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Episode 10: Best Version of You with hosts Ray Mayfield & Tiara Jones

Ray Mayfield 00:04
Welcome to The Frontrunner Podcast with your hosts Ray Mayfield and Tiara Jones to engineers more from coworkers to in laws and now business partners, creating a safe space to be open and honest about what it really takes to start and run a business.

Tiara Jones 00:17
We know it's easier said than done, but you were built for this and you are not alone. Join us each week to hear stories, lessons learned and strategies from trusted advisors and new and seasoned entrepreneurs on how to endure the marathon entrepreneurship.

Ray Mayfield 00:38
Peace everybody, Ray's here

Tiara Jones 00:40
Hey is this Tiara

Ray Mayfield 00:41
all right thank you for joining us for another wonderful episode of The Frontrunner Podcast. So Tee you want to tell us what we're talking about today?

Tiara Jones 00:47
Yes, today we are talking about how you can be the best version of you.

Ray Mayfield 00:52
Well, I like it like it man. The best version of you.

Tiara Jones 00:55
Yeah, so go ahead.

Ray Mayfield 00:57
No, please. Please Yeah.

Tiara Jones 00:59
So yeah, so I know people say all the time, you know to entrepreneurs You look like you got it all together, you know you usually the strong friend and things like that. But usually it's you know, at the expense of our own selves and our own health because we just keep going and going and going and people see that and see us you know they see the outcome and everything we're producing but they

don't see you know, behind closed doors what we're dealing with how we're exhausted how we're tired so like on the outside it looks like we got it all together and you know we can put this together and still live still have kids still you know have a husband or wife and things like that but but it's

Ray Mayfield 01:41
a struggle. Yeah, yeah. The emotions to write the emotions of it all is wrapped in there somewhere. Um, yes, a lot of it comes with, you know, entrepreneur, you know, stepping out on faith. You know, we pray for God to give us more an opportunity but with that comes a trial to be worthy of such a thing, you know, that we want in life. And, you know, entrepreneurship is no different, no different than a marriage or relationship or anything else you want. It takes a lot of work and dedication. And, you know, they say marriage You guys are the marriage that perfect married couples to those who portrayed themselves to be that way but you have no idea what goes on behind closed doors. Let me tell you, this is the same way. You know, I think we I think we always we use the word emotional rollercoaster and kind of kill the lease I do. It's definitely that, you know, there's highs and lows, and there's the fun stuff in between. But, you know, nonetheless, you know, you can't shrug your responsibility. And you really have to, you know, reach the bounds and do what needs to be done for the sake of, you know, stepping out there and given the world what you got.

Tiara Jones 02:40
Yeah, that's right. So anything, you start this new, whether it's a new business, like if you're just getting married a new role at your job, it's going to teach you a lot about yourself and it's going to really stretch you because you know, you're you're in a new place, it's a new season, you know, things are different, so uncomfortable. But you still have to, you know, kind of be in tune with your body, your health, your capacity, and kind of know your limits. And it took me a long time to figure this out. I'm still figuring this out. So just to be you know, completely transparent, like, especially when we come on and we talk it's not us just you know, oh you got to do this you got to do that, like we're really speaking to ourselves to like this is helping us as we you know, go through this whole you know, starting this business and you know, building it up journey, but it wasn't until I was on a kind of like this, like mental health kind of workshop with big idea food, Marlena banks shout out to her. And our girl, Jewelle, Daquin was the guest speaker. And she was, you know, talking about, you know, faith and entrepreneurship and mental health and a lot of different women that were on the session that night. And you know, she was just, of course, given us all great tips on, you know, how to navigate it all. And at the end and the question and answer, it was one young lady, they started talking about her anxiety and how her anxiety started to, you know, present in cells present itself, like physically within our body, her body started reacting, you know, to the anxiety that she kept having. And she was talking about how her hands would shake and how she would put so much pressure on herself. She didn't even realize like what it was doing to her body. And it was I think it was around November of last year. And for me, like I was so in denial of like, what I was doing and how my anxiety was causing me issues until she spoke up, you know, it was talking about her own self and it was like a complete trigger for me. And it was like in that moment that I kind of like saw myself and I don't know why it took for someone else to come up and say it for me to finally be like dandy name that's you and realize like you actually have a problem like you know Like this is something serious because it was a lot of different you know health issues that I was having at the time and they was just snowballing was like a whole domino effect and I was like I don't understand why this is all coming up and I'm in this like God was just kept trying to tell me kept showing me you know signs and all these red flags that kept popping up but I didn't get it until she pretty much described exactly you know what I was going through and of course George just knew exactly you know what to say and you know how to how to help her which when then helped me and she started talking about how you have to you have to be careful of what you what you're telling yourself when different things happen when something bad happens if you don't if you miss a deadline or if you're not able to reply back to an email instead of beating yourself up and telling yourself like because you didn't do this all this stuff is going to happen trying to stop yourself and those like kind of negative assumptions before

