

EPISODE 262

[INTRODUCTION]

[00:00:32]

FT: Hey everyone, you're listening to So Money. I'm your host Farnoosh Torabi. Great to have you back. If you're a female entrepreneur, or wanna-preneur, you'll hopefully be as inspired as I am by today's lovely guest. Jenn Scalia is a visibility coach, an online business strategist who specializes in helping female entrepreneurs stand out in their industry, to make an impact in their area of expertise. She's best known for her tough love, no BS style when it comes to managing her clients.

And Jenn has quite the story of her own; having hit rock bottom only to come back stronger than ever. She lost the love of her life, moved back in with her parents, piled up debt, she was a single mom and realized, "You know what? It's time for a change." She motivated herself to build a six figure business to become an online superstar and today she helps thousands of entrepreneurs who follow her teachings of how to promote their brands online. She's regularly featured on Huffington Post, Elite Daily, and Mind Body Green.

This is a really rich conversation everyone. She shares a lot about her past, her divorce, her single parenting, living at home with her family, and of course how she involves herself with clients. We talk about her very long but poignant mission statement that not only expresses her financial philosophy, but who she wants to be, how she wants to feel, and the people she wants to work with. I think everybody should do this! We talk about how she experienced life as a boomerang kid, living with her parents post-divorce, the wakeup call she had to get herself out and about and living independently on her own once again. And what she would do if she won the lottery. I was shocked to here this, and we had to have a little pep-talk following this answer, but she said it would encourage her to pay off her husband's debt — her ex's debts. Oh no!

Here we go. The lovely, Jenn Scalia.

[00:02:29]

[INTERVIEW]

FT: Welcome to So Money, Jenn Scalia. My no BS, tough love coach. Welcome to the show!

[00:02:41]

JS: Hi! How are you?

[00:02:42]

FT: So I have to say, I've been on your website and I've been reading about you and we were connected through a mutual friend, Selena Soo, who was on this podcast not too long ago. Selena is a publicity and business strategist. You wanted to focus on women because you found this underlying common theme of perhaps a lack of confidence. How did you discover this and why did you decide "I wanna tackle this"?

[00:03:08]

JS: So I actually discovered it within myself first. So when I started my own journey, that's where I kept getting stuck. It was like I knew all the stuff, I was taking courses, I had the knowledge, I had the education, but something was keeping me stuck and I couldn't put my finger on it. And finally I did realize that it just had to do with like my mindset and my confidence. And once I figured that part out, everything completely changed for me, and so that's what I wanna help people with now is really having them realize like it's already in you. It's already in there; you have enough knowledge, you have everything, you just gotta go out there and get it. So it's really about just helping them shift their mind and build in that confidence so that they can go out and get whatever they want.

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FT: Unleashing the confidence, or as Tony Robbins says, the "power" within. I want you to be a little bit more descriptive about your personal story because you have a very unique personal

story and I was reading it in the introduction before we got on together. But talk about being a single mom, going back in to live with your parents, that moment in your life, what where all the thoughts going through your head? And then ultimately, what was the lightbulb moment that shifted everything for you? And you had the clarity, the clouds parted and you were like, "I'm gonna just make this happen."

[00:04:26]

JS: Yeah, so when I started my journey as an entrepreneur or solo-entrepreneur, I actually just did it because I had been laid off twice in a year from two different jobs and I was sick of it. I was just tired of having someone else dictate how much money I was gonna make, when I was gonna make money, if I would even get a paycheck. And I had a newborn son at the time, so I decided I was gonna go out on my own. And like I mentioned before, I definitely got stuck during that time and it took me a while to gain footing in my business.

And during that time I was actually also going through a divorce, I lost my house, so I had to actually move back in with my parents. I had pretty much like all of the stuff working against me, personally and professionally and financially. And it really took a lot for me to actually move back in with my parents because I had been out on my own since I was 17 and a half. Like literally as soon as I was able to like finish high school and go out on my own, I left and I was like, "I'm never coming back!"

And I had to come back, so it really came for me like a point where I had to just like swallow my pride and say, "Okay like this is where I'm at." Now instead of harping on what happened to me, or why this happened to me, or where I'm at now, it was really me shifting my focus to like where I wanna be and what I wanted to prove, not to my parents, and not to anybody else, but to myself. That I could totally make a shift and get things back to where I wanted it to be.

