

Taking Charge – Ending the Self Help Hustle and Heartbreak

Hosted by Mark Januszewski

Podcast Guest Mike Boggs

Mark. J [00:00]: Hey, Aloha everybody and welcome to today's episode of taking charge, I'm really excited today, I'm Mark J and I'm on the beautiful island of Kauai. Now, as is the custom, we haven't been here before. We always start by extending aloha to everybody, it's really a blessing, it's not really just Alo here, Alo means the divine and ha is the breath. So, may the breath of the divine beyond you of it, you can uncover the two things that everybody on these podcasts talk about and when I talk about individually, the secret to success in life, in all areas of your life, is there isn't any secret.

People have been talking about it for four thousand years, the illuminated ones have carried it for over 4000 years, I'm really excited today because this is one of those fabulous stories of rags to riches but more than that, you know, someone that was feeling wet behind the years and I broke his chops when I met this kid really him. The twenty three, twenty four year old kid, I got a call about a kid today, they got this kid Mike Boggs and do you want to work with them and I said I don't want to work with them and the couple of people said they didn't want to work with him that he was a pain in the ass and I talked to him for about five minutes and I could see that he wasn't, he was asking the right questions from me and these hype mongers didn't want to deal with it.

So I started working with Michael and suffice to say, the short version is Michael was a student, a great student and he's become my teacher. It's one of those a master and he's brought me into the 20th century, I still wouldn't have a computer if it wasn't from Michael. Didn't you read George Orwell's 1984, they'll be tracking everything that we do which they are but Michael convinced me that overall, it was worth it and this taught me how to protect myself. Let me tell you a little bit about Michael, he's gone from rags to riches, certified millionaire, actual cash not on paper, real estate not that's bad but was failing in networking, doing OK but struggling and he's vaulted himself into a very successful network marketer, seven figures, certified, real, not on paper fake but real in the bank and decided to leave the industry and did something unheard of in this industry.

He asked if he could use some of my training and wanted to pay for them because he felt that he could put a package together and sell it to

a network marketing company and we kind of argued about that a little bit nicer than in one anything I thought he might do something big in the industry someday and we went back and forth, anyway, that he called and asked rather than just taking ethics in network marketing, oh my goodness, ethics in any business today right. So, that is sort of Michael's character always doing the right thing.

Anyway I did make a great deal of money with that and decided to leave the industry because he saw what I saw in that industry and that was what should have been a great marriage between the Internet and the direct sales industry was a disaster as most of these companies abandoned training and just sign people up and left them to suffer out there on their own and leaders teaching all kinds of different things and confusing people that's another story but anyway, Michael said this is crazy, you're right. You know, we had talked about it in the wee small hours of the morning because this story now spans from two thousand five to eight spreading over three or four years and the next thing I know, he buys two Papa John's franchises and buys ads on the subway, so he's on it, now this is all before the age of 30.

So, I'm paying attention and he gives me a call and he says, do you realize what you put together what we pay because I actually put it together but Michael actually refined it and perfected what we call the chai system which was a standardized way to build a team, right, everybody doing the same thing, if you want duplication, it's a good idea if everybody's doing it the same way, the system should be the star not an individual but anyway, Michael had found the flash point, the trigger which is, it all begins in the mind and he started to think when running franchises, why should I work 16 hours a day when I can work 16 hours a week, she became even more sold on this system that I had started and Michael perfected and made it even better.

We're in a ton of money together and so he came back in the industry and got into the crypto space eventually Michael's goal was always to create a company where even the end user, that is the customer could earn money rather than spend money. I said, Now there is an idea whose time has come and everybody knows nothing can stop an idea whose time has come but the idea of that and the reality hadn't emerged yet and so we kind of stayed in touch and then crypto currency hit the space and Michael's computer skills way ahead of the curve.

He became a compliance officer for several companies and compliance in the crypto space and then he saw an opening in this crypto space where the end user can make money and believe me, he saw people getting bled to death with all these scams and con games about fake mining deals and everything else and saw an opportunity because folks nothing can stop an idea, it's time has common and the idea of crypto

currency is here, it's not coming, it's here and nothing can stop it but you need to educate yourself, so Michael saw a chance to educate people about it, so even customers could earn and I love that but what I really love is seeing a young man learn the two things that make people successful in life and it all begins in the mind.

You've got to transform your mind. If you remain the same person, it's a guarantee that the results are going to be the same and you've got to get off the couch. So I'd like you to welcome Michael Boggs, Michael just a real pleasure to have you here today, how are things in Pennsylvania.

