

Introduction: Welcome to the Enchanting Lawyer Podcast. The show that walks you step by step to improving strategies you can use today to grow your business. We show you how being kind, useful and, of course, enchanting will bring you more clients and build a thriving community.

Now, here's your host from sunny San Diego, Jacob Sapochnick.

Jacob: Hello everybody, this is Jacob Sapochnick with the Enchanting Lawyer Podcast. This is a show where we interview the most inspiring entrepreneurs, business owners, and thought leaders about their stories, about their experience with their audience.

First of all, before we start the show, I wanted to thank so many people who've been emailing me recently, thanking me about the show, attorneys and non-attorneys. I just had a recent email from a guy from Australia and he was diligently listening to the show every Monday. He told me that it changes life, the way he practices. I'm very honored to serve our audience. We hope to continue producing good content.

Today, I have not only a special guest but I'm honored to have somebody on the show that has changed my life specifically and I'll explain more how, but also the life of so many people around the world. Today we have Sean Stephenson.

Dr. Sean Stephenson, when he was born, he was quickly diagnosed with a rare genetic disorder called osteogenesis imperfecta. The condition is commonly known as a Brittle Bone Disease which means that pretty much he was born with incredibly weak bones that would break even at the softest touch. Because of this, most of his bones were broken during his delivery. Physicians concluded that he would not live very long and fortunately, he survived most of them.

However, he spent most of his life growing up in pain as his body grew [unclear 00:01:57]. By the time he was 18, he had fractured over 200 bones. But Sean didn't let all these obstacles destroy him. With positive influences particularly from his mother, he became a motivational speaker at the age of 17. He was able to work alongside Tony Robbins and Bill Clinton, he also met the Dalai Lama, and he became a successful author and speaker himself.

His recent book is Get Off Your "But", a book with an amazing foreword by Tony Robbins himself. It's about how to end self-sabotage and stand up for yourself. Sean, I'm honored to have you here. Thank you to be on the show. How are you today?

Sean: I'm very well, and yourself?

Jacob: I'm doing very good. The heat wave is over in San Diego and we are ready to go.

Sean, I gave a brief intro about you but why don't you tell our audience a brief about yourself and kind of how you got to where you are today.

Sean: Sure.

Well, I definitely not had a normal life compared to most. Put into a package that many people would consider to be a disadvantage. You know, I'm only about 3 feet tall and my arms and legs are very bowed because of the years of the muscles being stronger than the bones. It mangled the bones in different directions.

I've been stared at, laughed at, teased because of my condition. Yet I've been very fortunate that I have a very sharp mind. My condition doesn't affect my intellect although my wife might disagree with that. My outlook and my attitude and my own desire for success has compelled me through these physical challenges. I think most people look at my life and they think that I came out of the womb confident and that I've always been selfish [unclear 00:04:03] and that I always felt good about myself and that's not true.

I mean still to this day I have moments where I can get depressed. I still have moments where I can question my own teachings and wonder what the hell I'm doing in my life. So, I don't think you ever arrive and you just stay perfectly confident. I think it's more of a journey of peaks and valleys.

I've been fortunate enough to be surrounded with the right people, both the ones that I was born into with my family as well as the ones that I went out and chose, my mentors and my friends, and I just bathed my mind and my spirit in really good things, really good books, and audio programs and write training courses.

My doctor is in clinical hypnosis where I study the depths of the unconscious mind and I became a trainer of Neuro-Linguistic Programming where I understand how the conscious mind interacts with the unconscious mind.

I'm such a student of life that I'm in love with learning about how the body operates from breaking down nutrients to how do we improve our immune system, how do we improve our muscle explosiveness and density. I'm just fascinated with the depths of the human body.

As I get older, I'm becoming more spiritual. Not necessarily religious but spiritual from the standpoint of there's got to be something more to life than just chemicals interacting with each other both on a human level as well as an animal and a biochemical level from all things that exist.

