**PARTNERING WITH YOUR PARTNER**

**Male speaker**: Welcome to the Chalene Show.

**Bret Johnson:**  Hi, I'm Bret Johnson.

**Chalene Johnson**: Hi, I’m Chalene Johnson.

**Bret Johnson**: And we are the creators of SMART Success.

**Chalene Johnson:** And we are happy that you are here. I assume that you’re here because you want more for your life. And we’ve invited you to join us today because perhaps, as a couple, you have found that like life and kids and finances and trying to get ahead and all the distractions that happen when you have been together for a certain amount of time have created some stress, some strain in your relationship.

And we want you to know that it is possible to get you back on the same page and to realize that the person who, at one point in your relationship, was your biggest fan. It is possible for you two to both feel that way again.

And we can say that because we’re there now, but we’ve had to learn kind of the hard way. I mean, we can say today that you’re my biggest fan, I am your biggest fan and we are on the same team but dude …

**Bret Johnson:** I00%.

**Chalene Johnson:** … it has not always been that way.

**Bret Johnson:** Well, just like you out there, you know, with your partner, you have a lot in common. Like Chalene and I love to travel, we love to go out to restaurants, we love to hang with the kids, we love to snowboard, we love to work out together. But there are many things that we are quite opposite. You know, skill …

**Chalene Johnson:** Word.

**Bret Johnson:** Yeah. Skill sets …

**Chalene Johnson:** Right.

**Bret Johnson:** … strengths, and …

**Chalene Johnson:** Fashion.

**Bret Johnson:** … fashion, of course. I just think that when - the most important thing to think about is that when you’re opposite and there’s a reason why there’s a - that you have those opposite attractions …

**Chalene Johnson:** Yeah.

**Bret Johnson:** … and that when you stop like nitpicking at those opposites or embrace those things …

**Chalene Johnson:** Yeah.

**Bret Johnson:** … then you can get back together on the same team.

**Chalene Johnson:** Yeah. And that’s kind of the key here is I think for so many years - and I think this happens to a lot of couples, you know. And whether or not you’re in business together or not, it doesn’t matter. I mean, what we’re talking about here is SMART Success. And SMART Success is about getting your life back in balance and having this like - this life that is crazy, ridiculously amazing and fun, and it’s what you want.

And for so many of us, you know, like we come together, oftentimes as opposites, and then you start like nitpicking the thing that originally you were attracted to. And we had to learn how to be - how to really be partners. And we had to learn that the hard way.

**Bret Johnson:** Yeah. Well, it started with that you always were an entrepreneur.

**Chalene Johnson:** Mm-hmm.

**Bret Johnson:** And I came from a different background.

**Chalene Johnson:** Right.

**Bret Johnson:** And you were always start - you know, even when we were, you know, dating and when we first got married, you were always starting new businesses.

**Chalene Johnson:** Even in college. Yeah.

**Bret Johnson:** Yes, always starting new businesses. And I had my thing going on when we were in college and into - right up until we got married.

**Chalene Johnson:** Right.

**Bret Johnson:** Playing football. And so when you decided to keep trying new businesses, I just said, “That’s just her thing.”

**Chalene Johnson:** Yeah.

**Bret Johnson:** That’s like - that’s where we’re opposite …

**Chalene Johnson:** Yeah.

**Bret Johnson:** … is like you just like to try new businesses. And, you know, at some point, Chalene decided that, “I’m going to try a fitness business.”

**Chalene Johnson:** Yeah**.**

**Chalene Johnson:** And at that point, I had no interest in the fitness business. I mean, I just thought of like fitness in the gym is like, you know, girls would go there and do aerobics and stuff. And I didn’t have any interest in like learning it or even like trying to help you out or ask questions or become interested in that. You just …

**Chalene Johnson:** Or even in business, really.

**Bret Johnson:** Yeah. Yeah, in business, because I looked at it as this is your business and it’s an entrepreneur type thing.

**Chalene Johnson:** Yeah.

**Bret Johnson:** It’s like ground floor - you know, you had to do all these new things. I wasn’t interested in learning how to do that.