Michael Bogg [07:17]: It's not raining so it's been good and it's really nice to see that you are able to turn on the computer, so I'm very I'm very happy about that.

Mark. J [07:31]: Well, I only need the only DVD help for about 15 minutes this morning down from 20 anyway. So welcome to the podcast, taking charge of course is about taking charge of your mind. So let's rewind the clock back around 2004, 2005 and you had an ambition, you were struggling, You Manifest what you wanted and you had a tough upbringing. You know things didn't go great for you as a kid either, so let that excuse out of everybody's excuse pile, we don't need to get into all that history, it wasn't, he didn't have an ideal childhood, we'll leave it at that, had ambition and here we go OK. You're twenty two, twenty three years old trying to get ahead in a direct sales company and struggling, what changed for you?

Michael Bogg [08:34]: The biggest part of, it was so much failure, I mean because everyone needs to know that I actually started, when I was 18. So from 18 to 24, I was failing up, like I was failing forward and trying to find that right connectivity and why was it that I wasn't getting the interest, why wasn't I getting the people that I thought were interested/ why weren't they coming into the business to be a part of what I thought was a great opportunity regardless of what the company was.

The company is only as good as you present it or what the person at the end believes that you are transmitting that information, so lo and behold, at the age of 24, I met you, actually I didn't meet you, I was thrown at you. I was thrown at you and that was a gift from God, I mean it was just the chance that the person, the multiple people that were actually on the same team didn't want to work with me and don't get me wrong, I had some and I still do, a lot of the great coaches that I had in the very beginning are still with me, the ones that are true but when I met you and for you guys that are going to be watching this, the MKE and the go [not any grown everything], that's nothing to the way Mark was, yYou know almost 20 years ago, I mean that's not nothing.

This is easy like when he's the I mean he was cutthroat. You need to do it this way, if you don't do this way, I'm not going to talk to you and if you don't do your homework, we're gonna reschedule for the next day. So I took that and you got to remember I was young so let's not say that, my main focus was trying to build a big business at that time but doing that education and the steps and reading and building myself up to understand that the reason I was failing was truly because of me, it wasn't about a product, it wasn't about a compensation plan, it wasn't about the company had 19 different products that you could choose from, it was me.

It was because I did not believe in myself, which then automatically and subconsciously transmitted to the person I was talking to and until I fixed that, then it was like my switch and the moment that happened, my bottom went way up and it was literally. I mean yes time went by but I mean literally it was overnight and it was applying the sound principles of doing things the same way as what was already taught and worked and was proven, There is a reason why McDonald's does it a certain way, there is a reason why Burger King does it their way, every franchise out there has literally a book like this that you have to follow.

Mark. J [11:53]: It really begins in the mind right, right. You got to remember the crock the Burger Kings and all that., it really started in the mind and that's the first thing we have to get right. I remember when we first started talking, there was skepticism on your part and I remember this master key experience or MKE that Michael's talking about, Michael got that from me, every night about 9:30, 10 o'clock at night until about eleven thirty, yelling or coaxing over the phone, there was more yelling than talking because I knew something and I knew there was a little skepticism maybe on Michael, I don't know if he was going through hell a time but I sense that is that when somebody takes a new job, gets a new a new relationship or whatever, the outcome is predetermined before the ink is dry on the application based on their self-esteem, true or false.

Michael Bogg [12:57]: That's true.

Mark. J [12:59]: So, we've got to raise our self-esteem or self-worth, right and that's really what you're talking about, the techniques and systems don't matter, that's not there because we'll self, we'll blow it up anyway, what's your experience with that.

Michael Bogg [13:14]: It was confidence, confidence was a big one, I mean you were firsthand with that and doing three way calls with me, building confidence and once the confidence and the self-esteem got that higher because you got to think, I mean, I had failed my way to you for six years like you, I mean literally and by the off chance that you know

I would hit miss but it wasn't. You can hit and miss and any company that you're with but having this sustainability of the stories that you hear at the top of the mountain or the other top of the iceberg which is what everybody sees, creating that starts with yourself.

You start with your self-confidence, daily reading, build yourself up and people will hear in the tone of your voice that you actually, you pride yourself in what you're doing and believe in what you're and where you're going because if you don't believe in where you're going, you might as well just stop, what's your endgame.

Mark. J [14:22]: And I want to say something about this and get your feedback on it, believing in where you're going, it's not about believing in the pill, the potion, lotion, the insurance policy, the haircuts that you can give her anything else, it's about believing that you can get yourself there. It doesn't matter where you're going, it's the yes or no.

Michael Bogg [14:46]: That's correct, no because if you can't see the destination, it's like driving a car, are you just going to continue driving blindly down the road and hope by the off chance that you're not going to hit somebody or something or just drive off the cliff, same principle. If you yourself don't believe in where you're going with whatever you're doing, it doesn't matter what you're doing, you can apply the same principle to a job, you can apply the same principle to the business because if you're not believing that you're going to make it further and what you're currently applying in your life, you might as well just start over or give up.

Mark. J [15:27]: Hope you get this giant piece of wisdom that this master is giving you right now, what he's saying is you've got to know that you can drive the car, it doesn't matter what the company, the technique, the method, the product is, that's external. You have to know that the part that the kids in your car, your dream, whoever you're encouraging that will come with you, whatever, that you can get in the car, turn it on and that you can get there safely, that you can get there, that you can drive the car, you can drive the car. So, it doesn't have anything to do with anything else, you can make anything work right.

Michael Bogg [16:15]: Correct because again, when I work with people like there's a gentleman by the name Mr. Hanks like when you're driving a car, you also need to be prepared for things to happen, Just because a point A to point B can be seen. Does it mean that in between point A and B, you're going to you're not going to get a flat tire or the car is going to overheat or the air conditioner is going to break or whatever, stuff's going to happen and just because you might need to take a side road doesn't mean that you still can't get to point B.

Mark. J [16:54]: Or you're being pushed in a better direction right.

Michael Bogg [16:58]: Right,

Mark. J [16:59]: I mean that's happened to you in the last year.

Michael Bogg [17:02]: Yes.

Mark. J [17:03]: You get pushed in an entirely different direction Right, so this idea that Michael had to start a company using well, we'll get to that in a minute but where the end user could actually make money rather than spend money without going and selling anything because a lot of people don't like to sell. If you resist the change, you'd be smaller than you are now right. Tell us how you are able to detach when these changes come because I have had a few conversations with you when the shit hit the fan and you're like, where are you now, I'm watching my kids do gymnastics, it's like you know your whole life doesn't get upset whereas, it can for people that are not detached that realize, oh change in direction, maybe something better is going to happen right, how did you get there?

Michael Bogg [18:07]: That was progress and personal development because you always got it, well, it's funny that we're doing a podcast but like your family is a pod, your business is a pod and your extracurricular activities are a pod but you need to become emotionally detached from each pod, so what's going on here like the conversation could have a different if the emotions were detached the family pod like the kid just ran into the back of that car with the bike or she flung out or slipped on the deck for going into the pool but emotion in business like you need to leave emotion at the door when it when it comes to the business and yes, it's okay to vent but when you realize that just because something isn't your way or known as a resistance level or a side street resistance, doesn't mean that you can't push through it, it's going to happen regardless of whatever you're doing that can happen in anything, job, business, extracurricular activities.

If you are working out at the gym and you hurt yourself or you do too much or you over you know, here's a good one, Mark are you overextend yourself that you know your [inaudible 19:35] finds out that when you're travelling and you're actually overextended yourself and then you find out when you get here but mostly detaching yourself from each environment, allowing your emotions to stay in check. So, you shouldn't carry your personal emotions from business to personal, from personal to business because then you start colluding your end goal.

Point A and B in family is completely different than point and b in business and then you're actual same thing. So, when I emotionally detach when stuff was going South or things were diverting or going as

quickly as I wanted them to, It's OK just sit back in the chair and be like OK, there is a reason why this is happening, so what is it going to take me to sit back and write down and this is really big, you need to write down what's in your way to get back to getting on the path and going to point B.

So when you sit back, emotionally detached from the frustration the anger or someone called you and something didn't happen on focusing there because you work with people that have what I call attention hogs but sitting back writing down what's in the way and then formulating a plan to continue on the journey. It's not easy to do in the beginning, it's something that you have to develop because you know I've been on so many conversations and X is going on over here with your business and you're venting but we can immediately stop with that conversation and be like, so, how's the sea turtles doing, completely different tone because we're done venting or complaining out that we're emotionally detached and we go on. So it's hard, it's very hard to do.

Mark. J [21:49]: At first, one of the things that triggers it for people and we talk about it on these calls a lot and you mentioned daily reading, we talk every day, everybody that goes through the master key course and everybody that gets into this spot whether they, that Michael's describing, whether they go through this course or they find their own path, seems to make the time daily to feed their mind and quiet their mind. Now, you started this back in 2004, 2005 that I know of with me and then, you were taught this course and David taught this concept individually and continued. How much time do you spend on that still today.