you go down that spiral because then that turns into higher anxiety and more you know physical ailments and things like that because and usually it's when it gets to that point when it's so bad that it really starts to show up physically so I was y'all was way out I thought way too far gone at that point. But you know, from seeing that and hearing Joel say that I'm like, Well that makes sense. Because every time that I wasn't able to get something done, like I would go through this whole thing like really you didn't get this done, you had all the time in the world you waited like like just literally beating myself up. And I was just pretty much doing giving my being a disservice to myself to my family. Because they you know, in a way they didn't want to show it but they were like, you you're tripping right now. I wasn't the best person to be around and you know, right pretty much told me about myself because you know, he just bought like that. But everyone else was kind of like kind of, you know, tiptoeing like you show you Okay, I think you should take a break because I just I just wasn't myself, you know, for four months, I think from the summer on until, like that whole time period that long. Yeah, it was, it was that long, because I remember I started that one business program in the summer and it it took me to a whole nother level because it was like it's a six month program. And I was like, I gotta get this done. I gotta get that and it was so much pressure that I put on myself. It was a stressful time it was it wasn't necessary. Yeah, it was totally was unnecessary. But after that call, I talked to Joel kind of one on one and she was just like, you know what, you need to do that. I don't know why you're not gonna do you need to go get a therapist. And I like because we talked about you know, on the front runner live, you know, getting therapists and I'll talk about therapy we had Joel on definitely want to have her on again. But then I wouldn't even I wasn't even taking my own advice. And so, but it wasn't until you know, that moment I saw myself I completely like broke down. And like the family had like faith because we're always FaceTime or doing something always. It's shady. So they caught me it's just like if I didn't answer the fake SES time, they knew something was going to be wrong. So they FaceTime me here I am crying. Because you know, God, pretty much just, you know, show me myself or or whatever. And like C's about time you listen, I don't know why I took all this on. Like, thanks, guys. Wait,

Ray Mayfield 08:22
we told you so.

Tiara Jones 08:24
Chose yourselves. But then, you know, deep down on the heart, like we're glad that you finally you know, see this for yourself. And you know, you can get the help that you need to move past it. Because a little bit I know how difficult the first year, the first couple months in 2021 was going to be for my family. And so God was already kind of like, you need to get yourself together now because what's coming is gonna completely take you out if you don't. And so it was definitely a blessing for Malik Marlena to you know, walk in the will of God and having, you know those different, you know, sessions that she had, and for jewel saying yes to come on. And then for the young lady that was bold enough to be transparent and speak up. Because all those things kind of lined up to help me see that I wasn't being me. I wasn't being who God called me to be. I wasn't being the person that he wanted me to be to kind of run this business with Ray to be you know, a sister to be a daughter to be a friend. And so since then, I've been I've been working on trying to get better.

Ray Mayfield 09:33
Are you going to do a fantastic fantastic man. You are You are I'm proud of you are proud of you.

Tiara Jones 09:39
So yeah, it takes time it takes work. And so like I said this entrepreneurship thing, it will show you a lot about yourself. And you know, I wear many different hats. You know, in the business, in life and in life in general with the church, all different things. And so it's like it's always I'm always doing something and I never just took time. to just stop it was just like go go go you got to do this by this deadline and

that deadline and y'all these were like arbitrary deadlines that I was making myself trying to meet and then I was upset when I met it and then the outcome was it was I wanted to be because I was rushing everything I didn't give you know myself time to really you know, stop wait pray on it, then go I was just moving moving moving moving and didn't take time to really you know, consult and sometimes consult Ray I was just making decisions and he was so busy doing all this stuff. He was like, man, I haven't got time to do what you write to it. So it was like that, that kind of six seven month time period in the kind of Summer, Fall of 2020 was in 2012 you already know with a lot so it just it was a lot hit home in that time for me and late made me kind of completely rethink how I was going to go about being you know, an entrepreneur and still being a great you know, sister wife, not well, that wife yet sister friend, daughter, you know, getting to that point, you know, so I'm transparent moment for me, but you know, it happens to the best of us. Like I say, a lot of my friends are always like, Oh, yeah, you good you don't, I need you to help me, or whatever. But I was I was struggling. I was struggling in the backend.

Ray Mayfield 11:22
But that's impressive, man like, at first like thanks for being so transparent man. Um, I think it's difficult to you know, at some point it's difficult to let people know what's going on inside because we all want to have the parents that we have together when a lot of times we really don't. Um, so you know, kudos to you for you know, being as vocal about it and you know, doing something about it and seeking some professional help, which is something a lot of people shunned but now is becoming more of a cultural standard, it's culturally acceptable to get mental health, you know, to go seek a professional that kind of help walk you through and guide you through, you know, the various maneuvers a life man life is crazy sometimes. So it's definitely a good thing. You know, I was reading a quote this weekend on NSA, you know, pretty much said you can't have greatness without something suffering. And, you know, we sit and talk about having a balanced life and trying to, you know, try not to juggle too much. But you know, that quote, really, really hit home to me, because I don't really think you can achieve ultimate greatness and have and do what God has for you without something falling to the wayside, but he's not going to fix it so that it's going to be disruptive that your, your body's going to fall apart mentally you have a breakdown in your marriage. Oh, well, you know, we'll go to shambles. It's just you know, there's the, you know, it's the ebbs and flows of life, right, you know, life is a windy road. You know, if you veer too far to the left, you're going to go off the road and probably hurt yourself. So you really have to stay within the boundaries at the boundaries without confining yourself. And it may seem like, you know, kind of an oxymoron, but I think at the end of the day, when you, when you do what God has for you, it will come trials and tribulations, there's no doubt about that, right? there'll be people who need to talk down on you turn your back on you, you'll hit a brick road and maybe discouraged and try to end you want to give up. But keep going. Right? I think all that stuff is just, you know, our Bishop talks about the purification process, right? You know, gold is purified by fire, right? You know, you get all the impurities off of it by burning it. And the same thing can happen in your daily walk of life as you pursue, you know, as you grow to be the best person you can be. And, you know, we talk a lot about entrepreneurship. But I think right now we're so much in journey to being the best version of yourself with

Tiara Jones 13:34
any fast Yeah, just in life, like this episode is for everyone. Yeah, yeah, absolutely.

Ray Mayfield 13:38
Absolutely. And I think that's a really hits home when you think about it, because, you know, we all we all had this facade, like we got it all together. I know I do. But generally, I do have it all together.

Tiara Jones 13:49
Here we go.

Ray Mayfield 13:53
With that, but I've been through a two way, you know, I've pushed my body to the point where my heart almost exploded, because I wanted to be the best I can be. You know, I've had um, I wouldn't say mental breakdowns, but I've hit walls where I've had to have a moment of what I call awakening, and not and that's with the help of God, you know, no matter what, you know, and for me, for those who don't know, like, I did not grow up in church, right? But I knew who God was, I knew who Jesus was, and why I would often seek him out on life for guidance and help. I felt like my connection with God was very deep in a very tight bond, to the point when now believe I'm always walking into spiritual realm, but we'll get into that in another episode one day. So it's like, you know, God, God shows me things. And, you know, when when I was doing these things that I thought were what I needed to do a lot more than without seeking help. And you hit roadblocks and you hit those walls, right? And the same thing applies everybody, you know, no matter what you do in life, you know, we all believe in a higher power, you know, something outside of ourself. You know, we have have our own selfish wants and desires, you know, we, we try to pursue those. And then when things don't go wrong or things go wrong, it's for a reason because you didn't take the right steps, right? So I think it's important when we're talking about being the best version of ourselves is to realize what it takes to do that, you know, whether that's, you know, enough rest, sleep, strengthen your relationship with the people around you, physically, you know, taking care of your body, and your mental health space, reading books, become more educated about the world and the things around you. And talking to people, right, I think there's a there's a lot of things we can do to sharpen ourselves and become better versions of who we are. But you know, just make sure you apply yourself every day. I think that's the most important thing and, and no doubt about it, like no, I really believe I'm going to be great in life, somebody is going to suffer. And if you for me, approaching it in that manner. I feel like I control what will suffer. Sounds crazy.

Tiara Jones 15:56
Oh, it doesn't suffer as much. Yeah, you can't keep you can't balance at all but you know,

Ray Mayfield 16:01
you can't you won't be the best you can that's it you do the best you can be I mean, no, we they say you're you know, you got to play the hand you're dealt and the beauty of it is you can choose which cause you play and that's just facts, you know, me you know, take take lemons and make lemonade man life is crazy. But you can choose what suffers and to what degree is suffers before it atrophies and falls apart, you know, but you have to be willing to accept it you know, there's a moment of honesty that comes in being a human being to know when you're not well, or to know when something's off and then you can't just say well this is off but I'm gonna keep going this direction, you have to fix that thing that's all you know, you have to sit down and have that that heart and heart with that moment, you know, for me, I'm married. So if I feel like I'm putting in too much work into what I'm trying to build to take care of my family and create some some form of generational foundation of wealth for my my, my children and their children, and my wife is not happy when I'm no show fontawesome because that's just who she is. But she can pick it up or I can pick up on it, I can sense it, I can feel it right. And I will have to take a step back from what I'm doing to give her the time she needs to feed into her which is going to make our marriage stronger and our relationship better for our kids to benefit from as well too. Because the environment that they're in, they see it to kissy everyday man like I know people say it but like trust me oh they see see and hear every single thing. So what's important to me you know that I'll make sure that in my walk and trying to pursue or build something that the things that are close to me stay connected and stay happy and well. So you know that that's my little nugget to everybody you know, like just be in tune be in tune with yourself in tune with the people who are close to you. And really really praise God to help you you know, achieve your great thing while ensuring that nothing really suffers to the point that it cannot be recovered it's very important

Tiara Jones 17:44
you're meant to add to that if you if you know yourself well enough and you understand kind of what your brain power is and your capacity is then you can kind of plan what you need to do around then because what I mean where I went wrong last year is whether I feel bad or not I wake up with the same to do lists and the same things but now I'm like okay, what am I gonna be able to do today let me move some things out because if you start looking at you know different business tasks or even if you're in your your own nine to five job your role or stay at home moms any of that if you look at what you have to get done there's certain things it's going to take more attention to detail is just going to take more of more thought for you to put into than other tasks and so like I started to kind of been them like these are all kind of hard ones you're kind of oh I can probably get through these ones on easy day and then like when there was a day that I wasn't expecting where I woke up and wasn't you know feeling the greatest was it physically mentally You know, sometimes you just wake up in that kind of ball. I'm like okay, I'm gonna still be productive. But let me just get these kind of low hanging fruit things out the way and not be put not put that much pressure on myself to knock out the big stuff right now because I'll get tokens in it but if I tried to do that, then I'm not going to do it, you know, at the best of my ability right? I'm not going to do it in a spirit of excellence because my mind isn't operating at that level. And so you have to know Okay, wake up in the morning you know you pray talk to God do your devotion and stuff and be like okay, what level Am I operating at today and be honest like Ray was saying you gotta be honest with yourself about it and it's okay if you have some of those days that you're not because it's not going to help you to compete with your your high days your good days, because I've tried that too I'm like okay, let me see if I can help beat this day. Nope, don't work like that.

Ray Mayfield 19:31
Be to better your good days like that. It's tough man like Mike would you say you know you've been things in there you know yourself, you know what you're capable of achieving in a given day. And like I said, You've been tasked with the difficult stuff to the not so difficult stuff and then you try to spread it out or pick a day in a week. Maybe that works better for your schedule, you know, you're going to get enough rest the day before so you'll be upgraded to attack default tasks earlier whenever in that day, if as best as your schedule melted. That's that's extremely important.

Tiara Jones 19:58
Yeah, and even thinking about times of the day Raise a morning person. I am not okay. I don't

Ray Mayfield 20:03
Ray's a 24 hour person. Oh, okay.

Tiara Jones 20:06
24 hours. Yeah. But no, Tiara No, not a morning person I work best. You know later on in the day when I'm you know, I've gotten myself going I've had something to eat drink fueled my body and then usually at night, that's where that's why I end up staying, if I'm a night owl, and I'm staying up late, because that's when like, everything starts to come to me. It's like now that I've gone through the day, and I'm kind of, you know, chilled out and things like that. And it's like, my computer's back open again, and I'm working because it's like all these things, it's kind of rushed to my head. And then I don't want to forget it, because I'll be quick to forget something. And so that's another thing that I'll do, like, I'll move meetings around, like, I don't take a lot of meetings, going back and control it, I don't take a lot of meetings in the morning because I want to be my best self for everyone for our clients, people that we work with. And so I try to work it in, you know, where I can do it in a time of the day that I know, I'm going to be alert, I'm going to be ready, and you know, ready to knock it out the park?

Ray Mayfield 21:06

That's cool man, like, you know, um, you know, and of course, man, no man is 24 hour person. But yeah, I get up early on, but I stay up late, often nights, beyond the night, most of them and I'm usually up around 435 o'clock in the morning, I'm in you know, I know, four hours sleep really isn't enough. But you know, like, we'd like to say you know, in order to be great, some of that has to suffer. But you really have to take care of your, your physical mental space. So, you know, when they ask, you know, physically working out eating right, you know, getting the right stuff in your mind is going to show up in your mind and not clouded you know what I mean we're in you know, you can you can, you can tell where I'm going with that one. But just make sure you know, you're taking care of your physical space, because you know, you only got one body, although you have, you know, multiple limbs independent does, you just want to make sure you take care of your physical body. Because usually that's the first thing it's going to give out on you. And if you're not living living, right, you know, it's hard to be the best version of yourself, you know, when you're going to the doctor, and you're always sickly, or whatever, you know, I mean, granted, everybody has their own struggles, right? But you know, you just want to make sure you're doing those small things, you know, tweaking your, your body, your system to make sure that your mind is going to be on on edge on point. And that way you can just, you know, help others, you know, you know, people people look up the tear, even though she's so short, people look up to her. And, you know, they do they do and I admire aspects of tier two, she's very dependable, she's a go getter interior will walk through a wall, you know, to complete a task. But at the same time to, you really have me, I think, or I try to balance TRL is, you know, we don't have to rush to accomplish a task. And I think that's where my my space is that now I try to pour my energy, all of it into something at the moment, and then recover and then go out there and next task. And, you know, each each his own though, you know, there's there's disadvantages to my approach, right. This is there are advantages to to his approach to things. So I think it's complimentary, especially we're looking at, in this room, a business in a partnership or how to fit the pieces of the puzzle together for the overall benefit of the machine, which is what we're trying to build and establish here. So you know, again, you know, just just do what you can do, then don't overdo it.

Tiara Jones 23:22
Right? Geilo those short jokes man. He just had to get that one in there.

Ray Mayfield 23:26
Every now and again every now and again.

Tiara Jones 23:30
So two things I want to say based on you know, what you just said? One is that there'll be a lot of times when we don't win you know, race ad gets four hours of sleep and there's times that you know, I don't get that many hours of sleep to that will orchestrate things where he forces you to rest right and that's happened to both of us lately. That happened to me this week. Actually, I was not expecting to be literally like out of commission for what about 36 hours completely out of commission for 36 hours. And it was it was the thing I didn't know I needed y'all I woke up whole new person the next day, man Yeah, it was just it was it was eye opening. So I mean, I'm going to start you know, unplugging more, and the same things happened to Ray where he had a few days where he was he was sitting duck

Ray Mayfield 24:21
you know I get these migraines I get these uncontrollable migraines, um, you know, I have I do have some physical issues and management of brain injury, all the things that I deal with. What you know, my migraines, no one knows where they come from, but they when they show up. Yeah, man, it's lights out fetal position in a bed. Don't talk to me, don't wake me up. You know, let me go to my recovery period, but that's my body telling me these rest. Well, one thing I used to do in the Marine Corps, especially, I'm going so hard Monday to Friday, Saturday, we'd be like, No, no, no, no joke, like a 12

hour rest day period, like my body needed to recover. And yeah, I say 12 hours but you know that maybe eight hours of sleep six hours I was asleep, eat breakfast, relax, chill out for the day, run some errands. Maybe Maybe not. But Saturday during the day when I was younger when I was getting done at night is a whole nother story but we all live we all live the young life right? So you know that was my thing like like I know Monday through Friday I'm in the Marine Corps. It was 4am wake up probably midnight or probably around 1022 quantit sleep time. And then on Saturday was really my recuperation day and there was no getting up early on it was just you know, take time to physically and mentally recover from the week and then take time to prepare for what's ahead. And that worked phenomenally for me since then. I don't think I've slept 12 hours is to start dating my wife since I've been in relationship my wife but that's okay okay good I mean look the sleep was such a great woman standing there with such a great woman you want to get up and do things so shout out they love you

Tiara Jones 25:52
my fave Nice to

Ray Mayfield 25:55
see you guys on here for

Tiara Jones 26:00
the second thing that I've done and you know when we talked about like how I will do anything for anyone I realized after you know my when I hit that wall and that triggering part of being a triggering point of being on that you know that kind of mental health session that we had I realized that I had to start saying no and usually I would say yes to everything everyone all the time and people knew that and even if they weren't trying to take advantage of me in a way that they were because they were like oh this person will do it I know tears will get it and when she does she'll make sure it's done right because tear is very particular

Ray Mayfield 26:33
everybody calls TT

Tiara Jones 26:35
everyone right y'all everyone so what I started saying when I look how to build up it took me some time to build up like the courage to actually start telling people No, they were like wait, you just told me No. You just told me you will say no and I'm like yes I'm saying no and this is why I'm setting no I set some pretty hard boundaries to kind of force myself into you know doing what's best for me it was like this kind of me season not trying to be selfish but then also being selfish in a way because I knew I had to do better if I wanted my health to get better mental health and physical health you know to get better and I just had to start saying no and so you got to look at you know your plate it's like when people came with me with stuff and I'm like I got too much going on right now I can't do it. And you know what I say too much going on part of it too much going on. It's my first time because I factored that into my calendar so people would be like oh you do anything today? Yep rested. So it's not maybe doing to you but it is to me like I planned this out I'm about to be sitting on this couch and binge on Netflix and I'm not gonna feel guilty about it because for the longest time and this I mean since we started the business this is one of the things that it took me a while to get through I felt like I had to work at a higher capacity than Ray because I didn't have kids I wasn't married all of this stuff like you ain't got no extra responsibility so you should be able to get this stuff done you know faster to put more on your plate but that wasn't the case because even though I don't you know have kids I don't have a husband yet I still wear so many different hats There's still so many other people that depend on me swimming for many things and so I can't then just overload one thing because like Ray said things are going to suffer and

things started to suffer I wasn't you know as didn't have this king as I as I usually wouldn't things were kind of like falling off my plate and I don't like that. I don't like that at all. And so

Ray Mayfield 28:28
you're human. That's crazy. I

Tiara Jones 28:29
know but it's just like if I'm going to do something if my name is going to be on it I want to make sure you know it's done right and I know that can't happen all the time. But when I saw things starting to you know get a little crazy I was like okay, well I'm gonna have to start cutting some stuff off. And some people understood that some people didn't and that taught me a lot

Ray Mayfield 28:48
to some amazing it's amazing how God reveals things to us sometimes I'm one thing I'm hard headed Well no, we you know what though? Um, we all are right and i think i think we all but the thing is, while we're while you're hard headed you may see yourself as hardhead you have enough awareness and knowledge itself to say man like I'm, you know, my attention to detail may be slipping or man Why did I do this? Or I mean, I keep forgetting stuff. Something's not right. A lot of people don't have that mental awareness. A lot of people have that self awareness where they understand you know, you know, your your brain fog is because you're not getting rest. You're not saying no one, you're always doing things for other people and nothing for yourself. You know, my grandfather told me something once he said, You keep putting everybody first you end up last. And that's so true in so many different ways. And you really have to, you really have to find balance to a degree, right? I mean, there's balance, there's a perfect balance was out I really don't think exists. But there's balance to a degree and acceptable risk loss, right? I mean, you know, you can afford to get three or four hours of sleep, maybe maybe four or 567 nights, but eventually, you know, your body's going to crash the vessel you're going to you're going to camp out and have to unplug by force and not by choice. So yeah, you know, I think that's a you know, kudos to you man. Hats off. I think it's important to have some form of self awareness to know when, you know, things are off balance, man, a lot of people don't have that. They really don't. And, you know, you really got to put yourself in a position to be able to take a step back and do a self evaluation. Look at yourself in the mirror, your bags in your eyes, you're always sleepy and tired. There's a reason why, you know, I'm fine. If you go see a doctor thought somebody forgot what's going on with you. and nine times out of 10, they'll be like, Oh, man, you know, you had enough sleep, or you got bags in your eyes, because you're tired all the time. Or your dad is not right, or something to that effect, you know, but definitely, definitely May, you know, have a sharper sense of self awareness man, and you'll be surprised of what kind of improvements you'll see the smallest tweak you can do for you your everyday life.

