



Let's Get Real!

Hi, I'm Sharon Jurd and welcome to my Biz Blitz video and today, I want to have a real conversation with you. I want us to get honest with ourselves and have a real, grown-up conversation because we've just ended 2017 and we're flowing into 2018. For us to have a great year in 2018, we really have to be honest with ourselves. So, I wanted to ask you a couple of questions today and if you want to reply to me on this email or below this video – depending on where you're seeing it – please do that.

This is my question: **In 2017, what were the excuses you were telling yourself that stopped you from achieving your goals?** They are the voices in your head saying, "I didn't attend that seminar because it was too expensive." "I didn't have enough time." "I couldn't take time out of my business." "I was too busy." What were those excuses that you were telling yourself to try and justify why you didn't move forward? Because what the reality is, at the end of 2017, if you haven't achieved the goals that you set out to achieve, then you have some excuses running around your head. And you might say, "They're not excuses. You're being a bit harsh here, Sharon." But they are, because everyone has time, everyone has money. When you need the money and need the time, you'll find it; the universe will deliver it to you if you are committed to following through.

Comment below or send me an email and say, "What were those things that I was saying to myself in 2017", as bad as they may sound because once you start to type them out or say them out loud, they actually sound a little embarrassing, because you go, "Jeez, they are really bad excuses." And then tell me, **in 2018, what are you going to get rid of, of those excuses?** What excuses are you going to take out of the little voices in your head? Stop saying them to yourself. Stop making the excuses to achieve your goals for 2018.

It's really as easy as that. You can see videos about finding your passion, doing what you need to do and working harder, and hustling, and all of those things but if you just stop making excuses and go, "This event is what I need to go to. I'm going to find the time and I'm going to find the money. I'm going to find a way; I'm not going to have any excuses." If you think about your life and your business around the time when everything was great and you were earning the money you really wanted to earn – that's when you had no excuses. So if you're not earning the amount of money you want to earn right now, just think about



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what you're saying to yourself and then cut this out of the vocabulary. Take them out of your mind and not put those blockages in front of you and say, "I'm going to find a way to make this happen."

As you know, you may have seen it all over social media, I'm holding an event at the beginning of February on the 2nd, 3rd, and 4th, here on the Gold Coast. And I have had some feedback from people going, "Money's tight." "Time's tight." "I'm not sure if I'm ready." Because fear starts to set in as well. Don't let fear hold you back.

If you've seen my event or you want to know more information, I'll have some information for you in all my social media and in your inboxes. But if you want to attend my event and you have some excuses in your way, let me know! And we can chat about it. I will not allow anyone not to attend my events just because they don't have the money. If you need a payment plan, come and see me. If you need help with arranging logistics, and time, let me know. I'll spend some time with you and help you through these excuses.

So, don't forget, share with me **what were the excuses you had in 2017 and what are you going to get rid of in 2018?** I hope to see you at my event. It's called Grow Your Speaking Biz. I believe everybody should be speaking to their community. Whether it's video like this, social media, or any other platform that you use. Come to my event. Let's change your life in 2018 and earn the money you need to earn to live a great life. Thank you for listening today, I'm Sharon Jurd. If you think this video would add value to your family, friends, or colleagues, please share my video. I want to help as many people as I can and I need your help to do that. I will talk to you very soon.