Michael Bogg [22:42]: I do an hour a day.

Mark. J [22:44]: An hour a day .

Michael Bogg [22:45]: An hour a day.

Mark. J [22:46]:An hour a day.

Michael Bogg [22:47]: 30 minutes in the morning and then 30 minutes before I go to bed every evening.

Mark. J [22:54]: Here's the big thing folks,we're trying to give you this to you, every which way but use different people, different personalities. You're hearing from sophisticated business people who with the silver spoon that were unfulfilled to blue collar street hustlers like me, Michaelson everything in between. They make the time every day to feed their mind because the world within creates the world without. The three M's, are mind, mechanism, that's whatever your vehicle is whether it's beauty shop bar room, network marketing, whatever, that's the thing that's going to churn the dough, the resources to manifest the things that you want right and then the skills or techniques to do a little better with the mechanism to give you the edge.

So, the mechanism and the skills like Mike said you can do OK, it's hit or miss but if the mind is right, all those things improved dramatically, so you've got to

make the time, so here it is, Millionaire compliance officers helped a lot of companies, has created a concept in his mind before it existed, then crypto came, so he actually could put end users customers in a deal and they could earn money with their money instead of spending money, which is great, making friendships, changing people's lives. OK. Actually Michael's like me doesn't really change people's lives, he create an environment where people can change their lives if they'll do the second of the two things we always talk about here, get off the fucking couch and do the work, you know, what's the bottom line. So, motivation is here, it's not some speech that some guy makes on stage who crawled out of a fire and have all these things against him and did a great job, they're great stories.

So it's really above focus and this ability to detach but it begins in that reading and sitting every day OK. Tell me, so as you started the idea of forming this company, I know from conversations we had as we saw this marriage in both of us sort of migrated out of the industry because it became a train wreck. As these companies that stand up there and say, oh we love you, we're family and they abandon any of our training and get all these leaders putting up conflicting trainings everywhere and it opened the door for all these con artists and gurus that never did a great marketers though, gotta give him the nod.

There you know, four of the five top guru peddlers out there never did it but that's another story, we love them, God bless them, great hustlers. You know, I love a good con, I love a good con man anyway. You wanted to do something different and we talked a lot about Deming and I know that you used a lot of Deming's philosophy If you're not familiar with him, Deming went to the American car manufacturers and said, there's a world economy coming and unsatisfied customers don't complain, they switch and they're gonna go to other alternatives and the American car manufacturers said get lost you idiot.

So, he went to Japan and they changed the world because they created for their people, an environment where they just weren't working on the line but they had to take college courses, they had to do different things to improve themselves personally and they know that, that was a lot of the model that you had in your mind before you even put this company together. Tell me what you're thinking about that and what you really wanted to do for people.

Michael Bogg [27:14]: So, it was always from the beginning because even with the partners that I had then. I had a partner that wanted to start everything with education. So, I've got to give credit where credit is due. I was once again thrown into a group of people and one of them had a great idea and that is I want to educate the world about getting them informed about the block chain and what is cryptocurrency. So that's always a great foundation to anything. So, we took that idea and then with myself and them at that time, I wanted to make sure that it was taken in progressive steps. So because if you do it in fundamentals and again applying the franchise technique and applying the skill set of the average person because the average person can absorb everything all at once.

So they're going to lose probably 20, 30 percent of everything that you're trying to teach them. So, if you do it in steps and then you reward them to the next step, it becomes almost a game, so people will always work harder for recognition than they ever will, the dollar but when you start teaching them and rewarding them about their own self worth, truly, the limit of what they can do by themselves is really it's limitless. So, over the last year and a half, we've taken that small idea and we've built on it to where we are today and that is, we're actually going to continue and expand it to a world economy and actually have tools and utilities that has nothing to do that you need to stock your freezer with, nothing to stock your fridge or your warehouse.

You can actually take the services and the education and apply them to yourself and actually have them work for yourself, so I'm building the foundation, I'm taking what you started, Mark, I'm taking what I have learned over the last almost 20 years and applying it to the average person that can actually use it, utilize the education and the tools that we have to grow our self-worth and their bank. So, without having to do anything else, not they don't need to do anything else, they can take the education, they can take the software, they can take the ongoing education and that's really the root of what we're doing. The education is the root because if they apply the training and education, they can actually do very well even if they are in a cube, if they get everything in the cube, they'll be just fine right.

Mark. J [30:20]: Well, I think what's really interesting and I know this is sort of one of the ways that you moving and we see it with a wonderful and amazing Chris Hanks with your company who went through the master keys and this is not only helping him because he did the work right, we don't change people's lives, they change their own lives but these are the inside track with you right. You want people in your company, your company has the inside track as far as the master key experience by the way, that happens in September and you can't buy the course so this isn't a pitch for the course, everybody scholarships by Michael Bogg, has made a special arrangement for everybody at economics to be able to get into this course.

There's limited slots in there and I know Chris went through it and he's transformed into the wonderful guy that he was into a wrecking crew of humor but with humility which is really amazing. So, when you see these transformations in people, right, it gives you a feeling of great satisfaction and that this is a movement, it's not just a company. So, you're providing people with personal development first because I think a lot of people, I know it was this way for me after five failures in the 80s and then I had my first successful running.

In my mind, I thought I was going to make a lot of money then I would be a better father, a better son, a better brother, a better Deacon in my church, none of that's true. You become a better person, right, that's what we're telling you, point blank, as you become better internally and then, you become a better brother, better father, better mother, better sister, better in your business, those things get better by extension, those are confirmations of your power, the money is just going to make you more of what you were when you started.

So, if you were a pain in the ass to begin with, you're just a bigger pain in the ass, you've got to make an internal change, right and I know that a lot of people experimentally went through that experience last year in your company, has that made a difference in your company?

Michael Bogg [32:53]: Yeah, I'm going to pick on Mr. Hanks, I actually met Mr. Hanks a year before he even had access to the MKE and I've been in person with them like we were just down in Tampa a couple of weeks ago with the teams and you could literally see his ability to articulate not with people that he has known for a while but people that he has just met and his ability to continue to grow and develop and the great thing and this is what you beat into my head when I was in my 20s is to keep the main thing the main thing D.T. S.D, not only that but he's gotten more proficient as M.M.A.C which is monitor maintain adjusting control.

So, Mr. Hanks has gone to not just a friend but we've actually promoted him to the head admin of handling all of the Q items because of his efficiency has gone and now, I'm sorry, I think you're on here Chris but his ability to complete items in his own life which is again a pod, so it started with the personal and then he applied the personal growth to business and he's so efficient now at getting things done which is the honest to goodness truth that he's taken that, MKE and he has applied it to personal development and I know for a fact, his personal life is way better, it's more efficient, he articulates to communicate with his family much better and now he's communicating much more efficiently with us which of course led to me, I'm like we need make Chris, Chris is gonna be head.

He's going to work to direct me and in fact if you can get past Mr. Hanks to get to me you've done a good job. So, it's just that's personal development, it all started with himself and he has taken that and applied it to the business and look at where he's at now. He's working with a lot of great people, he's working as head admin to the company, something that I know for a fact, he wouldn't have thought a year and a half ago.

Mark. J [35:31]: Well, we've seen it all over the place and as you hop on these, we see people that always wanted to write a book. Now, we have the selling authors. We've got a kid coming on this podcast next week that was playing music in his basement, he just hit number one on billboard, the jazz charts because it's the same thing that happened to Chris, the same thing that happened to Mike and this is what it is, OK.

They put the time in every day to start to get control, this is about taking charge, the average person can't hold the thought for more than six seconds and these things end up colliding with each other, so the possibility which is mandatory that you execute to keep these things separate and then detach from them and give you a couple of pieces of information here, is not possible. If you can't hold concentration, you can't do it, so have some fun with yourself today.

Hold a thought and think about something and see if you can observe your thoughts and see if you can hold the same thought for more than six seconds,

Michael can, Chris can and it makes all the difference in the world, the second thing that Michael was talking about and we've learned from the great dog man, Dino, that when you're with your family, don't think about the marketplace and when you're in the marketplace, don't think about your family because it's one of the paradoxes of the ages, the two have to remain divorced from one another for me to remain wedded to both, this is from the great org man Dino.

When you do this and you know what I'm gonna tell you next, look it up online, you're going to find Michael's suggestion, wait and then write it down after you waited a minute or two, 90 seconds, whatever you are feeling, anger, resentment, your body has a little factory back here called the hypothalamus and it produces neuropeptides for every emotion you have and they pour millions of them into your system and your cells have receptors on them and they pour out and that's what you're feeling, when you're feeling anger or whatever. So, you're actually feeling and then your whole body and it lasts for 90 seconds, so if you're angry for more than 90 seconds, it's not in your body anymore, it's in your mind, you're hanging on to it. What Michael and Chris and people like I see some of our wonderful friends here from the course Karen, Shriver and Jimmy dropped in here, so many great people.