**Chalene Johnson:** Yeah. And it was - you know, it was in the beginning part - stages of our marriage and the beginning stages of our business where I just felt like you were - I’m like, “Is he changing or is like this just what happens in marriage?” And you were getting like super negative and everything bugged you and …

**Bret Johnson:** Yeah. I totally just nitpicked.

**Chalene Johnson:** Yeah.

**Bret Johnson:** Like it was almost to a point where if I wasn’t attacking you directly, which most of the time I wasn’t. I was …

**Chalene Johnson:** No.

**Bret Johnson:** I was trying to pick apart the business. Like I mean I was smart enough to figure out like, okay, why are we spending this much money and why are you doing this and why are you spending so much time doing this? And because I wasn’t - I couldn’t dive in and I wasn’t interested in the business …

**Chalene Johnson:** Yeah.

**Bret Johnson:** … or learning anything about it, what you do when you don’t know something is you just like kind of attack it.

**Chalene Johnson:** Yeah.

**Bret Johnson:** And I know that it was totally - like I’d come in from doing whatever I was doing and I was like, “Why are all these boxes all over the place?”

**Chalene Johnson:** Yeah.

**Bret Johnson: “**Why are you - why are we going and spending all this money that - when we’re just, you know, just got married?”

**Chalene Johnson:** And for me, it felt like you - I’m like, he just doesn’t support me, doesn’t get it. I’m like, I don’t under - like this is going to make us money. Might not yet, but I know it will. I’ve got an eye for this.

And I just felt like - I felt like it was my job to just keep fixing everything so he would have nothing to complain about. And also kind of - we were separating in the regard of like, “Okay, well I have to do this like before he comes home and I can’t talk to him about it because he doesn’t get it, he doesn’t like it.”

And so we were kind of like living these separate parallel interests almost. And - but yet, I really needed your help and I really - like I’m not a numbers person. And I’m not good at forecasting and scheduling and …

**Bret Johnson:** Well, it goes back to what we started this whole broadcast of tonight with, is that we have a lot of common interests but we also have a lot of opposite. And it wasn’t until, you know, I stopped like being negative towards the business …

**Chalene Johnson:** Yeah.

**Bret Johnson:** … and you started recruiting …

**Chalene Johnson:** Yeah.

**Bret Johnson:** … me.

**Chalene Johnson:** And that’s what I think is the biggest takeaway for you tonight is this. And I hope you’re taking notes because it is - we feel like we’ve been through this stuff for a reason, to help other people. And we believe it’s part of our mission and our purpose.

And it doesn’t even matter whether you have - one of you is an entrepreneur or not. That doesn’t matter. Like you - the point we’re trying to make for you tonight is that when you have a significant person in your life, and it doesn’t always have to be your significant other like in terms of a romantic standpoint. Like maybe it is your business partner or it’s your sister or your best friend.

When there’s somebody who’s significant in your life, the key that turned everything around for us was understanding that the only way you’re ever going to get the support and love and the adoration and the respect of your significant other is by making them feel significant.

And where - everything that I was doing was making matters worse. I didn’t realize it but I was like, I really - I need - I kept saying like, “I need you to do this. And I really could use you to do - like to do this for me.” And it just wasn’t working. It was getting worse. And I really had to realize that I had to recruit you.

**Bret Johnson:** Well, yeah, and you were recruiting somebody that had been recruited like heavily before - so in high school, I was recruited to go play football. And here, let me share a couple of books that I have …

**Chalene Johnson:** Your mom is going to love this.

**Bret Johnson:** Yeah. **[Debbie 0:07:21]** Johnson, my mom …

**Chalene Johnson:** Well, all moms will actually love this.

**Bret Johnson:** So this right here is - these are just three books and they’re rather big.

**Chalene Johnson:** Big binders.

**Bret Johnson:** These are like the three-inch type binders.

**Chalene Johnson:** Yeah.

**Bret Johnson:** And they’re filled with every college in the entire …

**Chalene Johnson:** Wait, I have to say something about this.

**Bret Johnson:** Yeah.

**Chalene Johnson:** Because your mom gave these to us - you know how like when you move out, your mom’s like, “Here’s a big box of junk we’ve been holding onto for you.” And I’m like, “Why do we even - why do we have to keep these?”

**Bret Johnson:** Yeah.

**Chalene Johnson:** But it was a cool thing. And now I realize like how it just all relates.

**Bret Johnson:** It does - it has tied into …

**Chalene Johnson:** So wait, tell them what those are.

**Bret Johnson:** Okay. So what I’m about to share with them?

**Chalene Johnson:** Like what’s in the folders.

**Bret Johnson:** Okay. So what’s in the folder are letters from every college in the country. And what they were - what they’re basically doing is acknowledging that they want you to come play football for their university. They’re going to give you a scholarship to go there to be a student athlete.

**Chalene Johnson:** I did not get one of those letters.

**Bret Johnson:** You didn’t get one? Not for volleyball?

**Chalene Johnson:** Not for nothing.

**Bret Johnson:** So - but here’s the interesting point about this whole thing and how - it’s like our lives have been like - I think one of our purposes in life is to share the SMART Success to everybody because we’ve experienced it. I mean, we can go - literally go out to dinner with couples and like know what stage they’re at.

**Chalene Johnson:** Yeah, yeah.

**Bret Johnson:** We do this all the time. Like we’ll go out to dinner and they’re like they’re at this stage. And it’s not just for - and I think this is very important. It’s not just for the people, like you said before, that are in like business together.

**Chalene Johnson:** Right.

**Bret Johnson:** It’s like you’re getting on the same path. So you might never join in that business, like I might not - have never joined in that fitness business …

**Chalene Johnson:** Or even be in the same career.

**Bret Johnson:** Yeah.

**Chalene Johnson:** Like both people could be executives.

**Bret Johnson:** But there’s a way to communicate and there’s a way to recruit your partner so that it’s - you feel more as a team.

**Chalene Johnson:** Yeah.

**Bret Johnson:** And so, when I was in high school - I mean, you got to go back, way back for some of you and way back for me to like when you were 17 years old and the University of Notre Dame is, you know, the most prestigious football universities in the country is writing you hand-written letters and I’m just going to give you a couple of bullet points because the words that they used are key …

**Chalene Johnson:** Okay.

**Bret Johnson:** … in recruiting. They talk about - I can assure you - and they’re talking obviously to me, “I can assure you your teammates will be the finest players in America. Bret, you are special.” I mean, how many times have you told your partner like, “You are special to us at Notre Dame.” So just fill in the blank, “You are special to us at,” whatever business it is, whether you’re talking to your partner or talking to an employee.

“Our home will be yours when you come in the fall. The entire country will follow you here.” I mean, to get those kinds of words when you’re a 17-year-old …

**Chalene Johnson:** Can I see this?

**Bret Johnson:** Yes. This is the …

**Chalene Johnson:** Like this is, “We will use your talents and your gifts to take our team to the top.”

**Bret Johnson:** And here’s my favorite one. Now, they’ve known me for about three or four months and they’ve talked to me on the phone and they’ve come out and visited me. And the coach from Notre Dame says to me in this letter right here, a hand-written note that says, “Not typed.” It says, “You are the best leader in America,” which is very important as a quarterback. I mean, that’s one of the skill sets that they’re looking for.

“We need your desire, your competitiveness and your quarterback talents to take the Irish to the top.” I mean, they won the national championship like a year later.

**Chalene Johnson:** Yeah.

**Bret Johnson:** But they didn’t necessarily like need me to do that but they …

**Chalene Johnson:** Yeah.

**Bret Johnson:** … but they wrote it out and then just make you feel special.

**Chalene Johnson:** Special. Yeah, the other thing I noticed in this one, because I know you and I know why you eventually ended up in Michigan State is because you love a challenge.

**Bret Johnson:** Yeah.

**Chalene Johnson:** You love like “I don’t want the spot. I want to fight for it.” And I can see just that they know enough about you to use the right words. He says, “This is going to be a big challenge for you.” Like he already knows, like he doesn’t say, “This is going to be so easy for you,” which he might have said to another quarterback he was recruiting.

**Bret Johnson:** Mm-hmm.

**Chalene Johnson:** But Ithinkthe point is here you have to know how - I mean, you have to recruit the person who matters the most to you and not take them for granted. Those weren’t letters like, you know, “We know you’re going to want to come to the best school in the nation for football.” It was to say to him, “Here’s what we know is special about you and here’s why you are special to us.”

And I wasn’t doing that when I needed your help in our business. And that’s what we want to do for you today is share with you our top three tips to help you and your partner start to feel more significant. That’s the takeaway from this. Because - and you might think, “Well, is this like a relationship thing?” It’s not but it’s - I just - we’ve seen this in thousands and thousands and thousands of couples that we’ve coached who happen to have a business or are driven to achieve their goals.

Goal-setting, goal achievement, no matter what you’re doing, is that much easier - period, end of subject - when your relationships are in harmony. And you know that’s true. It doesn’t matter what’s going on in your life that seems amazing. Like you’re making more money or you just got that promotion or your business is really taking off. If your relationship is in shambles, like it just - nothing really matters.

