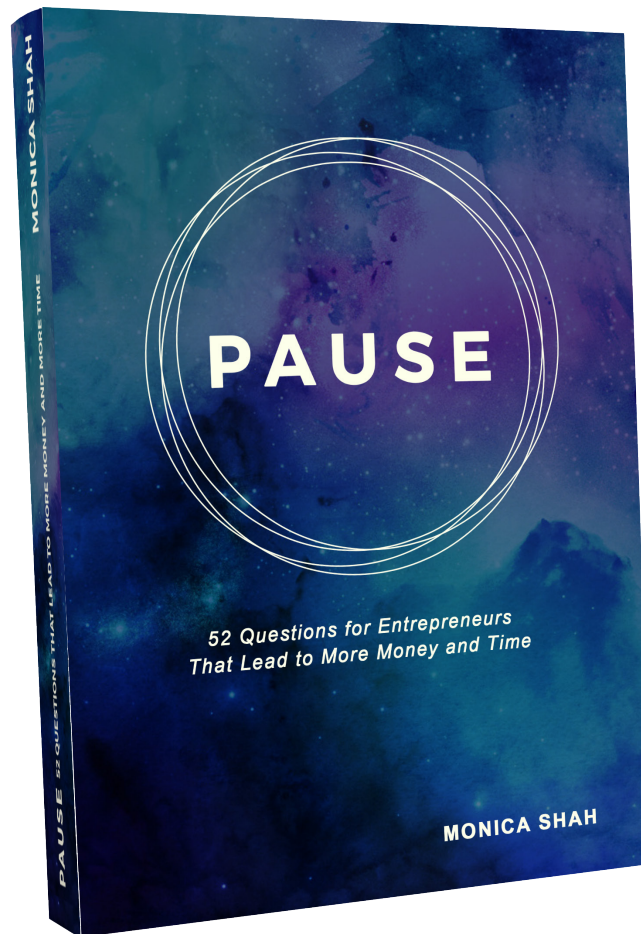


EXCERPT FROM MONICA SHAH'S
*PAUSE: 52 QUESTIONS FOR
ENTREPRENEURS THAT LEAD TO MORE
MONEY AND MORE TIME*



REVENUEBREAKTHROUGH.COM

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THE FABULOUS FIVE

“Rich people are mean.”

“Successful people take advantage of others.”

“I wonder what she had to do to get there.”

Every day we are surrounded by people who are threatened by those who are successful. Just underneath the surface, our loved ones and friends often harbor jealousy and deep misunderstanding of who we are as entrepreneurs and what we do.

I remember sitting in a restaurant with a group of my friends who worked at corporate jobs. They were talking about the woes of work and the lack of vacation time. It was my first year of business, and I was studying the menu to try to find the cheapest appetizer that looked like it had enough food to keep me full for a couple of hours.

My friend looked at me and said, “Monica, you are so lucky. You don’t have to worry about anything. You can take a vacation any time. And you get to play all day long.”

I did the best I could to swallow my absolute anger that she

had no idea what was going on in my life. That the last 3 months I had been living off the checking overdraft. That any “free” time I did have was consumed by worry, doubt and fear. That I was living the crazy, scary life of a first year entrepreneur.

And yet, I had the desire to fit in. To somehow salvage my last vestige of normal life. So I just looked at her and faked a smile.

From that day on – I started looking for other entrepreneurs who I could hang out with.

Those that understood me. I especially looked for those that were patient enough to hear me rant and rave, but not patient enough to let me stay in my negative space.

Today, I teach my clients to create a list I call “the Fabulous Five.” Five names of entrepreneurs who you could call or text day or night and they would answer and talk to you about any struggle. Do you have your Fabulous Five? If not – let’s get started.

Write down the names of five entrepreneurs who you could call at any time, day or night.

For extra credit – write down what each person’s strengths are. For example:

Claire M – She will always allow me to complain for 2 minutes and then sternly remind me of all the great things in my life.

Sarah H – She always makes me laugh – no matter what. She reminds me that nothing is all that serious.

Five large, light gray circles are arranged in a pentagon shape, intended for writing the names of the 'Fabulous Five' entrepreneurs.

WHEN THE UNIVERSE STEPPED IN

It was 2012 and I was heading into my first official 3-day event for my company Revenue Breakthrough. I had invested about \$100,000 into this event, including costs for my event company, my business coach and the hotel. There were 130 people registered.

I was terrified. I had only been on 3 stages in my entire life before this event and I had so much riding on it. I had used all of the savings in my bank account to cover living expenses going up to the event and my credit cards were nearing max capacity.

My husband Jai had been by my side the whole way through. And he was going to be there at the event with me. His presence calmed me down and made me feel stronger, and he could make me laugh even in the midst of my biggest tear storm. Jai was producing his first feature-length film at the time, called “*Patang*,” and it was just getting into the theaters.

One evening he came in and said “Mon, I’ve got some bad news. They just announced that the opening night of my film will be on the first night of your event and the weekend after. I have to be there. I’ll miss your whole event. And you’ll miss the opening of the movie and the parties!”

I couldn’t believe it. I was totally devastated. I cried. I raged. I blamed. I screamed. But none of it mattered. Jai had been working on this film for 7 years and raised hundreds of thousands of dollars to get it released. This was his big moment too.

