

**Male Speaker:** Welcome to The Chalene Show. Chalene is a New York Times Best-Selling author, celebrity fitness trainer and obsessed with helping you live your dream life.

**Chalene Johnson:** Hey there, my name is Chalene Johnson and thanks so much for joining me today on the Chalene Show. Don't forget, I have another podcast that you can find in the business category specifically for those of you who have a business or interested in starting a business. I cover everything from how and if you need to build a website, how to grow your email list, Facebook marketing and everything in between. That show is called Build Your Tribe but today we are talking about something I think everyone can relate to and that's when you've got someone in your life who you know or who you care about and you are trying to help them and for whatever reason even though they might say they want your help, they just really don't and how do you know when it's time to let it go in one year and out the other and stop giving them advice, stop offering your help or do you hang on just a little bit longer and stay by their side and help them through this. How do you know? How do you know when people are truly ready to make a change? That's what we are talking about today. Off to the show.

So today I want to talk to you about how to know when it's time to let go and when in fact you should stay by somebody's side and be that one person who believes in them, that one person who actually said, I know you can do this and I know you are testing me because it's a fine line and it's frustrating sometimes and it challenges us and it's really, really difficult especially those of us who – we call to help other people and we see greatness in others and sometimes it's difficult or sad or frustrating when they don't see it for themselves and I know so many of you are in network marketing or in sales or you are business coaches and for you in particular, it's really frustrating because you meet people all the time who you are like, oh you are so perfectly positioned to crush it like dude, do you know you have freaking everything and you can see amazing things happening for them but for whatever reason, they just don't.

It can be very frustrating if you are one of those people who you love helping people. Sometimes we do it though because we like being a know it all. I admit sometimes especially in the past, I speak really bad at this. I speak so bad about kind of like forcing my help on other people or people who – hi, yeah thanks. I didn't ask for your help, I didn't ask for you to like redesign everything in my life. You know what I mean and I had to catch myself. Yeah a rescuer a little bit but that's almost like making it sound better than what it really was because sometimes it's not always about rescuing people and the only way I was able to kind of break that habit is to realize that it wasn't that I was trying to rescue people, it was more so that I was trying to save the day and get credit for it. You know what I mean like I wanted that validation. Yes exactly, I wanted validation.

I used to do that all the time not because I am like you know, Mother Theresa and like, oh I just want to help. I just want to help everyone. It really wasn't for because I would try to help people who I didn't even know. It came from an insecurity, it came from a place of wanting to have people like me I guess. So now I recognize that's one of the reasons why I would do it because there is no other reason why I would try to help people who I not only didn't know but I could already kind of tell they didn't want help. Here is the first thing I want to share with you

because this is my first takeaway from just observing myself is, I was taking precious time away from people who really were in a position to want to learn and really were in a position where they needed help and guidance or just someone to believe in them.

Number two is, it doesn't make you feel better when you are trying to help someone who doesn't want – who isn't in a position and you know, you guys, you can look in someone's eyes and no matter how common sense what you are telling them is and no matter how much you think like this is so dah, Why don't you just do this? You can just see it in someone's eyes that it ain't going to happen and so then you feel bad about yourself. You are like, why couldn't I help them, why couldn't I be the one to teach them or like you start to doubt yourself. So the strange thing about that is, you keep trying to validate that you are a good teacher or that you can help people and you keep searching for these people that need help but don't want it and that's the difference. It's people who they need the help, they need the aha moment but they don't want it yet and so it does feel like rejection and it does takes energy away from people who really do need it and it makes you feel worse about yourself and it oftentimes will create a resentment in you towards the person who is just not ready and maybe they will never be ready, right. You never know.

So I want to talk to you about that because its weekend. At Smart Success, we talked a lot about like living a life with purpose and I am going to really personally try to get myself out of the habit of saying, living your purpose or finding your purpose because I think that's part of the reason why people really struggle with that concept is because speakers and authors and leaders and people who are in video always say, find your purpose and we should try to figure out who started that phrase. The phrase is limiting, the phrase has been skewed, the phrase has been misinterpreted. That's why I think so many people are freaked out about finding their purpose, right and that's why I record these in my office and my shelves are lined with books and a whole bunch of them are about Finding Your Purpose and so there is no other reason why there would be so many books and so many topics and so many conversations related to Finding Your Purpose except for the fact that we've overcomplicated it and because really that's you know higher power, whatever your higher power is, I personally [0:06:00] question but whatever your higher power is, you know if you have a higher power, you believe that there is a reason why you are here on this earth but it's not one reason.