I think that there is some kind of order going on here. I can't say exactly what it is but I do think there's an energy that keeps everything together here on the planet. When you understand how to work within that energy, your life can become very effortless and enjoyable. When you fight against it, you can be miserable and downright suicidal.

My life has been about studying the energies that are invisible and how we all can coexist and enjoy our existence together and learn from each other.

Jacob: Right.

I shared it with you before the show started, how I found about you and your teachings. We found out our daughter was diagnosed with muscle dystrophy. This is a very, very tough time in a person's life where you -- your child, the person you're supposed to protect and you have no way to help them because there's no cure, all you can do is cope with it.

You start telling yourself things about why it happened, why me, what can I do now? Why the other people are not -- the thing you say to yourself are very destructive. I've been doing this. I've been saying why me? Why my daughter? She's only four. She's so pretty. And I want to bring it back to your book. You have a very interesting thing and I want you to explain to the audience. You say "Watch out what you say to yourself." This is very powerful and please share with me what you meant and what is the whole premise behind this.

Sean: Sure.

As humans, we are so curious to know what other people think about us and what other people say about us. But as I matured, hopefully, and evolved on this planet, I found that what other people say and think about us is clearly irrelevant and that people come and go out of our lives. We might be working with some people and then two years later, we don't even know where they're at.

So, what other people's opinions of you really don't make a lifelong impact as much as your own opinion of yourself. The opinion of the self is based on what we think about and talk about and do and how we look at the world. But specifically what we say to ourselves, our internal dialogue, and it's easy to beat yourself up. It's easy to [unclear 00:08:51] yourself. It's easy to feel sorry for yourself and pity yourself.

I think it's a lot harder to be your own cheerleader. I think it's harder to be your own advocate and your own number one supporter. It feels awkward. It's not encouraged that much in the society to be a self-generated positivity machine. I just really learned that you have to stay vigilant to the door to your mind and what you open the door to and what you let in. When what you're letting in is

negative and belittling and cynical, that energy can truly tear you down and tear you apart.

You can't control what other people say and think about you but you have 100% control over what you say and think about yourself. It's a daily practice. I don't want to act like you arrive and one day you're positive and then you never think negative thoughts. That's not true. It's a daily action.

Anything that's great whether it's a successful business, a body that's in great shape, a well-connected marriage, a great connection to your children, anything that we admire as a person didn't just show up overnight without any maintenance.

It took time to condition that business and develop your sales and marketing and to establish your brand and your community. It took time to get into the gym and sculpt those muscles. It took time to chew that salad and drink those smoothies and juices. It took time to cultivate a relationship of trust and respect where you know your partner has your best interest at heart. It takes time to grow a bond with your children where they know that you love them and that you support them. All the good things in our life take nurturing.

And yet we live in a fast-paced what's the newest smartphone out there, and the newest application for those digital devices that can get us the information faster. It's great that we have technology that we're using right now. But in the end, nothing of long-term significance was built overnight and exists without maintenance.

Jacob: Right. This is very important for people to remember because we are our worse enemy. We're trying to convince ourselves that we can do it and then we actually can't. And so, I think, this is a very powerful point that you just mentioned.

Sean, why don't you share one inspirational quote that you feel resonates with you with our listeners because I like quotes myself and I feel that they tell something about the people who choose them or something that can be inspiring that you want to share with our listeners.

Sean: So, my wife's name is Mindie Kniss. I heard her say this to me early on in our relationship, before we were ever married. Mindie said, "Sean, you have to learn to trust the process." And that quote "trust the process," it's hard especially when the process is including a daughter being born with a disability or you yourself being dealt a disability or injury or illness. It's tough to trust the process when things don't go the way you want.

It's a lot easier to trust the process when everything is amazing and things are looking up. But you have to trust the process. Even down to our business. More goes wrong in your business than goes right. At least that's what I found. I found that more will not go as planned than will go as planned.