We were both going to have the biggest moments of our lives so far – alone.

Day 1 of my event started. It wasn’t easy but I got through it. Jai prepared for opening night of his movie and prepared the launch party details.

Then he got word that his brother, Rajesh, who lives in Bombay, was coming to New York for the opening of “*Patang*.” Rajesh had no idea that I couldn’t be there. He just got the calling to come and support his brother. Jai and Rajesh ended up spending the whole week together and Jai got the support he needed.

At the same time, my best friend Stephanie also got the call. She appeared in my hotel room at the event, when I needed her most. I’ll never forget when she said to me, “Monica, be the woman on that stage who we all admire and love. That’s all you need to do.”

I tell this story because it seems as though, in so many moments of our lives, God or the universe intervenes. He sends support when we need it most, even while he’s teaching us some of our greatest and hardest lessons.

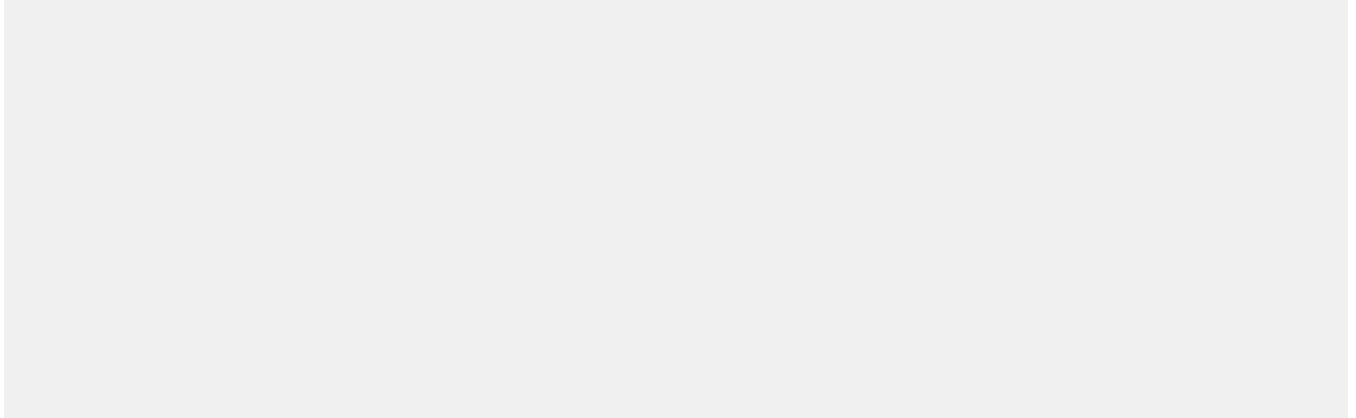
In business there is a huge need for faith. Faith to know that there is a force greater than you. That there is a rhyme and reason to all of this. That all will be well. Without faith it’s hard to take any risks. And risk is the foundation for success.

The best way to strengthen that faith and thus get comfortable with risk is to remember when God or the universe has stepped into your life.

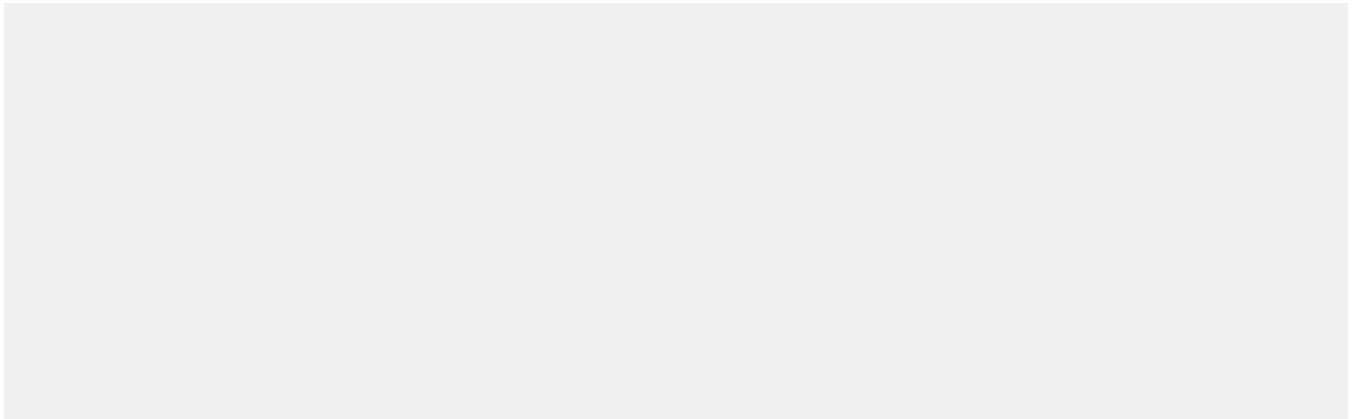
WHEN THE UNIVERSE STEPPED IN

Write Three Moments in Your Life When the Universe Stepped In to Make Things Better for You or Teach You a Lesson or Give You Assistance. What did you learn? What happened?

MOMENT ONE:



MOMENT TWO:



MOMENT THREE:

