Forums 10 years ago, and that was just me. Fast forward to today, where we have over 800 CEOs and top executives across Canada and they participate in these peer groups.

John: Yeah, no, it really is amazing. I mean, one of the things ... We met at a Mastermind group of fellow CEOs. I spend over \$100,000 a year being in groups like yours and because I'm in the States, if I were back up in Canada, I would be there, Nancy.

Nancy: Thank you.

John: Well, and one of the things, this is so important. One of the reasons why we created AES Nation is to have a virtual sharing, but the power of these CEO groups are just amazing. Give me a little bit of background, because I do know a number of college professors that went out and became entrepreneurs, but it's a small number. And to go out and create something like this, because my experience with CEOs is they're a pretty demanding audience to create that value. So, what was kind of that tipping point that got you to leave the academic pursuit, teaching the MBA programs?

Nancy: Well, I had been a professor in Canada and in New Zealand for over 15 years. And I was feeling like I was in the classroom and teaching all these executives and then they come back into the classroom and say, "Oh, went back to my company. I couldn't actually make it happen because my boss said, "You know, that's just MBA speak."" And I thought, am I really having an impact in the world that I want to have? Then, my husband at the time, who is my business partner, he was a banker, commercial lender, and that was sucking the life out of him.

We had dinner one night and I said, "You know what? You need to quit your job as a banker, I need to quit my job as a professor, and we're going to become entrepreneurs and we're going to make a huge difference in the world and we're going to have a lot of fun doing so as entrepreneurs." He looked at me, we were halfway through a bottle of wine, and he said, "You are kidding me. We have no clients. We have two little kids. We have a huge mortgage in North Vancouver." Housing prices were extreme back then as well. And he said, "How are we going to do that?" I said, "You know what? We're just going to live the entrepreneurial dream."

We toasted to it and literally, 10 years later, we never looked back and just the best decision we ever made. Because I believe that being an entrepreneur is just such a huge empowering way to live your life, so that you can actually, really make a huge contribution to the world, to the people that matter most to you. You know, it hasn't always been easy, which I'm happy to share the good, the bad, and the ugly. But that's how it all got started is one dinner at the Hurricane Grill here in North Vancouver.

John: Now, and I'm sure you finished that full bottle of wine too.

Nancy: We got into a second bottle of wine.

John: Okay, okay. It's needed. One of the things, Nancy, that's so important ... I mean, this is what's so impressive is ... You know, as entrepreneurs, it is so easy to get lonely as we go out and we want to build these businesses. And a lot of the time, people get mixed up. They

think it's greed. We want to build these businesses so that we can really take care of the people we love, the stakeholders, and the causes we care about. And for some, it's really how do we make a major impact. What I'd love to do is kind of dive into some of the lessons that you've learned, not only through your and Rob's experience, but also through having the privilege of working, creating this forum with 800 fellow CEOs. I mean, the insights and the information ... We want to share what's working out there. Nobody gets through life unscarred and certainly no entrepreneurs do that. So, what are some of the key drivers of success that you're seeing?

Nancy: Well, I think it all started 10 years ago, where I got invited to be a speaker at a CEO peer group meeting. There were 14 CEOs from very successful companies and they, after my presentation, invited me to be their chair. I didn't even know what these things were. And what I realized what these peer groups were all about, was really helping people surround themselves with other successful people so that they could get all of the shortcuts, the successes, the failures, so that they didn't have to suck it up and just do it all themselves.

And so, I learned back then, with my very first group, which still exists today — I don't chair it anymore — that it is so lonely and that if you don't master your time, if you don't really have a passion for what you're doing and really understand your strengths, it's almost impossible to be a successful entrepreneur or CEO because it's the passion that matters more than anything else. And then, once you know what your passion is and your strengths, then you'll be totally motivated to do whatever it takes to build the competencies, to surround yourself with people to give you the shortcuts, and then to be able to identify the business needs. And that, to me, is the formula for extraordinary results.