[00:06:01]

FT: Who were you looking up to at that point? What were you reading? What were you taking notice of that — cause I mean certainly I think you're underselling this. I think you probably did a

lot more research and focusing on the possibilities during this time. Can you be a little bit more specific about that, cause I think that's gonna be really interesting to me and to listeners.

[00:06:25]

JS: Yeah for me it was really about finding other people who were doing what I wanted, or who were where I wanted to be. And of course like, I started out — when I first started my journey I was like this hard-core Marie Forleo fan. I just saw her and I was just like, "Wow, she's really, she's so good and she's so generous and look how much she's given to me." And that's actually where I started my journey, I actually took B-School. That was the very first thing I did.

And then from then I just actually discovered like this whole world of women. And this is probably why I am so attracted to just working with women, because I see like so many possibilities in like all of these women, people that are successful. And previous, in my previous life, I didn't see that. It was a lot of women being catty, being competitive with each other, not liking each other, not supporting each other. And when I got into this like entrepreneurial world, and I saw how these women were like coming together and completely supporting each other, it was amazing. It was an amazing feeling and I knew I wanted to be part of it.

I would say the people I looked up to were more people that were actually tangible. So they were people that I actually saw their stories and I saw them evolve and grow into that person that I wanted to be. Because for me that made it more real. So instead of looking at like a celebrity or an expert or a guru and saying, "Oh well they've been able to complete that, so that makes it possible for me." For me it was really about finding people and mainly there were my personal coaches and my business coaches that actually did it, and I saw the story, and I saw them evolve. Which made, for me, it even more real and even more possible.

[00:08:09]

FT: Yeah, that's a really good point. You don't have to shoot for the stars to dream. You can just look around you and there are people with exemplary stories and businesses that you can learn from. And to your point, they're accessible. You can ask them questions, you can write them an email and they'll probably write back.

For you, when you're selecting clients, who do you look for? Because not everyone can be saved. Not everyone is going to be successful in the way that you prescribe. To some extent your clients have to be able to help themselves, and they have to come to the table with a certain calibre of determination, motivation. Who is your ideal client, and why?

[00:08:51]

JS: Absolutely. I love that you asked this question because it took me a while to actually figure out who that person was. In the beginning I did think I was the type of person that could save anybody, and oh if I just would get them to see this, or I would get them to realize this one thing and they would be able to make this happen for themselves. And I realize that that is so not true!

The people that I love, love to work with are people that are — they're gonna be successful no matter what; with me, or without me! They really have something inside of them, they have a fire inside of them, they're go-getters, they're ambitious, they have a lot of ideas, but they just don't know how to kind of package it in a way that makes sense and in a way that's going to make a profitable and successful business. So they're people that are already, like I mentioned, they're gonna be successful. They already have it in them, and they just need that push, and they need that support and accountability and strategy from me to like really make them soar.

[00:09:44]

FT: Accountability is such a good word. Because even in my world, I need accountability partners because life is distracting, and while you have it in your head that you wanna achieve certain goals, things get in the way, other things present themselves that make you feel that they should take priority when they really shouldn't. I'm not gonna get too specific, but we all have these things! I love that you consider yourself an accountability partner with your clients.

So everybody, sign up for Jenn Scalia. [Laughs] Her website is JennScalia.com. I think that even just going through your website made me feel more confident. So thank you for the work that you do.

[00:10:24]

JS: Awh, thank you.

[00:10:26]

FT: Let's get to some money questions. I wanna learn more about your money mind, Jenn, and starting with your financial philosophy. I'm sure you have more than one, but what's your top financial philosophy?

[00:10:38]

JS: So I believe that the top thing that I do, and I started doing this about, I would say about three or four months ago, is actually have a mission statement that I've written out. And I read it at least once a day, if not more. The statement really encompasses everything that I want to be, that I wanna feel, including the types of people that I wanna work with, including how much money I wanna make and why I wanna make that money. And it's actually pretty long [Chuckles] but it just is, for me, a reminder of like why I'm getting up every morning and doing this. Why am I getting up every morning and busting my butt to be an entrepreneur and have all these things in my life. And I feel like the "why" is what really is what keeps me going and what really makes all of this make sense o me.

[00:11:26]

FT: Alright, so drum roll: read it off!

[00:11:28]

JS: Oh! [Laughs]

[00:11:31]

FT: I mean you can't give me that introduction and then not tell me what this mission statement is! I wanna hear it. I don't care if it's too long.