That we've known of course, my fabulous day, William's here. You know, one of the things is that to be able to detach is to start to understand how your body actually works physically. Most of us are unaware, man do we know how our cell phones work and the remote control on our TV, we don't know how our body works, so if you're pissed off, it's only 90 seconds, then your body stops producing the chemical, breathe and do it Michael said, write down what's the real obstacle here and is it surmountable, can I get around it, who do you go to what, You'll start to get into the solution by detaching from that anger but it all begins with personal development. So Michael let me just outline the way I see it is you, when you put this whole thing together, you created a standardized system with your company, right and you're a year and a half in.

Michael Bogg [39:32]: Yeah.

Mark. J [39:33]: And you're pushing it over twenty thousand people now.

Michael Bogg [39:36]: Yes.

Mark. J [39:37]: Congratulations, that's unbelievable. It's all about personal development, the mechanism is the companies economics and then the skills or the technique you've provided people with a standardized system there and no outside training, so there's no confusion basically burger King, right, it's how we do it, if you want to do it another way there's ten thousand companies that will let you do it however you want, right and how is the field responding to that for you.

Michael Bogg [40:10]: Very positive, it's nice because I like actually most able to do that on here. So, like Patricia and I have had it. I know it's very comforting that when people can actually talk to me, the same answer that they can already get is the same answer that they're going to get from me, it's not

going to be sugar coated, it's not going to be with sprinkles on top. I'm quite blunt In fact, they call me the hammer. I like it because I don't care, if you like what I say to you, great, if you don't, great. I'm not going to articulate and change something that I know is not going to help you, regardless of the issue, it doesn't matter what the issue is but when people see that, regardless of where they are, we're across the world, doesn't matter what culture it is, it doesn't matter if you're from the United States or Canada or Mexico or United Kingdom.

People expect to have the same type of information relayed from them on your product as it would come from corporate and that's why I'm also labeled Doctor no, I have no problem telling someone no and you're getting that no because just like you were saying earlier, our society, I mean people have the attention span of a goldfish but our attention span is only cued on what makes us happy, that's the problem with today's society, our phones make us happy, we can go get information, we can play a game, we can watch a video, we can watch a movie, so when the bad happens, we're not mentally prepared to handle anger or handle loss or handle aggression or frustration, so our bodies kick into overdrive and we hang on it.

So when the chemical goes away, we're still stuck on why we're a pest or mad or because something went wrong. Stop worrying about what you can't control, there's a whole bunch in this space that you cannot control, start worrying about what you can control. You can control where you're at in your life, you can control where you're going in life, you can control what's going on in your family pod, you can control what business you're going to be a part of. What you do after that is where it needs to happen because if you can maintain a mental focus longer than a goldfish and map out, then you know they call it mind mapping. If you can map out what it's going to take from A to B, I promise you, from where you started at point A is going to be an entirely wonderful journey for you.

It's not about getting to be, it's about what you experience from A to B because you're more than likely going to have to do it again, I mean look at me, I've done so many things, I have failed so many times like you wouldn't believe me but I failed forward, I took what I failed with and did it, wrote it down and kept pushing forward, so that analogy that you hear, well, a person can move mountains, yeah, you truly can. The difference between you getting over the mountain is whether you believe you can see yourself going through it, that's really the problem.

Mark. J [44:07]: Yeah, faith to move mountains but like Father Martin said, you better bring a shovel as always the second thing that we're talking about because what Michael's really talking about here, what he's giving you, were pragmatic steps for application. The knowledge is one thing, it's useless without the application, so what can you control, well, if you've been on these podcasts, the only thing that you really have total control over is your thinking and the thoughts that you predominantly hold, not the ones that you see you hold, not the ones that you say you'd like to hold, not the ones that you tell your friends you hold or that you pretend to hold but the ones that you

actually hold if you want to know the thoughts you really hold, look at the conditions in your life.

Men are not the creatures of circumstance and circumstances of the creatures of men. We created all the circumstances in your life, so say anything you don't like, don't worry about the circumstances, as Michael has taught me, retaught me over and over again, I created them. I was bitching about a couple of things, two weeks ago and he said, so how do you create those and I did what I usually do, I just hung up.