I had an event in Scottsdale a few months ago and two weeks before the event, I had all these people flying in from all around the world and I got in a bad accident. It almost took my life. The whole event had to be rescheduled. So, all these people now are having to book new airplanes and some people can't make the new date that we had picked and all the speakers had to change their plans. The hotel needed a new contract. There's just a ton of levels of complexity rescheduling that. Yet, I still have to trust the process because now the event is in a couple more months, we're doing this again.

I fight it and I think, "Why me? Everything was set. We had everything perfect." The new event's not going to happen nor will it happen with joy. I have to say, "Okay, this is what we're dealing with. Let's move forward accordingly." If you have that attitude of "This is what we're dealt. Let's deal with what we have." You will be a lot more enjoyable to work with in a business environment. Your customers know that nothing is perfect. Your employees know that nothing goes always as planned.

As long as you keep your cool and you are respectful to those around you and you have a positive look-on-the-bright-side attitude, I think people are very flexible. I think people are willing to work with you. Yeah, you're going to get some grumpy complainers but that happens whether things are going as planned or not.

Jacob: Right. I absolutely agree and I think it's a great, great advice.

Sean, I get a lot of emails from -- a lot of my audiences are attorneys and professionals. They always want to know about how to grow their business, they're struggling, but I see among those emails a lot of questions about personal depression. People that are saying, "You know what, I can't do it anymore. I can't go to court, I can't continue going to work every morning," for whatever reason. I was very excited to talk to you because, I think, you have a very interesting approach about how to overcome self-destructive thoughts. Because we all have those thoughts and as we -- especially in our business where we deal with clients that are -- they have their problems and sometimes their problems rub on us. Why don't you share with us some tips about dealing with self-destructive thoughts?

Sean: Sure.

Well, I'm going to tell you some things that are kind of maybe fly counter to the traditional psychological, psychiatric paradigms and that is -- Depression is really an issue of selfishness. Whenever we are stuck fixated on our own problems: why me, looking at what we don't have, don't like, don't want, and we just crawl into a hole, we hide under a rock, and we act like the world has cursed us, then we label it with depression, we label it with destructive thoughts.

We have all kinds of terms and labels and conditions to smear on that issue but really it's selfishness. It's about getting fixated and thinking that the world is all about you, it's not. I found that I am least depressed and deal with the least depressive energy when I'm thinking about others, when I'm focused on what I can do to help those around me, when I'm fixated on focusing on what I want, not what I don't want. Focusing on what I have not, what I don't have. Focusing on what I like, not what I don't like. Focus on what I'm excited about versus afraid of.

When you leave that internal me, me, me song and you start thinking about you, you, you, the people around you that you love and that you care about. Maybe people you don't even know but you just know that humanity at large could use your support. It is a lot easier to bust through depression when you're focused on other people.

Does that mean that all depression is selfish? No. There are chemical imbalances in the world. But I found that even the chemical imbalances can often times be reversed by shifting your focus from all the things that you don't want and don't like to all the things that you do want and do like. Shifting the focus from what you think is all about you to what you know is really about others.

I'm on this podcast right now with you. I don't know you personally, we don't have a long-term history together, but yet I know that what you're doing on this planet is helping people. It's worth my time to cut out my schedule to be on this program because hopefully something I say or some way of being that I'm being can influence your audience. If it reaches just one person that is stuck in a negative, dark place and they're able to turn it around, the cascading effects from just helping that one person made it worth my time and your time and their time.

Jacob: Right. I think this is a very important point to bring in because people tend to be focused on themselves. They feel miserable and they sink in self-pity. But once you start reaching out and say, "You know what, maybe I can volunteer, I can do something, I can help -- go to the hospital," you get out and say, "You know what, there are people worse than me."

This is how I deal with stuff because there's no way we can all solve everything but there's always somebody who's worst and if you can help someone, if you're good about it -- It's a start.

Sean: I once was hanging out with a guy who went to the navy seals training and he said in the navy seals training, when you're feeling like you want to quit, look around you and find somebody who's struggling and run over to them and help them. Your desire to quit when you're trying to help somebody else goes away.