**Bret Johnson:** It doesn’t mean anything.

**Chalene Johnson:** Yeah.

**Bret Johnson:** It doesn’t mean anything.

**Chalene Johnson:** It’s like you can’t focus, you know.

**Bret Johnson:** Yeah.

**Chalene Johnson:** And so we want to share with you our top three tips. And the first one is you’ve got to make sure that your significant other feels significant. So how do we do that?

**Bret Johnson:** We praise a lot. And going back to what we talked about, about the different skill sets, is instead of like picking those apart, we embrace them now.

**Chalene Johnson:** Yeah.

**Bret Johnson:** Like we compliment each other on what you can do best. Like there’s nobody better at, you know, writing a script and delivering it on video and, you know, I make a point every single time that you’re on video to, you know, tell you that you look beautiful …

**Chalene Johnson:** Uh-huh.

**Bret Johnson:** … and then after you’re done, like, “You nailed it. It was awesome.”

**Chalene Johnson:** Yeah.

**Bret Johnson:** And you do the same for me.

**Chalene Johnson:** Yeah.

**Bret Johnson:** So it makes us - so just right off the bat, even if I wasn’t in this business and I made you feel that way, we would have so much better connection …

**Chalene Johnson:** Yeah.

**Bret Johnson:** … even if we weren’t in business together.

**Chalene Johnson:** I think the other thing to take away when it comes to this point about making your partner feel significant is a lot of times, people tend to start resenting their partner’s pursuits, like whether it’s a new hobby or a new business or losing weight. I mean, I’ve seen this happen in just about anything you can imagine in a relationship where it takes considerable time and attention.

The other partner feels like suddenly, “Well, I’m not significant.”

**Bret Johnson:** Not as important.

**Chalene Johnson:** Yeah, not as important. And I hate to say this, but I disagree with people who say, “It’s quality over quantity,” because you have to spend time together. Because if you’re giving all your time to everyone and everything else, how can your partner not feel insignificant?

So oftentimes, it’s not that you’re losing weight. It’s not that you’ve started a new business. It’s not that you have a new hobby. It’s not that thing that they resent. It’s a fear that they are no longer significant to you. It’s a fear that things are changing and they’re going to lose you.

And so, when we say you’ve got to make your partner feel significant, I personally believe that for us meant we had to start giving each other more time. And less time devoted to the business, unless it was stuff we were doing together.

**Bret Johnson:** Together.

**Chalene Johnson:** And then of course, like the praise was huge, too, like, you know, always complimenting each other and …

**Bret Johnson:** And noticing.

**Chalene Johnson:** Yeah.

**Bret Johnson:** You know, and noticing and really going out of your way to make a compliment and make the compliment specific.

**Chalene Johnson:** Yeah.

**Bret Johnson:** Just don’t say, “You did a great job today.” Tell them exactly what they did well.

**Chalene Johnson:** Yeah. Our next tip is you just have to make sure that the balance of positive to negative is so much heavier on the positive side versus the negative side that it outweighs anything negative you have to say in general. And I’m not just talking about each other, but just like in general.

And this is hard because one of you - because you’re opposites …

**Bret Johnson:** Can I give the example?

**Chalene Johnson:** Let me finish.

**Bret Johnson:** Okay.

**Chalene Johnson:** Then you can give your example. One of you is always positive, likely. And one of you is kind of like the - you might not consider yourself negative, although your partner does, but you’re definitely the realist, right? And so - and that’s for a reason. That is definitely -it serves a purpose in your relationship.

But for those of you who are like, “Well, I’m the realist,” you just have to be very careful because sometimes it can feel like a negative. Example …

**Bret Johnson:** Well, for instance, there might be somebody in our relationship that used to, a long time ago. Like it doesn’t have to be negative directed at - like you said, directed at the person …

**Chalene Johnson:** Right.

**Bret Johnson: …** but just being negative in general. Like you come home from work or you come home from the gym and the first thing you walk through the door and you’re like, “Why is the - why are the neighbors parking in our spots all the time?”

**Chalene Johnson:** Right.

**Bret Johnson:** Right? Why is the gardener not doing his job, or, you know, walking in and there’s a couple of dishes and it’s like, “Who’s supposed to do the dishes right now?” And, you know, it’s just like that negative kind of …

**Chalene Johnson:** Yeah.

**Bret Johnson:** … and it starts kind of like feeling really heavy on the other person.

**Chalene Johnson:** Yeah, yeah.

**Bret Johnson:** Especially when the other person - like in our case, that was me and you’re opposite in that way where you’re energy is always kind of like ….