Tiara Jones 30:45
Yep. And that, that self awareness will go far as a business owner is a skill that that is priceless. And I think, Oh, you know, on that note, being a business owner, whether it's just you you have a team or not, whether full time employees or any of that they're going about benefits you want to consider having mental health packages and you know, time like, you know, PTO and all that like, including mental health days, and like being flexible with your people to make sure they're taking the time for themselves. Because it's your people, that's going to help you get to where you want to go. And without them is going to be kind of difficult, because you can't do this alone. And so in addition to taking care of yourself, you also have to take a care to help take care of the ones that you know helping you that's a part of your team and working towards you. Because Ray would tell me in a heartbeat like you know, you're not doing this today, you're taking this off, go get a massage or something on the business go do

this like just to like, try to force me to go and relax. Sometimes it takes I'd be like, No, I'm good. I know my limit car. I know I'm gots to work and not me. I'm getting I'm better than I was

Ray Mayfield 31:50
when I saw good product to be in a casket. So it was cool,

Tiara Jones 31:54
right? So like now it was a lot of times we think we were on the way to work one day when Ray was so nicely chauffeuring me to the office, he reinforced not

Ray Mayfield 32:05
by choice by force,

Tiara Jones 32:07
it was funny because he kept taking all of the tolls. And I'm like, why are you taking all of these tolls? When did the traffic live in a bay? He was like, because I pay for convenience. And I'm like, Huh, well, I can see that now. Because it's like, it's like, when you spend money to save time, instead of not spending time to save money. Like that type of thing is like we I think we both have gotten to this place where it's just like, if it's gonna cost some extra money for me to have more of a peace of mind or for me to have to deal with that many people in my lane. You know, those are the things I'm gonna go for it because you got to you had to do what you need to do to have peace. Yeah. And sometimes money is gonna have

Ray Mayfield 32:49
to pay for a lot of times is going to cost you but I you know, and you know, I try to spend within reality of my budget. But oftentimes me, you know, the comforts of a peace of mind cost money. What for me is definitely taken pole row is like, I ain't trippin, I may take a tour or halfway, I may take it the whole way down. And it just depends. But you know, I'm okay with paying for convenience at this stage in my life, because I have, you have to be careful where you spend your time and energy. You know, after, you know, 910 hour work day, I don't want to sit in an hour and a half hour, 32 hours of traffic to get home to my family and be even more zapped and drained. So yeah, I'll jump in the express lane and get home in 45 minutes in my room, you know what 25 bucks is worth it is like that, sometimes I'm gonna weigh the pros and cons. Gotta weigh the pros and cons. And we live in Northern Virginia. So traffic is no Sunday to Sunday, you're just going to run into it. Unless you know how to navigate the back roads, you're going to hit traffic. So you've got to be able to shake and move. But it's Amy applies to everything in life, right? With the SEO alarm on service, I cut my own grass, whether you got to pay for lawn mowing service or anything of that nature, like cleaner House Cleaners do what you got to do to me, like it's all a peace of mind, you had to give him one place to put to another. But that again, that's so the things don't suffer to the point of atrophy. You know, it doesn't have to suffer to the point of atrophy, your relationship or whatever it is the other thing as you as you're on this journey to be great, be the best version of yourself, you know, have that self awareness that things don't fall to the wayside, and it may cost money to stop you from doing that. And that's okay. You know what I mean? But again, you know, we all live in a world where, you know, things cost money, and there's a reality there's a cost associated with almost every single thing. Um, no, you know, you just have to weigh the costs. I'm all about the creature comforts. Don't do that right now.

Tiara Jones 34:39
Yep, absolutely. So you got to know when when you get to just take a hit sometimes for the sake

Ray Mayfield 34:44

of yourself, which will bounce back. You bounce back man, especially if you plan and you budget for one most important thing. I do a budget I plan for tolls and budget form. But man, these Virginia tolls are getting more and more expensive. They are now I might spend a day or two in traffic as we will see. I'm joking. Yeah. All right.

Tiara Jones 35:06
So another thing I know we're in when we're recording this podcast we're in the fourth quarter of what 20 2021 Okay, and so fourth quarter can be hard for a lot of people because you're coming to the end of the year and especially with social media people are going to be doing their you know, year end review and showing how much money they made which prize they had any products they sell at all that stuff and that can be a trigger to those that didn't meet their goals or didn't get to where they wanted to be. But I am begging you too try to do as much as you can even if you've got to like completely go off of social media to not let that get to you. Because there's still time just because this year is coming to an end doesn't mean that that's it for you. You can still come back in January and do what it is you need to do so like don't see that and count yourself out. Because you can still get there you still can you know push through what didn't happen this year they'll mean there's no point in living in regret and guilt and keep thinking about what you did this year. Just take this time to focus on okay, how can I prepare myself to be prepared you know, next year and you do you don't have to wait till like one January to start like you know, what can I do now to start getting myself ready to be ready to do what it is I need to do and and the first thing with that is recognizing what kept me from doing it in the first place. Because sometimes we're not honest with ourselves with what what's keeping us in this kind of procrastination, or this procrastinating state right? And so if you're honest with yourself about that, you can kind of see you know what went wrong and what you can do to kind of course correct and reset.