Jacob: This is amazing. That's true because you stop thinking about your problems at that point.

One of the talks that I've seen you present, you have an amazing discussion about making connections with almost anyone. Why don't you share with us some of the tips that you bring in that talk?

Specifically, you give examples wherein you work with Bill Clinton and some other people that you were close to like Richard Branson, some amazing tips. And I think, you know, in any professional business like when a client comes in, when a deal with opposing counsel where we're trying to deal with it even with our spouses or significant others, it's all about connections.

Some of these tips that you shared with us, I'm using them secretly today. Nobody knows it is because of you but maybe you can tell us a bit about that. It's very fascinating.

Sean: Sure.

Well, connection, again, just like depression, it's about -- to leave depression, you have to think about the other person. To enter in the connection, you have to think about the other person. No one cares what your opinion is until you care about what their opinion is, you know?

If I were to say to you "What's your opinion on this issue?" and then I fill in a current event issue. Once I ask your opinion in, you get to share it, you're more likely to be interested to know what my opinion is now than if I just started spouting off my opinion. And it's because we have this thing called Law of Reciprocity that when somebody cares about us, it naturally makes us want to care more about them. You can fight that or you can accept that, it's just a law -- almost like a law of gravity, law of physics.

So connection is really about -- thinking about the other person's reality and how can you enter into their reality so that they can hear you, see you, understand you, and feel your emotions. A way that we do that is by being very much interested in what other people have to think about, what other people have to

say, remembering other people's names and using their names. It's about making great eye contact and not looking around the room for somebody else might be more important or looking down at your watch hoping that your time with them will be over soon. It's about making physical contact, reaching out and touching their arm, or their back, or whatever is appropriate at the time to just say, "Hey, now I have your physical presence there." It's about also remembering the details.

I will remember that your daughter has muscular dystrophy probably for the rest of my life because that stood out as something important to me. Now, I'm going to see you maybe a few years later and say, "Hey, how's your daughter doing?"

Jacob: Right.

Sean: And that's an important thing because we like people who are interested in our life. We feel connected to people who take an active role in how our wellbeing. And so really good connectors whether they'd be Richard Branson, Tony Robbins, Bill Clinton or the numerous people that I met, they remember the details to my life, they remembered my name, they made the physical contact, they ask my opinions, and they genuinely got excited about me and what I brought to the table.

That's the thing is no one cares how smart you are, how much money you have. No one cares about how much success you have until the moment that they see that you care about theirs, that you care about how much money they can bring to your life, how much success you can bring to their life. Until we know how somebody -- it's a cheesy quote but until we know how someone -- What's the line? Until we know how much someone cares about us, we don't really begin to start hearing about them.

Jacob: Right.

You worked with Bill Clinton for some time, right? One of the things about him is that he -- I've seen a few of his speeches and how he interacts with people, he remembers everybody's names, the people who work with him. It is amazing how he does that. What do you think is the impact of somebody meeting him and then he says Sean or David or Jacob and then he starts talking? What is the power of doing that, starting the conversation with somebody's name when you remember it?

Sean: I get asked this question a lot because it was in my book and people are curious.

Jacob: Right.

Sean: I'm not positive but I think he would say that it's about being present. If I was on this interview right now and I was surfing my Facebook page and I was taking notes about what we need to get from the grocery store later today and I was thinking about what more I needed to put in my email autoresponder that I'm working on.

I wouldn't be able to recall the facts of our conversation. I wouldn't be able to remember what you look like or what your name was or what we talked about because I wasn't really fully here in the first place. But when you're present and you're aware of what is going on in the moment, it's very easy to recall what happened and who the people were that you talk to and what their names were.

I think that when people say that they're bad at names and they're bad at remembering details and faces, I think that's a cop out. I think that's more of an excuse that I am going to emotionally check out of the social interactions that I'm having and then have a nice excuse for why I don't remember any of it.

Jacob: Right. It's a practice. If you make it a priority to remember names, to remember details where most people don't do it, you become the exception and then people remember you and they validate you.