It starts with that passion, drives you to build competence and hopefully, you're surrounding yourself with people to give you shortcuts. You're addressing a need and boom. But I find most people haven't figured out what their total passion is and what their strengths are. And as a result, we have a lot of people burning out. We still have a lot of CEOs and business owners not taking care of their health, not living the dream. They're busting their butts. They're working way too hard. They're losing their motivation. And so, that's why I'm so passionate about time mastery for CEOs and owners and really giving them the tools so that they can make the biggest difference in the world.

John: This is so important. I see it repeatedly. If you're out there working with fellow entrepreneurs, they get burnt out. It's very easy to do and you see many of the mistakes that you're talking about, Nancy, happening. One of the things I want to address is maybe the passion part. We hear advice in both directions. A lot of entrepreneurs ... I'm going to say wannabe entrepreneurs, they initially start because they just love the idea of being an entrepreneur. They're really not passionate about anything. My experience then is that life beats them down a bit. And if you're not passionate ... You need a big solid purpose that

you're going to have so when you're getting ... you know, pull-those-covers-over type thing and hide from it if you don't do it. Life's going to be really difficult as a business owner. Things are going to happen that are unexpected. How can we go ahead and really get clarity on our passions and so we can use that focus to move forward?

Nancy: Well, here's what I've discovered working literally with hundreds of CEOs and executives over 10 years, teaching them time mastery. That this whole idea of passion is ... The key to it is really understanding what your strengths are. And that's pretty simple to do, because it's what you love to do, that is your strength. So, for me, as an example, our vision at MacKay CEO Forums is to populate the world with better leaders.

To me, there's no place I'd rather be. I can do that every day, all day long. Whether my company's doing it, I get to do it, with not-for-profits, with my family, with everybody in the world. And I just want to do that literally till the day I die. My plan is to go to 100 and go boom. I want to help at least 10,000 people around the world. That's my passion. And my strength comes from the fact that that's so compelling for me. Also then, you have to figure out, so what are the activities that you really enjoy doing?

For me, I love teaching. Since I was a little kid, I wanted to teach. So, I've done that my whole life, so I will continue to do that. Other activities. Well, I love hanging out with entrepreneurs. I love hanging out with people that are running businesses. And so, those are the people I want to serve because I get a lot of inspiration and positive energy. It's really what are the activities, every single day, that give you energy and give you motivation and drive? And what are the activities that suck the life out of you? You just have to get that stuff off your plate. That is so key. You know what? If you're running a company, you get to decide where you're going to spend your time. But you have to be doing the hard work around what do you love to do? What gives you energy?

Also, we all have our blind spots. So when I'm coaching CEOs, I always say, "You need to get feedback from your customers, your direct reports, your board members, your partner. Get feedback. What are you doing that's working well and what are you doing that's causing a train wreck? Get the feedback because other people will help you understand what your gifts are, what your strengths are and what you really should not ever be doing again because there's somebody else that's going to be better than you.

John: Yeah. It's funny. I mean, people worry about, well, what am I good at? Well, you said it clearly. If you enjoy doing it, good chance you're good at it type thing. I always think back in school where I was being taught how to work on my weaknesses. You know, I can't imagine anything worse than, at the end of your career, having strong weaknesses. What we can do is ... You just need to be good at one thing that you can create tremendous value. Capitalism

works. If you can deliver value, what will happen is you can go ahead and do exceptionally well by delivering that value.

But you could then also attract a team around you. The team shouldn't look like you. It should be filling in all those weaknesses. It's just amazing. But I want to go to the part where, you know, we're talking about time mastery. We're saying, "Okay, what are we good at? What are we passionate about?" As you have more and more success, Nancy, one of the big challenges is that we tend to attract more activities, more success, and it becomes overwhelming. Our passion, it can be pretty easily erode when you're overwhelmed in life. How do you see entrepreneurs dealing with this overwhelm situation?

Nancy: Well, the number one tool that I personally use, that I've shared with hundreds of CEOs and entrepreneurs, is the 90-day plan. I fundamentally believe that we live in an exponential change world. And the pace of change and the overwhelm is just going to get more severe. It's not going to diminish. So, if you are running a significant business and you do not have a 90-day plan that identifies your big rocks — business, personal and family — for the next 90 days, and the most important part of a 90-day plan is who can help.

Most people have these goals and they believe that the key to success in life is to suck it up and figure it out and do it all themselves. The number one shortcut, which is such a game changer in terms of time mastery, is every single goal that I have, whether it's business, personal, or family, I have someone, who has been there and done that before, that is going to help me accomplish that goal. Every 90 days. And then I share that, I get every person on my leadership team. They have their 90-day plans and who can help. It's a game changer.

I notice when I do these workshops with CEOs, most people leave that blank. It's like they'll have the goals and they'll have when it's going to get done, but the who can help. I don't know. That's why I'm such a believer of get connected to people who have been there and done that before. I mean, there's no way I would have got a PhD in New Zealand in three years if I hadn't found somebody, in the U.S. actually, who was an expert in my area, to help me get that done. There's no way MacKay CEO Forums today would be in existence if I hadn't found so many mentors and coaches and what have you along my journey to give me all the shortcuts. Right? I'd rather learn from somebody else's mistakes than my mistakes. I've made plenty of mistakes. I'm so far from being perfect. But the key to time mastery is find other people so you can learn from their mistakes and their successes. That makes it so much more fun.

John: It is. It is so powerful. I mean, I think this is ... I want to just echo this. I always think that so many of us entrepreneurs are fairly quick starter types. What we want to do is we figure we can learn this stuff and we can do it. So, we want to know how to do it. The answer usually isn't how to do it, it's who to do it with. You know? Who's that mentor, who's that

consultant, who's that person on your team that can actually do this? Because once you get clear on the vision of what you want to accomplish and where you're really good, finding those other whos just shortcuts it like crazy.

Nancy: And it makes it a lot more fun and it's going to have an exponential impact on your ability to make the biggest contribution possible. Because every day that you're surrounding yourself with other people that are on the journey with you, that's just a game changer, exponential impact in terms of time mastery. And most people don't do it. I want to challenge your listeners here today.

If you have goals and you do not have the name of a person who's been there and done that before, and that person could be someplace else in the world, reach out to them and figure out how you're going to get access to their smarts because that's going to be a huge shortcut. It could be, you know, that's why these peer groups are so common at the top. Because it's a ready-made, instant access to people who've been there and done that before. You can create your own and struggle or get yourself into a peer group of people. But the best peer group, the best shortcuts are you're surrounding yourself with people who have been there and done that before, where you're headed. That's the peer group you want to surround yourself with.

John: Yeah, I was at a CEO meeting yesterday in Chicago. I'm in Silicon Valley, so I flew out for the day or for overnight and it was ... I've got pages of notes. But the ones that are all marked in red are the whos. I got such valuable introductions out of this. I was thinking as you were saying it, Nancy, where I have had mentors along the way. At one time, I started a mutual fund company, a series of mutual funds. I remember, I decided I was going to hire the best talent, the top consultants in the world, and I really had a huge team. Then, I had one fellow, who had started a mutual fund family and it was extremely successful, and he agreed to be on the board for the first year.

So, David, David Booth, of Dimensional Funds. David would just ... Literally everybody would give me all this advice, and I'd turn to David and David's just tell me what to do. We ended up selling the business. But I mean, it's an extremely profitable business, doing a great job and he laid all that foundation. He just flew up quarterly and it was a boom, boom, boom, boom. You know, having somebody who's done it and knows what they're doing is just so valuable.

Nancy: Well, and again going back to time mastery, I've had mentors that are paid mentors. I have mentors that they're just mentoring me because what goes around, comes around. And I've mentored a lot of people in my life. I've been generous with supporting as many people as I possibly can. It all comes back to each of us.