[00:11:37]

JS: Okay. I have to find it actually, but I do have it.

[00:11:41]

FT: Okay, we'll wait.

[00:11:43]

JS: Actually, I left my phone in the other room. I didn't want it to ring! But I have it on my Evernote in my phone.

[00:11:50]

FT: [Laughs] You didn't like write it on your hand or anything for the interview? Okay.

[00:11:53]

JS: Yeah well, it's kind of long! [Chuckles] My hand's not that big! [Laughs]

[00:11:56]

FT: [Laughs]

[00:11:59]

JS: Alright, so you really wanna hear it?

[00:12:00]

FT: Yes! I'm dying. Tell me!

[00:12:03]

JS: Alright. So my mission statement:

"I help women coaches position themselves as the expert in their niche, so they can effortlessly attract dream clients and make more money in their business. I only work with coaches who are in their first one to three years of business, know what their niche is, and have confidence in their skills as a damn good coach. I work with women who are going to be successful no matter what, but they need my help to get their faster. I absolutely reject anyone who only has an idea, who hasn't started yet, who lacks confidence in their skills, and is not willing to invest in themselves.

Without my help these women will continue to waste money on courses and programs that don't deliver. They will struggle to get clients in the door and they will eventually end up giving up on their dreams and going back to a J-O-B. This makes their life a living hell, because they'll have to admit that they're a failure, that their husband, mom, family, friends were right when they said you couldn't make money online. And they'll always live paycheck to paycheck, never realizing my dream lifestyle.

But with my help, these women will attract more clients, make more money, and have the freedom to live their lives the way they want. This benefits everything and everyone in their lives because they have the finances to live without the struggle. They'll have freedom, be able to travel and create their life that they most desire. They are now known as the go-to expert in their industry, and their marketing and business is effortless, easy, and aligned. The way that I help them get results is by getting them absolute clarity on their message, confidence in their sales process, positioning them as the expert, packaging their expertise, and expanding to new audiences with list-building and social media and putting it all together to create a sustainable plan that makes sense.

Every discovery call I'm on ends in a "yes". I offer these women support through my one-on-one and group programs. They are eager to learn from me and invest in themselves through me. I earn at least \$50,000 a month for my guidance. I do this because I wanna change the world one woman at a time. I want to be a role model for my son, and I want to show him and everyone else's life that I touch, that anything is possible. I'm the best damn coach there is. I'm here to change lives, and change the world with my expertise, and I am confident that I can get my clients the result they desire for a fraction of the cost and struggle it took me to get here."

The end!

[00:14:12]

FT: Woohoo! Oh m gosh! If I had an applause button, I'd be pressing it a lot right now! That's beautiful Jenn. And I have to say, as I was listening, there are a lot of financial philosophies, little nuggets, hidden in there. And some of them include, I think — if I could extract — "being your own boss is the ultimate form of financial freedom". You said, I heard say, family comes first. Family, then finances. I heard that "confidence is invaluable, confidence is the thing" and that's what's gonna birth a lot of riches if you're willing to put your confidence out there in a meaningful way.

Aren't you glad you read that out loud? [Laughs]

[00:14:55]

JS: Yeah! That felt good.

[00:14:58]

FT: It did feel good. It felt good hearing it. Well share with me now a memory growing up. You grew in New Jersey, you live in New Jersey, it sounds like you're close with your family. What was one pivotal money memory that you experienced that now as an adult and as a coach you reflect upon with a lot of gratitude because it taught you so much?

[00:15:22]

JS: So one of the earliest things that I remember was when my dad got his first Corvette. So it was this white t-top with teal leather interior, it was beautiful. I don't even remember how old I was I was young! I was maybe eight, 10 — something like that. And I remember my parents having to make sure that they had their little evil eye bracelet wrapped around the rear-view mirror just incase anyone tried to curse them. So at an early age I was actually really taught that being rich was like a shameful thing, or like having nice things, or having money was a bad thing. And that you actually have to hide it so that you don't make other people feel bad about themselves.

I remember my dad just saying like, "Oh you know, my sisters and my brothers, they're gonna think I'm rich or they're gonna say stuff about me. And I just don't wanna let them know because they're not there." So that was one of the very first things and that was a recurring theme with my parents. Especially my father was just kind of hiding the money that he was making. And he worked really, really hard for his money.