**Chalene Johnson:** Glass half full.

**Bret Johnson:** Yeah. It’s like it’s no big deal.

**Chalene Johnson:** Yeah.

**Bret Johnson:** Like don’t worry about it.

**Chalene Johnson:** Yeah.

**Bret Johnson:** Like - and all those things that I just said are really no big deal.

**Chalene Johnson:** Yeah.

**Bret Johnson:** And …

**Chalene Johnson:** How did you change that? Because you did change that. And so I think what we’re hoping you’re getting here is it wasn’t he was being negative towards me. He was just like - and I have negative thoughts. I just don’t usually speak them. I might pull up and go, “Why are our neighbors blocking our driveway?” But I guess I don’t - it just is what it is.

And at that point in our relationship, I think because you were kind of like insecure about the business and we weren’t on the same page that what we were - what you were doing was just kind of expressing your frustrations …

**Bret Johnson:** Yeah.

**Chalene Johnson:** … with like the world.

**Bret Johnson:** It’s why we didn’t start with this tip as like the first one or even talk about it because until I was secure about like what we were doing in the business and what the role was and I felt really good about what I was doing, I kind of feel bad and unhappy about what I was doing. And so then – so I expressed it that way.

**Chalene Johnson**: That’s honest. So think about that. So if there’s a partner, one of the two of you is that person, who’s just kind of you’re saying all these negative things you don’t mean to, it’s just an observation like, you know, you can’t help but notice that, you know, the plumbing isn’t working or you’re just making an observation that people have left their clothes all over the floor.

But it’s negative, negative, negative, negative, negative and then one positive. It’s too heavy on the negative side.

**Bret Johnson:** Got to reverse that.

**Chalene Johnson**: You have to flip that. And, you know, it’s easy for us to just tell people like you’ve got to be more positive and …

**Bret Johnson:** Yeah.

**Chalene Johnson**: But I’m here to tell you, you’ve got to catch yourself, you’ve got to stop yourself and I don’t know how you did that other than like a lot of self-work.

**Bret Johnson:** Yeah.

**Chalene Johnson**: And caring about this team.

**Bret Johnson:** Yeah. Well, that’s exactly what it was. It was giving help for myself, like doing it - doing some hard work on myself and then caring so much about you and Brock and Sierra, you know, number one priority that had to change. And it’s just one of those things that you just notice and the greatest thing that ever happened was like that one time when Sierra said, “Dad is going to freak out,” like you know. And I’d already been practicing, you know, 10 positives to one negative.

**Chalene Johnson**: Yeah, yeah.

**Bret Johnson:** And you looked at Sierra and said, “When was the last time Dad freaked out?” And Brock was like, “Yeah, Dad, when was the last time Sierra -?” And I mean I got that news from you that night and, you know, she shared that with me and that was the greatest positive event all time.

**Chalene Johnson**: Yeah. That’s awesome. And I have to say this. When you’re dealing with one of you is negative and one is kind of positive, it’s going to help you to tell your partner that they’re being negative. People don’t like to have their finger in their face. People don’t want to be told to change, nobody does.

But people do change when they feel loved and adored and significant and important. And sometimes that’s really hard when you’re feeling like this friction between the two of you. And that’s just what we had to do. We just had to back up and realize that this is a lifetime thing.

**Bret Johnson:** Yeah, and we’ve got better communication so like you - like when I was in that like kind of negative state of mind, you would try to …

**Chalene Johnson**: Fix.

**Bret Johnson:** … fix it at that point. And I didn’t want to fix it at that point. I wanted to - like I would retaliate back. And we just got better at communicating as we got, you know …

**Chalene Johnson**: And we’re not perfect.

**Bret Johnson:** No.

**Chalene Johnson**: Because yesterday …

**Bret Johnson:** What? Oh, yeah. Yesterday.

**Chalene Johnson**: What did you do yesterday?

**Bret Johnson:** We’re doing a lot of work right now with, you know …

**Chalene Johnson**: In this room.

**Bret Johnson:** … with SMART Success and doing this launch and get content out to everybody. And our office, beautiful library space has turned into this camera …

**Chalene Johnson**: Well, there are a few cords on the floor.

**Bret Johnson:** There’s cords everywhere. And I tripped over one of the cords and bumped my kneed into a sharp glass table.