But the key is to be very focused on what is it that you want to accomplish and who are the people that can help you? And then, having the courage to take action. So, that's another thing that why I love working with CEOs and entrepreneurs. Because if you're running a significant business, you must have a lot of courage. You must have a lot of, somehow, inspiration, passion to take those risks, to ... Even though people aren't necessarily all going to be supporting you. Whatever barriers are in front of you, you're just going to keep on driving hard because you just believe so much in what you're doing.

My belief is this. It is possible to have an extraordinary business, an extraordinary relationship with your partner or your husband or your spouse, extraordinary contribution to the ... and not burn out. So, it's not about working 24 by 7. We live in a world where it's about focusing on those outcomes, which is part of time mastery, and really being intentional. If those are the outcomes, where do you need to spend your time, in your areas of strength, so that you make the biggest contribution?

John: Nancy, let me go on. One that everybody talks about, and I haven't heard your take on this, is this concept of ... You broke it out into business, personal and family, when you think of time mastery. One of the challenges, it's very easy to get overwhelmed and you've talked about how, okay, break it out into 90 days, which I do. I love that. If we break it out into the big hairy audacious goal, that can get overwhelming and stuff happens along the way. If we just get really clear on what we're going to accomplish over the 90 days, it can be very powerful.

But, you know, we've got all these different stakeholders pulling on us. We're told to have a balanced life so that we can be really effective. How do we use time mastery to make this all work?

Nancy: I think that, again, it goes back to, along with my 90-day plan, I have my top 20 list over the next 90 days. Who are the people that I need to be spending time with over the next 90 days, whether it's business, personal, family? We just got a new puppy at the MacKay family here this weekend. We hired a dog trainer. That's the who. Oh my gosh. Without our dog trainer, it would have been very, very painful. It's still kind of painful. We're going through the puppy stage. But it's a lot of fun and a lot more fun.

So I look at it, in 90 days, my goals. Who are the people I need to be spending time with and what do I need to say no to? There's so many opportunities, every single day, coming at me and coming at people that are running businesses. So, it's being very clear about setting those boundaries and saying, "You know what? Not over the next 90 days. I can't accept that invitation. I can't say yes to that because I need to commit to not letting my team down, not letting the key stakeholders down, and what have you."

It's about setting boundaries and that's not going to make everybody happy. I don't think life is about making everybody around you happy. I believe, because it's so fundamental to who I am, is I jump out of bed every day. I try to make the biggest contribution in all areas of my life. And I don't have any regrets every day in terms of how I'm setting my time and who I'm spending my time with and who I'm serving.

John: I think the most powerful thing you said, Nancy, is the ability to say no. I mean, as you have more success, you become ... There's so many people that want a piece of you, some of that time. And unless you're organized, you know, you have the 90-day plan, you're clear on these top 20 that you're going to ... For that 90-day period, you're going to build that relationship. I love the framing because you can then say no and it's not a no, it's not a hurtful no. It's just that you just can't do everything and that's so important to do.

As I look at this, and I want to ... You have tremendous expertise on a whole bunch of fronts. But one that I want to grab real quick is the ... Finding mentors is hard, okay? At least my experience. They show up along the way, you reach out, some agree to do it, some don't. But one of the things that was a game changer for me was CEO Forums. What I'd love to do, with your expertise, is how does somebody find ... If they don't have the right mentor now, but they want to have ... Where most of us as entrepreneurs, CEOs, are busy doing it, doing it, doing it. We're in business and what little time we have, family life.

It's so easy not ... That we've got everything, we're taken care of. But by going out to the right CEO group, boy, I mean, that changed my life. I mean, I think back ... I've got an MBA in Finance, a Masters in Tax, all this educational undergraduate kind of metrics. And the best experience I ever had was in CEO groups, so just learning those. How does someone who's listening or watching this today, Nancy, really find the right group that they're going to fit in, that they're going to maximize their time, energy and money?