[00:16:26]

FT: I think what you're saying happens a lot and I'm sure that I experienced it in a similar way, but I also remember, or example, my father buying himself a nice car. I think he bought a Mercedes, but not driving it to work because even though, I mean his boss knows how much he makes and it wasn't like he was financing this through the roof. It was paid for and he could have comfortably afforded it. It wasn't the culture there. He doesn't work in a flashy environment, it's really like all about work, work, work.

And so as an adult, did you find this playing a role in your life in some way? Did you find that experience finding it's way into your adult life?

[00:17:08]

JS: Oh yeah, for sure. And it's something that I don't even think I consciously realized until probably about a year ago when I started to really work on my money story, my money mindset

and things and I didn't realize how much these things that I was taught from when I was a child, and taught from my dad and just the things that he said about money, really affected me.

And it really, I feel like, stopped me from achieving certain things up until over probably the last 12 to 18 months when I finally figured it out and was able to let go of that stuff. But it really did hinder me just in everything. Just in what I believed I deserved, as far as money, as far as jobs, even as far as relationships. I really thing it affected me in that way as well.

[00:17:51]

FT: Yeah. I think that the root of it is really fear. Fear that when life is good that it's gonna be taken away from you. This is something that I think that Dr. Brené Brown speaks of a lot. She describes this human instinct, I think all of us experience this to some extent where as soon as things are going really well, really exciting, really bountiful, in the moment we feel happy but immediately after we feel scared, we feel worried that it's gonna be taken away from us. Because either a) in our heads we feel we're not worthy of it, or we feel like it's just too good to be true. Whatever the reason is, I think a lot of us struggle with that. And not even just with money, but you know experiencing a job promotion or a healthy baby or you buy a home. I think sometimes you feel like you can't be too excited about those things because oh gosh, you know.

[00:18:47]

JS: Like somebody can't have it all.

[00:18:48]

FT: Yeah. "It's not possible to have it all! And if I'm having it all, it's gonna be short-lived. Life is balance. I gotta take the good with the bad. So if this is the good, what is the bad around the corner." Oh my gosh, I've had those thoughts. I still do! I still do. I think it's just part of human nature.

What about your failures. So what would you say is your greatest financial failure. But again, we don't talk about failure on this show to really be down on ourselves, but to really identify the lessons learned in those missteps, failures, regrets — whatever you wanna call them.

[00:19:24]

JS: So I think this was a pattern for me. It probably had to do with my story and everything I had learned and I was definitely the type of person that just spent money without really thinking about it. And probably the biggest financial failure, cause it's something I'm still dealing with today, was investing in a time-share during my honeymoon.

[00:19:51]

FT: Oh no! You fell for that? Did they grab you as soon as you got off the flight?

[00:19:55]

JS: Yes! We fell for it, we were stupid, we were in love. I mean we were definitely duped by that sales performance. Like I said, I'm still dealing with it now. Mind you, me and my husband aren't even together anymore, yet we have this 30 years contract together. It's just insane. Don't recommend it to anybody!

[00:20:15]

FT: 30 years.. oh my gosh! I know, I get a lot of — not a lot, but I get enough emails from listeners and throughout my work in the last 10 years like, "I have this time-share. I don't know how to off-load it. What do I do?" And unfortunately you have to find someone that will want to take it from you, and by now people have kind of been schooled [Laughed] on the pitfalls of time-shares.

Okay let's flip it, your So Money moment. You're making five figures a month, you were living in your parents home not too long before that. So what was your So Money moment? Take us there.

[00:20:50]

JS: My So Money moment was the day that I realized I could leave my parents house. [Laughs] So when I first moved into my parents house, I actually heard this term which I never heard before but it's called "Boomerang kid". And I was like, "Oh my gosh, I'm a boomerang kid. Like I had to move back in with my parents." When I first moved back in with my parents, they thought I was gonna be there forever. Like they literally like built this whole section of the house out for me, with a little bathroom walk-in closet and everything. My dad literally like thought I was gonna be there forever.

And you know, I was like, "Dad, I'm gonna be out of here in a year. I'm gonna be out of here in a year. I've given myself a year," and I just kept telling myself. It took me about a year and three months, but still pretty on track. And I was able to move out, I have pretty much all my debts paid off — except for that time-share thing. And I was able to actually pay up-front rent for the entire year in my new house, and I'm in my office right now chatting with you from my new house and that definitely was my So Money moment. I just felt so good!

[00:21:53]

FT: Can I ask you a personal question? What does your ex-husband think of your amazing success now? I mean, can you indulge me a little bit? Cause I don't know, I didn't ask, I don't know how the relationship ended — I'm not really interested in that, not the point. But you know, given that he is your ex and I'm sure you are in contact and you're in such a different place now in your life, how has that been for him seeing this new you?

[00:22:24]

JS: Honestly, I think he's happy for me. We actually get along really well, we just could not be married. So I talk to him all the time. We talk probably like a couple times a week. He comes and sees my son, so I see him every week. And he hasn't really said anything, but I know that when I was actually starting to make money, my bank account was like going higher and higher.

When he had to deposit like the child-support money and the tuition payment, I would like cringe every Friday cause I'm like, "He's gonna say something, he's gonna say something." [Laughs]

And he's just never said anything, but he just, you know he'll just say things like, "Yeah, I know you have money or I know you're successful," and things like that. But it's been cool. I mean I'd be interested to see what he really thought, but he hasn't really said anything yet.

[00:23:13]

FT: Why can he see your bank account? Do you share a bank account?

[00:23:16]

JS: We shared a bank account, and I kept it open because that was the account that we actually just, he would put the money in for my son. So yeah. Once I started making the money I was like, "Okay, I have to get a different bank account."

[00:23:32]

FT: Yeah I would say, if you're not married, you no longer join — you never have joint accounts because you don't want him having the username and password to your joint bank account, or put that money somewhere else! [Both laugh] Just a little side tip.

Okay let's talk habits Jen, what's your number one money habit?

[00:23:47]

JS: Oh, this one's interesting. This I have actually been doing probably for over a year, so about 12-13 months. And it's that I track my income daily, like literally every single day. I've been doing this religiously, like I said, over the past year. And I feel like it really got me from going from like this broke mindset to like this millionaire mindset because I'm able to see how abundant I really am, how easily money flows into my life, how I literally make money every day. When I wake up I have a ping on my PayPal account or something.

So just being able to track my money every day and really be thankful at the same time for every single penny that comes in, whether it's \$5, whether it's 7 cent interest reimbursement on my bank account. Like I track everything. Before I was always like, "I'm just broke, I'm just broke." It didn't matter how much money I had, I would just always default to the, "I'm broke." This completely changed my mindset and I know I am definitely not broke.

[00:24:53]

FT: I cannot agree more with you. I give this advice to everybody I meet. If they ask me like, "What's your one tip Farnoosh?" And I'm like, "Just get real with your money, see where it's going, check your balance every day!" That may seem obsessive, but we do a lot of things everyday that we wouldn't even think twice about. You know, we check the weather, we check our sports teams, we go to our emails, we go onto JCrew.com. We do a lot of daily things that I think are a lot less serious and meaningful as going and checking your bank statement everyday. I mean if for no other reason, just to make sure there's not any incorrect charges, fraud. Unfortunately, these things are rampant these days so we need to be really vigilant. So I'm glad that you do that. I'm A+ to that!

Alright Jenn, let's roundoff this interview with some So Money Fill in the Blanks. This is the part of the show where I start a sentence and then you finish it, first thing that comes to mind. I'm really curious to hear your answers. I can tell you have some good ones for me waiting.

If I won the lottery tomorrow, say \$100 million, the first thing I would do is _____.

[00:26:01]

JS: I would pay off the rest of my debts — including that time-share. I would pay off my family's debts that my immediate family, you know my parents, my sister. And I would actually pay off my ex-husband's debts as well.

[00:26:14]

FT: Wow! What? Why? Let's explore this. Tell me what's going on. What are you thinking?

[00:26:21]

JS: What I'm thinking is that I want him to provide a life that's really amazing for my son, and I don't wanna be the only one doing it. I don't wanna be the only one being able to take him on vacations and buy him whatever he wants, and give him birthday parties. And I just know in the past, at least the past two years that we haven't been together, it's always like, "Oh I was gonna take him to Disney, but I couldn't afford it. So I would just pay off these debts to make it easier for him to be able to spoil my son cause I love my son.