Michael Bogg [45:31]: You see the wolf with the chain, that's a constant reminder, I couldn't find a picture and my wife wouldn't let me find one, you know, grab it by the balls and keep going but would take the fire and just go with it. You're going to get hurt, you're going to have frustration, it's going to happen but when you grab it by the chain and control it, that's control, you grab it by the chain and control it because at that point when you understand you can control your emotions and then actually control your thoughts your, next time.

Here's here's proof in the pudding on everyone that listens to this, to actually go out into public and act like you're pissed off, you create what response you get back from the world and then I want you to do it in a different place and go in there happy and smile and say hi, people can't help but respond to positive vibe. So if you think positively and you manifest it, you will create your environment. Why do you think a dog, you have an animal like the dog knows when you're pissed, the dog knows when you're angry even if you're not saying anything, he feels it.

Mark. J [47:01]: The only reason that people don't, sometimes is because they're so self-centered. Now, you don't have to worry about that, OK, you just have to worry about what's going on in your mind, take charge of your thoughts. So, Michael went from failing student to master teacher and now, he's made a significant difference in our business, literally move the decimal point for us and we're so grateful for that, brought me into the 20th century. Anyway, it's all about concentration and it begins by understanding just like anything and Michael told you, It was hard at first, it was hard.

Carl Young, who was a brilliant piece of the puzzle as we begin to understand our minds said thinking at first is difficult, most people don't do it, they judge instead. If you have an opinion right now, you are judgmental. All opinion was a judgment, an opinion is to try to force how you think and feel on somebody else for your esteem, that's not self-esteem, don't try your esteem from other people. So learning how to think, if you're not willing to put in an hour a day, if you're already thinking I don't have an hour a day, well, here's a guy that's running a company with 20 plus thousand people and all that goes with a new concept startup company, governments terrified of crypto currency because they might lose control as the people stand up and take care of themselves.

I don't want to pay 17 dollars for a bank statement anymore but they weren't any for a piece of paper right. Anyway, still makes an hour a day and realizes it is the access that everything turns on. So, big takeaway for me is personal

development first and Michael has made this part of his company, it's available in this company the same way that Deming laid it out, if you treat your people and I want you to talk a little bit about them, Michael.

you've tried to create a culture inside your company with personal development first. You already talked about the different options for people in there and the skills. How do you feel, do you feel, I'm seeing this as a complete departure because in the 1990s early 2000s, Joe wanted to make extra money he could do something, if he didn't do something like network marketing, then he was working at a gas station or a 7-Eleven for part time income, right. The grocery store, he was pushing carts in the parking lot but today, while the end user has a gazillion options online, some really bad con jobs and some decent stuff, right, that you decided rather than cut expenses and do less for people that join your company, you're doing more than anybody ever has. I mean these are actually programs that are already installed in your area, yes.

Michael Bogg [50:47]: Right, yeah and it was funny because I think it was yesterday or the other day like another predominant Kevin Thompson and Troy Dooley like being in this space, you're literally competing with hundreds and hundreds of companies and everyone has the greatest thing since sliced bread, it doesn't matter what it is and leading with the products, so we don't require and Mr. Hanks and actually Patricia, we don't require you to be on a monthly like you don't have to do that and you're not the disenchanting or you're not disqualified from being able to work the business and it's an option.

You know people like to have options but we always want to make sure that the first product that anyone ever is presented with is the education like we don't even talk about aggressively, our other products unless you've already gone through the education and once they're in that, then that person can make an informed decision about whether they want to do something next. So, I've taken a basically taking, the current model that has existed for decades and that is you've got to do this and you've got to do that and you've got to be on two hundred dollars a month right and you've got to stock up on a thousand dollars worth of products and you do one thing one time and then you go through it and then you'll be a part of a couple zooms and then you make a decision and an overall overwhelming amount of people that actually go through the education actually go on to purchase our other services and most of them will start often into the monthly that they are not required to do.

So I've basically taken the failures and the issues that have happened with other companies and applied them to this company and that you are not required to do this, you don't have to do that and you have a choice and the extra choices that you do have, you still don't need to do anything else, right. You don't need to go out there and talk to mom and dad and brother and sister, you can actually go at your own pace because everyone's pace is different than everyone else. You have people that are going faster, you have people are going to go slower and that's fine, I'll make a comment on how quickly you can get to point out that maybe like everyone has the same amount of time every day.