You know, Sean, I was talking to a young attorney the other day and he was telling me, "Listen, I was going to start my law office for the last 18 months. Every time I want to make a step, my mother tells me it's not a good idea. My neighbor tells me it's a bad idea; even my own wife."

I told him, "You know, it's not uncommon for entrepreneurs and business owners when they want to launch, when they want to do something," all these naysayers around us, "Don't do it. Don't do it." I told him most of the time, this people who never would do it themselves, they're jealous they have other hidden agenda in sight.

What would you say to people that are surrounded with these people and how do you deal with those negativity around us?

Sean: Well, I would say two things: one, you have dreams and goals, not something you can ever achieve them. That's what people think. They think that you have a goal so that you have something to achieve. I don't think so. I used to think that. I think we have goals so that we have something to head towards. When you have something to head toward, you have something pulling you into your future.

Jacob: Right.

Sean: You may die before you ever achieve it. You may get an accident or you may have to move because your spouse got a new job transfer. You're not sure whether or not you're going to have achieve your goals. You just not. That might sound negative coming from a guy like me but it's truthful that the goals and our visions are there to have something to look forward to and head toward. Not necessarily because we're ever going to achieve them.

So, when someone says, "You can't do it," sometimes instead of wrestling with them and saying, "You're wrong, I can," you say, "You know what, maybe you're right. Maybe I can't. But until I see that, I'm going to keep moving forward and I'm going to keep having something to look forward to and work toward," because the alternative is boring and depressing. That's one thing I would say is don't fight it. Say, "You know what, maybe you're right. Maybe I can't. But that's for me to find out, not you."

Jacob: We don't have to justify ourselves to anybody.

Sean: No. Never. Never. Then the second thing which sounds a little bit like a dichotomy or like it's diametrically opposed which is you have to see what you can do.

Jacob: Right.

Sean: You have to push it to the limit. You have to see what you're capable of. Because life is really boring if you just do what you know you can do.

Jacob: Right.

Sean: No one gets excited when they're done brushing their teeth unless they've never brushed their teeth. No one gets excited about doing a very medial task because they know they can do it. I know I can pick up this cup. Big deal. No one's throwing me a parade when I do that. Because it's something I knew I could do.

Jacob: Right.

Sean: But when you do the things that you didn't think you can do, that's when it becomes exciting. When you start pulling off the visions and the goals, that you weren't quite sure convinced yourself that you're able to do, that's when it gets fun, that's when it becomes magical. That's when it becomes worth telling about in a book.

Jacob: Right. That's when you become motivated more to do it.

Sean, I'm curious to know some of the things that you're doing right now. I mean there's some exciting things coming up in November and you wrote a book. So,

why don't you share with our audience some of the things you're working on right now and perhaps some of them would be interested in that as well.

Sean: Yeah, absolutely.

So, the biggest thing I'm most excited about is I told you I have that event that had to be rescheduled because of my accident and the event is now November 13th to the 16th in Scottsdale, Arizona and it's all about -- the event's title is 10K speeches: How to make \$10,000 an hour for an hour of your time speaking on stage. That's something I have perfected the art of.

In the last 17 years, I've been molding my speaking career to make upwards of \$30,000 for an hour of my time speaking. I learned how to backward engineer a system where anybody has a message that is motivated to tell the world and wants to monetize that message and get paid, like I said, \$10,000 or more an hour, that's what I'm going to be helping them with.

We have incredible speakers. It's packed of tons of brilliant business minds. We have Jay Abraham who is probably one of the most successful marketers of all time. He is going to be speaking about marketing. I'm going to be interviewing him on stage. I'm interviewing Joe Polish. He's one of the best well-connected people in the planet. My wife, Mindie Kniss, is speaking. She's going to be talking about stage presence. She has one of the best stage presence I've ever seen on stage.