**Chalene Johnson**: And meanwhile, I was like five rooms away. And I hear him like yelling my name. And I run in and like, “What’s wrong? What’s wrong?” And you said, “Why are there cords here?” I’m like, “Because we are filming?” And you’re like, “Well, there shouldn’t be cords.” I’m like, “Okay, but then -“

**Bret Johnson:** No, I said, “We’re not filming right now.” And you’re like, “Well, we’re filming tomorrow so we got to keep them there.”

**Chalene Johnson**: And what you’re doing, you break everything down, which is not a SMART Success system and redo it all tomorrow or can we just leave it all set up? And he said …

**Bret Johnson:** Well, I said, “Just leave it.” And then about five minutes later, I walked …

**Chalene Johnson**: An hour later.

**Bret Johnson:** No, it wasn’t. It was - okay, let’s split the difference.

**Chalene Johnson**: Okay.

**Bret Johnson:** Thirty minutes later. I walked into the kitchen and I gave you a kiss on the cheek and I was right in your ear because there was people in the vicinity and I just said I’m sorry that I, you know, yelled and snapped. And I said, it’s okay.

**Chalene Johnson**: It’s not your fault.

**Bret Johnson:** It’s not your fault.

**Chalene Johnson**: I just banged my knee. So the reason why I want to tell you that is because we don’t want to pretend like it’s all like, you know, hunky-dory and, you know, everything’s always going to be perfect. We just want you to know that there are tools, there are things that you can learn so that there’s - it’s so much more positive than negative. So that when you think about your relationship, 98% of the time, it gives you a good feeling that you can stop fighting, you can stop arguing. And that is possible.

Like but it be annoying if we were to pretend that we don’t, you know, still bang a knee and snip at each other. We’re not perfect. But as a whole now, I can tell you that we’re just incredibly - it’s possible. That’s what I want you to know.

And our third tip and our final tip for you today is that you cannot make that person you nor you want them to be you. And a lot of our fights and arguments and disagreements and frustrating with each other were …

**Bret Johnson:** Early.

**Chalene Johnson**: Yeah, early on where when I was like almost annoyed and resentful that he didn’t have some of my skills. Like I’d be like, well, you know, we have to script out our, you know, our video for today or whatever. And I might feel like resentful or annoyed by that. Or I might be - I couldn’t understand why he wouldn’t get as excited as I was about social media. And then I just have to realize like, “But that’s my gig. Like that’s what I do, you know.”

**Bret Johnson:** Yeah. And my role, scheduling and timing and when we’re going to release things and stuff, and I used to get frustrated on a daily basis because you would schedule things on a day like, wait, we can’t do that. We have things going on. And then I just learned that there’s balance and that like that’s not your skill set. That’s not your strength.

**Chalene Johnson**: It’s a total weakness. Let’s just admit it.

**Bret Johnson:** Yeah, so I almost on a daily basis, I make sure that you know exactly what you’re doing and then what we’re doing the next day and, you know, I tell you, “Don’t worry about it. We don’t have to do anything today, so do whatever you want.”

**Chalene Johnson**: Yeah.

**Bret Johnson:** And if I do that then that gives you peace.

**Chalene Johnson**: Right.

**Bret Johnson:** And then I at least told you and you might even forget by noon. But I don’t get upset if you forget.

**Chalene Johnson**: And you used to.

**Bret Johnson:** And I used to get upset.

**Chalene Johnson**: Because you can imagine how I don’t remember schedule the same way I can’t imagine that you don’t wake up first thing every day and make a to-do list.

**Bret Johnson:** To-do list.

**Chalene Johnson**: You know. But that’s the thing is you have to start praising your partner for the thing that they do on your behalf that’s a strength. So for me, it was me having to communicate to Bret, “I can’t tell you how valuable it is to me that you have that because I don’t have that. And I don’t think I ever will. But you can memorize dates and times and, you know.” It’s like he has a photogenic memory. I can’t do that. And he’ll say to me, “I don’t know how you come up with these concepts and how you organize our academies and how you know just the right thing to teach people when they need it.

And so he praises me for the thing that he knows he doesn’t have that strength nor when I praise him for the strengths that I don’t have.

**Bret Johnson:** Because in order for our business to be successful and for our lives to be successful, I know you have to do what you have to do.

**Chalene Johnson**: Yeah.

**Bret Johnson:** And I know what I have to do. And it’s perfectly - it works a hundred times better when you rock at what you do and I rock what I do and we praise each other back and forth and it feeds off each other and then this can happen.

**Chalene Johnson**: Yeah, yeah. And it is possible. And when you’re starting this, you just can’t micromanage things as they happen. You have to play to each other’s strengths. You have to play to each other’s interest, you know. And there are things even today, even though we are on the same page and we’re even in business together.

But even if you’re not in business together, like, so football, for example. Like Bret coached football and that’s not a business. It’s a hobby or passion.

**Bret Johnson:** It’s my hobby.

**Chalene Johnson**: Yeah, it’s your hobby. But it’s something that is a part of his life. So he should share that with me. But there are certain things you should share with me and certain things I’m just not that interest in.

**Bret Johnson:** And I’ve learned that over time. Like she’s not interested in like what the first 10 plays of the game are going to be, but she’s really interested in, you know, Brock’s new friend on the team and he’s transferred, how’s he doing with the way he transferred over and how’s his parents are …

**Chalene Johnson**: Or who his parents are.

**Bret Johnson:** Yeah, you know.

**Chalene Johnson**: Is he a good kid? Has he got some issues? I like to like to know that - I’m fascinated by their personalities. I want to know that. But if you told - you can - I can tell you about any personality on the team, but I couldn’t tell you what position they play.

**Bret Johnson:** Yes. But even if we told you what position they play, you might forget or you may not know what that position means.

**Chalene Johnson**: Yeah. And so I think …

**Bret Johnson:** But that’s okay.

**Chalene Johnson**: The take away there is that what your partner is interested in might not be the thing that you’re interested in but there’s something that you’re doing with regard to your hobby, your business, your profession, your pursuits. There’s some element of that that they are interested in and that’s what you have to share with them and not force feed on the things that are just really interesting to you.

We’re here because we’ve created a system. We’ve created an academy that’s called SMART Success. And it’s our purpose, it’s our passion. And it’s - you know, I don’t want you to think that this is like a marriage thing or something that’s just for entrepreneurs. SMART Success is something that helps you redefine, redesign your life because so few people ever look at like their own priorities and how that aligns with the goals that they’re out to reach. And what’s important to them and most importantly, I think, what you want to feel. And I think everybody agrees they want to be happy.

**Bret Johnson:** Everybody.

**Chalene Johnson**: And that’s why we created SMART Success and you have been recruited, I hope, by someone who loves you very much to watch this video because they want to be connected to you. And we wanted to do this because it’s not a marriage thing. But SMART Success, when you go to that academy with your significant other, dude, I’m not even kidding, it’s an unintended outcome but people’s relationships are healed.

**Bret Johnson:** Yeah, there’s not really a portion of SMART Success that just dives into relationships. It’s just the overall academy feeling and in the assignments that you do and in the work that you do, it just it all comes out.

**Chalene Johnson**: You’re both making a map together. And can you do it by yourself? Of course. But it is our hope that you see that there’s potential here not to just take your earning potential to the next level of to get your life organized and to figure out what it is you really, really want in live and to go after that thing that you know is out there that you’re just like, God, there’s something more. But better than that, you can do it with your partner.

**Bret Johnson:** Yeah, you could go through it by yourself.

**Chalene Johnson**: Yeah.

**Bret Johnson:** And we’ve had thousands of people go through it by themselves without a partner and maybe they don’t have a partner. But if you do have that partner, I mean you go through it by yourself, you’re going to come out at the end feeling a lot different.

**Chalene Johnson**: Yeah.

**Bret Johnson:** You’re going to be feeling a lot more about your business, about your success and your priorities and just life in general.

**Chalene Johnson**: And so often, people do it then they’d take their partner to it.

**Bret Johnson:** Then they’re like the smarty pants and they bring their partner along with it. And they’re like, see this is what - and that’s not that recruiting communication part of it.

**Chalene Johnson**: Right.

**Bret Johnson:** So go through it together.

**Chalene Johnson**: Yeah.

**Bret Johnson:** And just dive in a commit to it. And I guarantee, you will change.

**Chalene Johnson**: Yeah. Seriously, we guarantee it. So it’s three payments of $347. But when we say we guarantee it like legit we guarantee it because I get it, maybe you’re not watching this right now with your partner, but you know it’s right for them. And you know this is going to help both of you. We want you to know, as you go through the academy, if either one of you decide that this isn’t right for you and it’s not helping you, well then, we will give you a full money back guarantee. And I know for me, that - like you’re the money guy.

**Bret Johnson:** Yeah.

**Chalene Johnson**: So if I know I have a money back guarantee, I’m like, okay, you know, I can always get my money back if this isn’t right for us. And that’s how we want you to feel about this.