Nancy: My belief is this. MacKay CEO Forums is not for everyone. We are a best fit for CEOs and top executives that really want to be part of a high-performance, high-accountability, results-oriented peer group. So, the culture fit of who you are and what you're looking for is so important because if you're part of a peer group organization that doesn't really match what you're looking for ... Like not everybody wants to come to a meeting and be held accountable, to make commitments every time they come to a meeting, to put their issues on the table and to then take action and come back and report back. I've had some people go, "Oh, no. I don't want that." Right? Great.

We're not for people that are not into that. The world needs more peer groups for CEOs, so I think it starts with really thinking about who are you as an entrepreneur or a CEO? What size company have you got? Where are you headed with your company. And then taking a look at what options are there, out there, for the type of business you run and for the type of culture

fit that's going to work for you. Then, reach out and explore. You know, take a look at what's out there. Find out what the differences are, so that you have an opportunity to truly get into a peer group. Of course, my belief is peer groups, at least with our groups — we meet once every two months with 14 CEOs in a non-compete environment — that's a day to work on your business. And that is going to save you time.

People say, "Oh my gosh. I don't have time to go hang with a bunch of other ..." Well, you do. Because if you join a group where you've got 14 other people who's been there and done that before, that's going to save you incredible time. It's a mindset around invest the time to surround yourself with people. Whether it's peer groups, coaches, mentors, take the time because it's a lifelong journey to become a better leader. It's a lifelong journey to achieve your full potential. And it's not about sucking it up and doing it all yourself.

John: And the reality is very few people can suck it up and do it on their own. I'll tell you, once you get ... If you're not in a Mastermind group, a CEO forum, with peers, I'm going to encourage everyone. You should do it because it has changed my life. I'm in four right now and I run a pretty large one for financial advisors as well. I've got over 200 in that group. I just look at that and the difference we can make, together, going on this journey is just amazing. I want to change subjects a little bit, Nancy, and go to the book of the day, if you will. You had an interesting pick on a book. I did just buy it today. I'll pulled it up on the screen on Amazon. But tell us a little bit about the *Feel the Fear and Do it Anyways*.

Nancy: I discovered that book when I decided to quit my job and become an entrepreneur. The first 90 days, I literally had 90 days of panic attacks. I didn't think I was going to make it because it was such a huge shift from being in the corporate world and having job for life and academic institutions. It was such a big shift and a lot of pressure with kids and a mortgage and all that kind of stuff. I discovered this book called *Feel the Fear and Do It Anyway*, and that was just so grounding for me. It just gives you practical insights around, you know what?

In life, if you play big, you have to step into your fear. You cannot let that stop you. And once you step into that fear, you go for it. I've literally read that book every year for the past 10 years, once a year, just to remind me of how do I play much bigger? And as we evolve with MacKay CEO Forums, how I evolve my leadership and our vision to really make a huge contribution. I really need to continue to step into it and not let that get in the way of taking it to the next level.

John: Well, I think this is so important for all of us. I mean, pretty much nothing great happens when we're comfortable. I'd love it to be that way, but it doesn't seem to be that way. So, we got to get down to the uncomfortable zone where we're learning, we're willing to go out and find the who's so that we can really do the time mastery you're talking about. I want to get a little bit more of what you're doing and go to a section we called Resources. I'm going to pull

up your website here, MacKay CEO Forums. Again, everything, all the transcriptions, all the links that we talk about are at aesnation.com.

Nancy, tell me a little bit about what you have at your website and the resources there.

Nancy: The first resource is I launched a CEO Edge podcast series — it's called theceoedge.ca — 90 days ago. And I've interviewed-

John: Yeah, let me put it up on-screen for those who are watching. But I mean, it is ... You've got ... I mean, I just went through the podcast before we went on, because I didn't know you had this in the list. And it's amazing. You know, we're talking about listening to the people who have done things. There's a lot of done things people here that are going to be very applicable to everyone watching this.