I'm going to be speaking for almost three days telling my motto of my business. Sharing what I've done to market, sharing what I've done to craft my content, my stories, my expertise. To actually what I do on stage to be captivating in the actual mechanics in the structure of my speech. And then also a lot about the mindset. How do you get over your fears of speaking? How do you get over your fears that people aren't going to be willing to pay you \$10,000 to talk? It's just filled with tons of great content.

We have a buddy of mine, Larry Winget. He's a professional speaker. He's speaking for decades. He's probably one of the most powerful speakers alive. He's going to be talking about how he's built his career. We have one of the best poets. He's going to be talking about how do you speak in a way that emotionally hits people in the heart. And then we have comedian Kyle Cease who had his own show on Comedy Central.

Jacob: Of course.

Sean: He's been talking about how do you get people laughing? How do you get people cracking up when you're telling a story? We're hitting it from all different angles in the business perspective, to the presentation side, to the psychology. I wanted

to put together a program that I wish I had 17 years ago when I entered [unclear 00:33:17].

Jacob: Started.

And so what I'm going to do, Sean, we'll share a link to the event when you have it ready with our audience in the show notes. Maybe even some offer from you to our listeners who wants to sign up.

Sean: Yeah, absolutely.

For your listeners, what I'd love to do, is anybody that signs up for that live event, what I'd like to do is give them a 10-hour video training course where I teach them immediately when they register, all about the speaking business. You could start learning right away so that then when you come to the event live, you're filled with questions.

Jacob: Wow, perfect! That's amazing. We'll make sure to share all the links so they know how to claim their gift. Perfect. I really appreciate it, Sean.

One of the things that I wanted to ask you and I was curious. You may find it funny but I saw you speak ones and you were talking -- you give an example of you going to a club with a friend of yours. You're going to the club and then suddenly all these women are coming around you, they're dancing, and then your friend is amazed at how you are able to do this and he was asking you, "How do you do this, Sean?" Then you give this explanation about how you have to feel. It doesn't matter how you look. How you feel inside to make those people attract to you. Maybe you can spend a few minutes to explain it.

The reason I think it's so important is because no matter how we look, we're always insecurities. And people always say, "Well, if I was taller, if I was smarter, if I had a better watch, I would get that woman," and that's not true at all and you manage -- When I listen to this, I listen to it several times because it just validates what I think it is. It's all about the insight. So why don't you share with us the story.

Sean: So the story -- my buddy thought the reason why all the women like to dance with me at the dance club back when I was single was because he thought that they thought I was cute and adorable or they felt sorry for me because I was in a wheelchair. I told him, "Okay, we're going to do an experiment. We're going to go to the club tonight and instead of being myself, I'm going to act like a little guy in a wheelchair. I'm going to prove the point that you're wrong."

And so we went to the club and I had to think the whole walk to the club, how does somebody in a wheelchair that's 3 feet tall act? Because I don't act that

way. How does somebody that's 3 feet tall in a wheelchair speak? Because I don't speak that way. Internally, I see the world like I'm 6'4", 6'5". I see the world as if I'm an Olympic gold athlete. I see the world like I'm a billionaire movie star.

That might sound arrogant but I have high standards for how I treat myself. But I had to start thinking about how would somebody treat themselves if they only dealt with this package that I'm in.

So, I went on the dance floor and I got really small. I brought my energy in. I didn't make real good eye contact. I got scared. I tried to talk to some girls and nobody wanted to talk with me. Every girl walked around me, no girl want to get interact with me. And so then my buddy comes running over and he's like, "I get it. I get it." I said, "Well, what did you get?" He said, "You bring the party. It's your energy and your attitude that makes women attracted to you. Now, can you please bring the girls back?"

It was just the point that you are responsible for how you present yourself. You were responsible whether you're in a 3 foot tall crumpled up little body, or you're 6'5", or you're overweight or super skinny, or have splotchy skin, or have a weird sounding voice, or your hair fell out. I don't care what you look like or what your container is. You were responsible for the energy that you keep.