**Bret Johnson:** We put that on there because it works. We know if you go through it and you commit to it, it’s going to work, it’s going to change your life.

**Chalene Johnson**: Yeah, it will. And it’s so much easier to do it together than having to have one partner go through it and then try to explain it to the other. This is something that’s going to help both of you. And not only are you going to get on the same path, but both of you are going to understand more clearly what it is that makes you happy.

So those three payments of $347 are available. We want you to commit, not just to making your life amazing, but your life together as a partner. And that’s also why we give you a free ticket to the live event so that, you know, I mean get a babysitter, do what you need to do, come together. You will see testimonials, we’ll show you videos of - I don’t know anyone who comes to it and doesn’t say this, “Okay, I kind of came here reluctantly and that blew my mind.”

**Bret Johnson:** Yeah.

**Chalene Johnson**: Like you’re so much closer. And I guess it’s why we can with such confidence say, money back guarantee because you will both be better for it. So we want you to be a part of this. We want you get into the academy and realize that this is possible. But there’s a foundation. All the tips that we provided today, they work but it’s so much easier for all areas of your life when you remove the stress, when you have clarity, when decisions are no longer confusing because you know, it’s like in black and white. You actually know what you want.

**Bret Johnson:** Well, SMART Success is a system. And it’s just like when you go back to school because it’s an academy. So it’s literally like going back to school, but it’s fun school because you’re going to get - you’re going to get really good at this. You’re going to get an A on this test.

**Chalene Johnson**: Yeah.

**Bret Johnson:** And you open up the book and you have to go through it the way we’ve designed it.

**Chalene Johnson**: Right, right. That’s true.

**Bret Johnson:** And it’s important that you go through each step in the way we put together so that you’re going to have the highest chance for success.

**Chalene Johnson**: We’re really excited to have you as a part of our community. So let’s get started. You’ll click the button below and all you’ll do then is make sure you have a credit card available. You want to put in your very best email address because that’s how you receive your login information. Literally, you can start tonight.

So you’ll fill up that form, you’ll see everything that’s included. You will see every single lesson. You’ll see all of the giveaways that we have for you. You’ll see that you get the two free tickets. You’ll see that you’re getting the live footage from our previous live events and webinars and trainings that we’ve done together. You’ll see everything that you’re going to see. You know exactly what an amazing opportunity this is.

**Bret Johnson:** Full access.

**Chalene Johnson**: Yeah, immediate access. But we do need to make sure that you include a good email address because that’s how your receive your login and we’re just ready to get started, so click button and let’s get started today.

This episode has been sponsored by smartsuccess.com. What is SMART Success? Well, it’s an online academy. It’s a school. It’s a place for you to go to learn everything you need to know to redesign, to improve, to recreate any area of your life. We cover fitness, mental wellbeing, financial security, the relationship between you and your significant other, your relationship between you, your friends and your family, your focus, your hobbies, your spirituality. All of these things factor in to our overall happiness. And most of just default to the thing that’s easiest for us. And unfortunately, we neglect the areas that need the most effort.

But it’s not just about recognizing there’s an area that needs our attention, it’s knowing what to do and how to do it. It’s the habits, the formulas and the systems for success but not by someone else’s definition, but your definition.

In SMART Success, we teach you how to create the blueprint, not our blueprint, your blueprint, what that should look like, how to reverse engineer it, how to take the steps each and every day that don’t overwhelm you but move you in the direction of the like this crazy, ridiculous, amazing, fun-filled life that you deserve.

It’s for everyone and anyone. It’s for the housewife who feels unfulfilled. It’s for the college student who doesn’t know what they’re doing to do after they graduate. It’s for the business entrepreneur who believes they’re supposed to be doing everything themselves. I believe that SMART Success is my purpose. It’s my calling. And it is my way of helping others avoid the traps of the hassle. And I know because I was there. We had the house, the cars, the money, the bank accounts, the accolades, but what we didn’t have is the life that we wanted. We were chasing success. We were doing all of the right things yet we just - we couldn’t breathe.

And so from our challenges, we developed a program, a system, a step by step how to redesign your own life even if your life is amazing, if there’s something inside of you that’s telling you it could be better or it’s not exactly what you had imagined, if there’s feeling that you can’t breathe or that there’s a level of unhappiness you just don’t want to admit to, I’m telling you, SMART Success is for you. And I invite you to take advantage of our free trainings and learn more for yourself by going to smartsuccess.com.

**[END OF RECORDING]**