Nancy: Yeah, they're 20-minute audio recordings of interviews. I interview CEOs and entrepreneurs and get them to talk about their exponential change journey. That's our theme, all year long at MacKay CEO forums, is the world is changing at an exponential pace. What are you doing to step up your leadership, to thrive in that environment? So every one of them is a very interesting story of CEOs.

I'm very excited about that. I didn't even know what a podcast was until 90 days ago. I'm very grateful. Dean Jackson, who's part of our community as well, John, who just hit me over the head and said, "You should be doing these podcasts with CEOs. It's just a no-brainer." So, very grateful for that because, in 90 days, we've had thousands of people around the world listening to these 20-minute audio podcasts. Who knew? I mean, I really didn't know what it was going to be like. So, very passionate about that.

John: One other thing. I'm going to encourage everyone. You know, Dean Jackson is a very good friend of both of ours. Dean is really great at communication and great marketing. He's primarily in the real estate industry, but very much making a difference. And Joe Polish, of Genius Network. They do a podcast called I Love Marketing.

I want to encourage everyone to look at how you communicate. I mean, Nancy, you are a person of action because I was with you 90 days ago or so and ... It's a heck of an accomplishment, getting that out. Today's technology, the ability that we all have, no matter what your passion is ... Nancy's on CEO ... That information, getting it out. I always call it Nancy's strategic stumbling. By getting this out, magic happens. Now, and I call it strategic because it's very thoughtful, what you're doing. Stumbling, because we don't know exactly what will happen and why it will be so good, but I got to tell you. It's just amazing what will happen out of that.

For everyone, listening to fellow entrepreneurs, particularly in your space, is just so valuable. The other thing I was really impressed. I just pulled up your MacKay CEO forums. You have some great resources there as well.

Nancy: Yeah. We have e-books. We've got an e-book on what great CEOs do, 28 real case studies of CEOs talking about their issues and challenges and solutions. We've got an e-book on other tips from very successful, best-managed, leading brand companies. Then, my e-book on CEO time mastery, which gives you a workbook, for those of you that really want to master some of these tools. That's all freely available. We also have practical tip sheets, all related to leadership and strategy and all the things relevant to entrepreneurs who want to really grow their business.

John: If our listeners ... Now, are you in Canada? It's across all Canada, but not outside of Canada, right now?

Nancy: That's right. We have CEO groups across Canada. We have some people from the U.S. that come to Canada to attend our peer group meetings. Our vision is to go global with 10,000 members around the world. But right now, we're really focused on offering these peer groups for people here in Canada.

John: And how would somebody that is in Canada or wants to go to a Canadian meeting, how would they go and apply or start a conversation with you, Nancy?

Nancy: The best way is to go to our website, mackayceoforums.com, or my email is nancy@mackayceoforums.com. I'm happy to support any of your listeners and if anyone wants to get onto our monthly newsletter, in which we have all of our podcasts and various other stories from CEOs, they can sign up for our monthly newsletter as well through our website.

John: Now, this has been great, Nancy. I want to summarize kind of the key take-aways that I'm walking away with. I mean, I've got a lot of notes. Very first thing is don't try to do it alone. Nobody gets through life unscarred. We need some help. Big ideas, 90-day plan. This is just so powerful in addressing both the business, the family, and personal. And time mastery is ... Be conscious of this. One of the best ways you can do it is the top 20 list. We talked about it's not so much how you do something, but it's who you do it with and who's walked that and the mentors. The ability by focusing like this, the extraordinary results that you can get.

Nancy, I want to thank you for taking your valuable time and sharing it with our viewers and listeners. Encourage everybody to go take a look. There's some real pearls of wisdom that'll be in the transcript in the links. With that, go out and make a difference. Wish you the best of success.

A Second Opinion on Your Finances

A Complimentary Service from Financial Advisor Select for the Members of AES Nation

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