It's always regardless of what age you are or your occupation or your position or your situation, I believe that no matter what stage of life you are in and what you've been through, you've been through something probably and whatever that is, you should try to help other people. That's how you live a life of purpose but there isn't a purpose, right other than to help others and it's always what I've been through thus far. So you know when I was younger, I could help people in many ways but only with the experiences that I had already been through and only with the limited number of challenges and obstacles that I'd face by the time I was age 18. So was I living my life a life of purpose when I was 18? Sure. It just wasn't probably a very deep purpose yet because I had been through much and so the more challenges, the more tough times, the more sticky stuff you have to get through, the more heartache, the more challenges and you know nights that you spend crying and days that you spend worrying and the more

hardship that you have, the more you have the ability to reach more people because you have more to help people with.

So it's simply like looking for people. You are looking for opportunities, not looking for people like – like I used to like oh, there is a guy. There is a guy over there on Isle6 who looks really stressed out and maybe I could help him like you know like that's a problem. I think that's what I used to do and now what I do is I open my eyes and I am more present to realize when there's someone standing right in front of me asking me for help and I do believe and again I don't want to get all like you know, I don't want us to be like just about faith because it is for me but it doesn't have to be about that for you but it is about like seeing something and being quiet enough to realize that there is somebody right there in front of you who is positioned and wants to receive your help as opposed to constantly seeking people who they don't want it. They don't want it and so you really can't help them and it's really challenging especially when it's someone we love because we don't want to give up on them and you feel like you are giving up on them.

I am just going to keep pushing and I am going to stand by them and I am not going to stop but isn't it funny how it's so difficult often times to help the people who are closest to us like they have access to the person who has what they need, right? Like dude, I've been through this and I am your friend. Hello, this is what I do for living and I can't help you with this. Isn't it funny how the world works that way and sometimes the people who we are closest to, sometimes someone who lives in your own home, we can't help those people but it makes us better teachers and I think the reason why that happens in our lives is because it's god's way of teaching us to be patient and not to push or to force our help on others but rather to be aware enough, to recognize, to look for the opportunity that somebody is in a position to receive.

Here is a moment that I want to spend and I don't normally do this because I really, truly believe I am just a work in progress but can I tell you I am so proud of myself because this has been a true challenge for me. I am so proud of myself because every year, when we have smart success, this is our fourth year and every year, there is a bunch of people who I invite pro bono every year because I know they need it every single year probably between I'd say 15 to 25 people and the first year of those 15 to 25 people ehh couple of people came the entire time, couple of people went into the modules when I gave them the academy, couple of people but out of 15 to 20, that's a pretty low statistic. That's not too good and the next year we had a few more and the next year, a few more but even last year, there were few people who it's like I know their life, I also know their potential and I knew that they were speakers. They needed to hear last year. There were lessons and exercises that if they could just stay in the room for one hour, their lives would change but as you might expect it to happen, those people who I had decided you need to receive this but they had made that decision.

So all those people last year, I wanted them to be there and I wanted them to hear a very specific message because I knew, man, if you could just – just this one little thing, it could change everything for you and if they came, they always missed that session if they came but I say about half of those people last year came and stayed the whole time, so doing better,

progress. I know I've had this problem and it's something I've been working on for a long time and last year, I was pretty proud of myself because I'd made a lot of progress like 50% of the people stayed the whole time and those people who only came in for like an hour here or an hour there, when I looked back at it this year, I was able to recognize that those were people who I reached out to and they hadn't connected with me about Smart Success or about these changes. They were just people who I knew in my life, they needed this.

So I had to recognize that there was nothing they had done that said, I am here and I am ready. It was me saying, okay let me force this on you and that's exactly why God wanted me to see that they weren't even in the sessions they needed to be in. You know it's one of the reasons why when we put together the Smart Success itinerary, I don't allow us to put on the itinerary what we are going to be covering because if we put on the itinerary what we are going to cover, people who need that subject will stay in their hotel room during that hour because we don't want to do that which we know we need to and that which is uncomfortable. So that's why we never put the itinerary like the topics that we are covering on our itinerary. So that was last year.

Fast forward. Right after Smart Success last year as I did this morning, I write down some notes on things that I want to see differently, things that I know we can improve upon, things that would make it better for our attendees, things that would make it better for us and things that just allow us to improve the system but then also things for me personally so that I really, really, really enjoy Smart Success and I have to tell you that as much as I shouldn't have allowed it to distract me or bother me, in years past, I would look for those faces of the people that I knew needed to be in a particular session or there on a particular day and they weren't there and I would let it bother me when meanwhile there is 1300 people who are there.