Ray Mayfield 36:48
Now I like that too. It it knows not always procrastination sometimes it's distractions to distract. Like I look at like social media is a can be a huge distraction to discipline right? You're gonna mean and it's interesting social media man like I have a I have a unique look at social media books. Unique I think it is probably the same in a lot of people but a lot of social media is smoke and mirrors. It's people lying about stuff is people portraying a life that they really don't live is people who were telling you to you know, make millions of dollars in real estate but they don't and it's people who say you got to push yourself to the point of exhaustion when they don't even do that and not not all not all folks don't get me wrong you know there are some people in content out there that you could find and learn from who are really walking in that life but don't get wrapped up in everything you see in social media man because it's really it's a social science experiment right? And I think you really have to you know you really have to unplug and not use it as a distraction. I want what it was that for me I'll wake up in the morning in you know four o'clock in the morning with clients around laughing and stuff silly stuff that a family Oh, this is hilarious. And they say I know it's like 515 I'm like man I've been there for hours let me Hurry up and you really miss my workout and you gotta have to you know you got to realize what's a distraction so you know while procrastination is a thing you know like you're looking at your fourth quarter going into the first the first quarter of next year look at the goals you didn't achieve and be honest with yourself on why you did not achieve them right but one thing that's you said earlier you know in your stuff you know put stuff upfront but with the hard stuff front II stuff in the middle filter you know move it around fit it into your schedule next year if you didn't hit those benchmarks financial schedule next year where you know you can be your most productive man you know if you know you want to take some trips and be out and you know be a city girl or city boy you know you don't do hard stuff in the summer right and I'm saying right you're putting stuff in the summer put it up front in the winter in the back and we're in the fall you know you know then your time wisely man put things where you know you can achieve those those most critical goals and then there's a nice to have stuff It'd be great if I can do this to filter it in somewhere else too. You know, you don't want to get to the end of the year. You're like man, you know if only I just really applied myself I could have did this and that's okay if you do that. But learn from a

decimal support theme and it's no losses it's all learning and lessons man if you take that approach, I think you'll you'll be sharper going into the next year because I think year to year, we should all improve we are We shall improve how we do in our business. We should all improve how we treat our personal relationships with people you know, I think it's very important man this I can't remember the quote but I'll get to my phone in a second read it but it goes to that the fact that we can't we have to treat businesses like personal transactions. And if sorry, treat personal relationships like transactions. It's difficult to do. But to the to that point. It improves your engagement with people from my perspective, I tried it I try it at work often and it tends to work very well. You know, I'm a laid back fun, easygoing guy. I like to think

Tiara Jones 39:51
everybody loves me and they go somewhere together. I'm like, we won't be here for an extra two hours if he's he's very social like that. I'm social too but it just comes so natural gray and I'm introverts I'll be like, Okay, this is Ray Ray we'll come right up with kissing the babies All

Ray Mayfield 40:09
right, I like talking to people male thing is important you know, you point to those relationships you'll get some of those relationships too. Right?

Tiara Jones 40:17
That's why you're my business partner and your mind as well too.

Ray Mayfield 40:20
There's qualities about you that I see in you that you know, seeing yourself you're, you're just as approachable sociable as I am. But you choose who you're going to do that with me, I deal with everybody that's because because to me, everybody that I talked to is somebody that I have an opportunity to learn something from. I'm not too worried about teaching people things I'm more worried about what people can teach me about myself and about my interactions with them. So that's why I like to walk into a room and talk to everybody there because somebody's in there and you know, we're all putting in an arena for a reason my god I believe I am with my professional walk while I was supposed to be because God has me there for a reason. So I do the best I can to talk to everybody because I don't know who got to send it to me, I don't know why send it to me. And I don't want to be a closed door to somebody that's going to open up another opportunity for me to learn or to take me to another place where I didn't expect to go on life. And I think it's very important you know, you take that approach with people and um, you know, personalize your interactions with people. I think you'll get the best and the best return that you could wouldn't even imagine. It's a great thing. Great thing. Lots of people yeah, fear does do a little for you. Yeah,

Tiara Jones 41:29
do you do more

Ray Mayfield 41:32
facts Okay, hang around me more tea you'll be like me soon enough dangerous

Tiara Jones 41:37
Tell me about it. Tell me where you're gonna revolve. You're definitely gonna rub up

Ray Mayfield 41:41
Impossible, impossible.