I challenge everyone that's going to watch us that is currently, In their life saying, oh my goodness, I can't even do 15 minutes, I can't even do, look at your routine, when you wake up in the morning, what is your routine, does your route routine start with that you've already hit the snooze button three times, does your routine start with that you actually woke up on the first alarm but you only got 15 minutes to get ready to go to your job and get out the door and start adjusting your routine, look at the time that you waste, literally, look at the time that you waste in the morning, in the evening, are you binge watching Netflix, are you binge watching the screen on your phone.

Like seriously, if you can't carve out 60 minutes in one day, are you literally sitting in Starbucks for 30 minutes, drinking that five dollar coffee that you could have done at home for 80 cents. It's the same coffee, it's really the second coffee and carve out the time that start personally developing yourself, literally because time, the analogy of time is money is because you can't get it back. Once it's gone, It's gone.

Mark. J [55:15]: The loneliness, disappointment and unfulfillment that people have in their lives, you know, we've talked about this on other calls, they will fill our lives with so much, so we don't have to feel unfulfilled right but we can feel somewhat that we're participating in our lives and we instantly say, I don't have the time for anything because we've filled our lives up. What Michael is suggesting and you've heard this phrase on these calls or podcasts a lot, be the Observer, that's what he's saying.

Once you watch yourself for 48 hours, you'll find somewhere between three and four hours a day minimal that are useless. You don't need them and I know if you're saying he doesn't know what my life is like, yeah I do. I was that guy, I didn't have any time OK. You know it's about choices and getting control of your mind, so the big takeaway here, the huge one is observe your behavior for 48 hours OK. Second huge takeaway I got from you Michael is if you feel something, fear, some obstacle, something's going to prevent you in your pursuit of something that you'd like. Blow off some steam, wait 90 seconds.

My suggestion and Michael's taking a couple of breaths OK and know this, your body's not producing the chemicals that make you feel pissed anymore, that's done, it's exhausting it's temporary supply, OK, sit down and write down what the real problem is, OK, write it down so that brings us to our little 9 questions by the way. Well, most of the people at Michael's company where we hopefully take up the slot you can get to masterkeyexperience.com, these podcasts and transcripts, summary notes will be up there for you and you can get early notification, you know there's limited slots because everybody gets a hands on guide as they go through it.

Michael we love to ask these fun questions at the end so people can get to know a little bit more about you number one. Best thing you ever ate.

Michael Bogg [57:55]: Did you say the best thing I ever ate.

Mark. J [57:57]: Best thing you ever ate.

Michael Bogg [57:59]: That would be my wife's cube steak, yeah, I'm not just saying that because she's downstairs, I'm actually saying it because she'll actually marinate them for like 40 hours and they just, in fact I'm drilling right now.

Mark. J [58:20]: Best place you ever visited.

Michael Bogg [58:24]: The best place that I ever currently visited is, oh boy, that's a toughie, I'm actually going to have to say Houston, I'm gonna have to say Houston.

Mark. J [58:42]: Did you read a pompous Cheetos down.

Michael Bogg [58:44]: Yeah

Mark. J [58:47]: The big platter.

Michael Bogg [58:49]: Yeah, I've been to Las Vegas, I've been to Dallas, I've been to Tampa, I mean I've been everywhere, it's just that that niche in the culture.

Mark. J [59:02]: And like my brother lives there, I like Houston. Favorite word or sound.

Michael Bogg [59:09]: Favorite word or sound. Dear, river, rescue

Mark. J [59:23]: Complete the following three phrases. Love is?

Michael Bogg [59:31]: Everything.

Mark. J [59:33]: Money is?

Michael Bogg [59:34]: Nothing.

Mark. J [59:36]: Life is?

Michael Bogg [59:42]: Sound.

Mark. J [59:44]: If God exists, what would you like to hear him say, when you get to the pearly gates.

Michael Bogg [59:51]: I've been a female the whole time.

Mark. J [59:55]: Yeah, I've been attracted to you since day one, there is no doubt about it, masterkeyexperience.com, this will be up there in about 48 hours. Check it out and you can grab early notification for the master key experience and comes once a year, it's a six month course, the habits Michael talked about, he learned the basics there and has formed his own which of course is what we want you to do, we're not turning you into us, we're helping you find yourself and create your own reality. Peace be the journey. Michael thank you so much.

Michael Bogg [01:00:42]: Thank you Mark and always good to see and thank you for everything literally and for everyone that's going to watch, if you have

one choice to make, I'm telling you I was with Mark for years and getting six months of him is truly priceless. So, God loves everyone and as Mark will say, peace be the journey himself, so God loves everyone.

Mark. J [01:01:08]: Thanks Michael, we're really looking forward to serving your entire company with that experience, this fall. Peace.