My point is this. We worry so much about the people who aren't ready for the message and we question ourselves and we question our own motives and we question our own ability to make an impact on others when there are so many other people who are eager and hungry and ready and positioned to receive your gift. So this year, after looking at my notes, I decided to go about it completely differently and this year, I made certain that I didn't invite anyone who I thought needed it as much as I wanted to, I didn't invite them. I let people come into my life or I let people show me in my life that not only were they hungry for information and someone just share their experiences but they would implement the things that I had shared and then come back and say, here is how this worked. Not me testing them or telling them that this is going on. There were several people that I – I've had on my heart all year long and have connected with them. People you probably don't even know, people who aren't even in business, people who aren't on periscope, just people I know. I just wanted to say that because I am not talking about people that you've ever seen on periscope or even in social media. They are just people who are in my heart and repeatedly throughout the year, those same 4 or 5 people kept reaching out to me and I mean they would say I did this and they would reach out to me and they say, I did this and for me, that was like, this is confirmation that this is someone who is positioned to receive and it feels so much better to work with people who are positioned to receive.

It's hard to feel like you are living your purpose or living on purpose or living with purpose when your advice serves no purpose because the people you are trying to help aren't ready to receive it. So I am so happy to tell you. There is only one exception I can think of, there is only one person, One! Out of like 15 people, 15 people that we comped everything for them this year. I mean attendance and few people we helped with flights and a few people we helped with other things but not because I asked. I want to put that out there but out of all those people, there is only one who came and this person wasn't in the session that I really, really, really wanted them to be in. Everyone else was there the whole freaking time, yes. That is awesome and I might add that one person didn't seek me out. They didn't ask me if they could come to Smart Success.

I saw something in them that, man, I wanted to help them with it but they are not in a position to receive it at the moment. I was just trying to catch him before he hit rock bottom but sometimes you can't you know. Sometimes you just can't and I am getting better, I am getting better and I have to put it out there that I am so proud of myself, I am so proud of myself because it means that I am doing it for the right reason and it's not about ego, right and I know that it's challenging and it happens to all of us. So it can be something so simple as you are trying to help somebody with their nutrition or their exercise or their relationship and no matter how much you love them and want to help them, it's just they are not in a position to receive it. So I am going to encourage you. Here is my call to action. It is for you to identify on paper right now the name or names of anyone who you are guilty of trying to help them and they are really not in a position to receive it. They maybe saying they want the help but you can see in their eyes and you can certainly observe in their actions and behaviors and their attitudes that they are not yet in a position to receive it and you have to love them and pray for them and think the best of them and not judge them. You should also free yourself of that obligation because it's not your responsibility and you will be there for them when they reach out to you and demonstrate through their attitudes, their actions, their behaviors that they are now in a position to receive. You will have to hold your tongue so that you don't say, I told you so! I've been telling you this for years! You are going to have to not say that. It's hard as that is. That's my message for you today.

This episode has been sponsored by [courageousconfidenceclub.com](http://courageousconfidenceclub.com), it's a club that I've created specifically to help people who struggle with confidence and insecurities in social settings and just standing up for themselves. Being yourself and feeling good about it, all of us could benefit from having more confidence. I'd love for you to just experience a taste of it, so please be my guest by going to [ChaleneJohnson.com/ConfidenceTips](http://ChaleneJohnson.com/ConfidenceTips). Now, if you don't feel like writing that web address down or remembering to go there later, all you have to do is while you're listening from your phone, send me a text message. The number is 949-565-4337 and that is for US residents. Then just send me the word 'Confidence' and I will send you access to this video.

This video will help you to eliminate self-doubt and just feel more confident in any situation, whether it's work, or personal, or just your social interactions. Every one of us can benefit from having more confidence. There you'll submit your e-mail address and I will immediately send to your inbox my latest training video, where I teach you step-by-step how to feel more confident

in just about any social setting. I think you'll find this incredibly useful, whether it's business or personal or just in your every day interactions.

Confidence is something that makes life easier, it helps you to raise more confident, self-efficient children, it allows us to speak our mind, to stand up for ourselves, to do the things that otherwise we are paralyzed by fear and we just allow our own thoughts to stop us. By learning how to overcome self-doubt and fear of success, you can become that confident person that others are attracted to. The person you want to be, the person you deserve to be, the person you know is inside of you. Thank you for checking out my free tools by going to [ChaleneJohnson.com/ConfidenceTips](http://ChaleneJohnson.com/ConfidenceTips).