[00:26:48]

FT: Well can I offer some counter advice to that? I would just say that, and this isn't because he's your ex-husband. Just in general when someone comes in and sweeps in and pays off all your debt, it's really easy to go back into debt because you haven't gone through the hard work of paying off that debt yourself. Now what you might wanna do instead is say, "Look, I understand you have all this debt and I wanna help you with that in some way, without of course writing you blank cheque," because it's important for him to realize the pain of paying off that debt so he doesn't go back into that cycle.

Perhaps it's that you can, if you really want to and this is something that you feel comfortable doing, is alleviating some of his costs related to childcare for a short period of time, with the goal that he will be able to use that money instead to pay off his debt. So if it's \$500 a month that he needs to be able to aggressively pay off credit card debt and in that time frame and with that pace he could maybe be debt-free in a year — I'm just saying — maybe then you spend \$500 towards the tuition that he would have. And I find this works for couples as a way to manage the money that's going back and forth if one person has a lot of debt. I think this is a better solution than saying, "Here, here's blank cheque, or here's \$30,000, solve it. Take care of it." With this expectation that suddenly it's gonna make everything better. It may or may not? And then that's a big risk.

So if you're gonna go down that path, that's what I would suggest. You sound like a really generous person, you wanna help. While you're not together anymore, you have this beautiful son to raise and you want him to have the freedom as you do to be able to spend time with him, go on vacations, I get that! So maybe it's that you find a way to relieve some of his costs related to childcare for just a period of time. Maybe you even have like a little agreement about this, in writing. That's like, "I'm gonna pay this, but you need to still — you have an obligation to your debt now. And in the end of this six month period, or nine month, or 12 month period we're gonna reassess. And at the end you need to take our son to Wally World," or whatever it is.

[00:29:03]

JS: [Both laugh] That's awesome.

[00:29:06]

FT: So yeah. Okay, I'm gonna followup with you on that. And let me know how that goes.

[00:29:12]

JS: Wait, isn't that only if I win the \$100 million?

[00:29:14]

FT: Oh! Yeah, that's true. So once you win the lottery you can do this. But I'm saying, you still could win your own personal lottery. I mean I'm thinking big for you here. I'm like, you don't have to wait for the state to give you \$100 million. You might be able to just earn that through your business. So once you get into a really comfortable place, more comfortable than you are in now and you wanna be generous, this is the arrangement that I would recommend as opposed to just writing off his debt.

Okay! One thing that I spend my money on that makes my life easier or better is _____.

[00:29:49]

JS: I would have to say that this is the staff that I hire for my business. So this is something that it took me a long time to be able to do because I'm a "masculine energy, control freak, Type A personality". So it definitely was something hard for me, but now I'm just like, "Hey, I don't wanna do this! You do this! So that's definitely probably like the best thing that I spend my money on right now.

[00:30:15]

FT: One thing that I spend on that is just an absolutely splurge, it's a lot of money, but it's worth every penny. What is that?

[00:30:22]

JS: Oh my gosh! [Laughs] So this is definitely education and training. I just love working with coaches and mentors to improve my skills, to be a better person. So I'm like a really simple girl, simple Jersey girl, and I like nice things, but I really enjoy like the intangible things much more — the knowledge, the experiences, the connections with people. So that's definitely something. And I like to work with the best, so it's not a little bit of money, it's a lot.

[00:30:53]

FT: [Both laugh] One thing I wish I learned about money growing up, is ____.

[00:30:59]

JS: That you don't have to work hard for your money. That you can make really good money just doing something that you really enjoy.

[00:31:06]

FT: Working smart, not hard!

[00:31:08]

JS: Yes.

[00:31:09]

FT: That's the key.

When I donate, I like to give to ____ because ____.

[00:31:13]

JS: Awh, I like to give to like children's and animal's, charities. Because I feel like those are two things that they can't really help themselves. So children, and having a child of my own now I just definitely wanna have like every resource possible to improve children's lives.

[00:31:33]

FT: I can relate to that!

And last but not least, I'm Jenn Scalia, I'm So Money because ____.

[00:31:40]

JS: I'm So Money because I come from a place of service and inspiration and I really just wanna lead by example and show people that anything is possible when you have the right attitude.

[00:31:52]

FT: And you don't BS, which we love as well! Thank you so much Jenn. Everyone check out JennScalia.com. If you're interested in taking your business and your brand from good to great,

you wanna unleash the confidence within and start making some money! I'm all for that. Thank you so much Jenn.

[00:32:11]

JS: Yeah! Thank you.

[END]