Tiara Jones 41:43
But one of the things we want to leave you with is you know, if you are in the state that kind of I was in maybe not as bad maybe worse, I don't know. This time last year and you're looking for someone to talk to we highly recommend our friend our sister that I talked about earlier jewel dentine. Y'all she really poured into us on so many different occasions you know that occasion last year that I spoke about I mean I can't even begin to try to break down what she said because I just can't say it as you know as good as she can because you know that's not my expertise but y'all she just she knows how to how to let you know that you're not going crazy like this is what you can do and she just she just put she just calms you down it's like I don't know everything about her her voice her spirit she she is a beautiful person and so her her practice is beyond the couch we will tag it definitely reach out to her if you need help and if she is not within your state or region and she will give you some resources to other people that you can reach out to so she is an amazing resource. We'll put all our information you know in the show notes and everything so you guys can reach out to her but I highly recommend that you just take advantage of that and don't even you know don't think twice about it just go do it get the help that you need because if you start thinking about it you can talk yourself out about it because that's what I did over and over until I hit that wall but I saw a therapist for six months and really six months yeah

Ray Mayfield 43:16
six months

Tiara Jones 43:16
I know didn't seem like that long but what I was

Ray Mayfield 43:19
say this though like you were you were extremely light in very you know tears always fun to be around but now T's like really really really fun to be around because now because you're not you're not carrying everything on you anymore you're not you know I can be telling them to a joke and she'll laugh but I know my mom she's a cheat on her calendar looking at her mental calendar figure out where she got to get done by the shade and like I appreciate that about you so I'm happy for you man Thank you You seem much happier I am

Tiara Jones 43:47
I'm very much happier in so many different ways in my life you know I think God for just you know orchestrating different people to cross my pads and to help me out from my family because they have definitely you know been my support system as I tell you you know I know I am blessed to have the family that I have because I know that is not the norm in some senses we are very close as ray will tell you are very close to each other everything and so it works for us and so they're always there to you know to support me to you know tell me about myself even though they'll do it some of us will do it in a nicer way than Ray might do it but you know I need that kind of hardness to like knock me out of my system. Wait

Ray Mayfield 44:27
a minute, wait a minute.

Tiara Jones 44:30
But you're just gonna come at me You're not gonna sugarcoat it.

Ray Mayfield 44:33

No, no one way you know why it is because of your is because of who you are. Yeah, I made it. You have to learn how to communicate with everybody that different way. I'm with you. You You remind me a lot of a younger version. Maybe maybe younger version of my sister, right? You you're extremely smart, you're intelligent, know what you want. You're going to go get it. It must have to tell you this all day. I have to have conversation with her sometimes in a very harsh tone for her to hear me right and so a lot of times I don't think I'm being harsh with you but I think I'm very direct because I want the same from you in return absolutely to a degree because you're you can be very mean whatever

Tiara Jones 45:13
they're nice depends on the

Ray Mayfield 45:16
client when the client was always the most dangerous but not not for like I think I've tried to try to feed you the way that I think you can receive it that's all yeah

Tiara Jones 45:24
and sometimes you know it's some you got to have that more direct tone to get you to actually hear what you're saying because sometimes you can you know, just be like oh yeah, I hear you but I'm not really listening like he said I'll be doing something that I was like I was tied to my phone like any extra minute I had like looking at my phone researching something doing something and now it's just like the baby's be like TT phone and I'm like sure. Tommy like no you can't on my phone. What if someone's like no, take the phone look at that

Ray Mayfield 45:51
growth man growth that is a beautiful thing. And for those No no, no, I'll just say to you because you said phone for people who take small text back Don't be mad my kids probably have my phone because I get the same thing you're texting me back. I mean, maybe an hour or two later but I'll get your book a lot of times my walk in the door man it's like yo let me just let me just have this moment for a little while and you know they run to the door and kiss you and hug your ankles and your legs and want to take your shoes off It's cute. And well a friend of mine told me years ago like oh enjoy while last because pretty soon you just be the aihole walking in the door. It's hilarious. He says it kills you oh that's what you turn into me. I was like, was that like that as a kid? Oh, no. Oh no, wait, no. It's fine enjoy these moments that's that's that's that's what helps me kind of decompress the ride home from working is seeing them and it's like I cool man. Everything I went through today was worth it to get to this more right here. Hey, man, thanks. Thanks. So funny. Tt. So funny. But yeah, may so we have to appreciate everybody staying connected with this. I'm no good at social media. You guys have any questions, concerns, topics you want to discuss? If you're interested in joining us too. We are open to certain people joining us to you know, hear and speak to the world. You know, we love connecting with people who are like minded and want to see people be the best version themselves. Otherwise, reach out to us on what platforms can they get us on

Tiara Jones 47:13
Instagram. So our consulting side of the business strategic site consulting, on Instagram and on Facebook and the front runner podcast on Instagram. And then of course, you can always hit us up on our personal handles, tiara underscore Lj and ray is

Ray Mayfield 47:31
raymay4514. Yep, I'll add me on our IG Ray Mayfield on Facebook.

Tiara Jones 47:35

And then you can always email us if you like, you know, info at strategic site llc.com.

Ray Mayfield 47:41
I like it. I like it. I'm still looking for a quote, as post on Facebook. We'd love you guys to tune in and look forward to see you guys next week.

Tiara Jones 47:50
Stay solid