And if you keep the energy based strictly on what you think the energy would look like coming from that body, that's your fault. You're playing a very small game. You have to rise above, you have to roll your shoulders back both internally and externally and think. How would I be treated if I was really important? How would I be treated if people really loved me? How would I be treated if people really enjoyed spending time with me? And then you have to act accordingly.

My energy and my attitude, when I come into a room, I don't expect anybody to naturally treat me like I'm important. I have to create that atmosphere. It's not the ego and respect me because I'm important and you're not, it's like, "Look, we're all important here. I'm going to be treated with as much respect as I'm going to treat you."

The energy of how you carry yourself I think goes a very long way. I think that you have to be responsible for the words that you use, your inflections, the way you carry your body. That people are watching you closely and they're not treating you based on what you look like. That's the myth. They're treating you on how you treat yourself. They're just mirroring back how you treat yourself.

I once went to lunch with a group of five women, one was Mindie. This one woman said to my wife, Mindie, she said, "Don't you think most men are

disrespectful to women?” and my wife, Mindie, was like, “No, I don’t think that at all. I think most guys are respectful.” Mindie went on to say, “If you feel that men are disrespectful, you bring that into every conversation and then you teach every man that disrespect you.”

Jacob: Right.

Sean: She said, “When I go into a meeting with a group of men, I expect every man to respect me. I expect every man to look me in the eye and treat me with the authority that I am and to be respectful and therefore they do.” It all comes full circle to you teach people how to treat you.

Jacob: Absolutely. This is really important in business and in life because the way you feel about yourself and the way you let people treat you is how they’re going to treat you. Absolutely.

Sean, as we come to the end of our show, I wanted to, perhaps, you can share maybe a tip or some wisdom words with our listeners that they can take away with them at the end of the show; something that you want people to resonate with and take back. It could be anything that -- I have more and more and more questions to ask but we can spend three hours here.

Sean: I would say contemplate your death. Same with the fact that you’re not going to live forever. The greatest illusion to the human mind is that we’re infinite in terms of in this body, in this lifetime we’re going to live forever. No, we’re not. The jury is out about whether or not we get other lifetimes or if we go on to some other plane of existence. But for what I know, the human flesh doesn’t last forever. So, therefore, it really needs to be respected, it needs to be taken care of.

So I would say, first and foremost, take really good care of your body. I’ve had a lot of health challenges this year and it just increased my commitment to the priority of my fitness and my nutrition levels. I would say make your health a higher priority. No matter how high it is, it can always be higher.

The second thing is find a reason on this planet to inspire you and then figure out how to get paid to do that. Because if you’re not inspired by what you’re doing to make money, it’s only a matter of time you’re going to quit, burn out, self-sabotage.

Jacob: Right.

Sean: You have to be inspired by what you’re doing.

I’m in the transition business right now myself of teaching people how to become speakers. It inspires me to create world leaders that have messages that

they want to have heard and get paid accordingly. That inspires me. That is my new mission is to create as many phenomenal, successful, articulate presenters on this planet.

So, take great care of your health. Find something that inspires you and get paid to do that. And the last thing is really give back. Find some group or cause, organization or individual that could really use your support that is struggling far worse than you're dealing with. And give your time, your money, and/or your energy because when we are contributing to organizations or causes or people that are outside of our own selfish desires, it gives us a sense of fulfillment that no amount of money or stuff could ever match.

Jacob: Excellent. This is amazing nuggets for our listeners. We'll share it in our show notes. Thank you so much, Sean, for coming on the show. I wish you all the best.

This is Jacob Sapochnick, Enchanting Lawyer Podcast. I wanted to thank our listeners.

If you have any questions about the show or anything that you heard information about Sean's retreat and conference, we'll have it in the notes. Any questions for me, I'd love to hear from you, jacob@enchantinglawyer.com.

Thank you again and we'll see you at our next show.

Closing: Thanks for listening. You can find even more resources, including the show notes for this episode, at enchantinglawyer.com. That's www.enchantinglawyer.com.