



Achieve Your Goals Podcast #96 - 5 Keys to Success From the Top 1% (An Interview with Christy Solar)

Nick: Hi, goal achievers, Nick Palkowski here. I have a quick question for you. Can one weekend literally change your life? Well, one weekend changed the lives of over 200 people last year, when they attended Hal Elrod's Best Year Ever Blueprint Live event. And Hal is doing it again this year. You can get all the details and reserve your spot at BestYearEverLive.com. Last year's event showed that one weekend truly can change your life. Since the event, Tim Cornwell has lost 42 pounds, Heidi Murray more than doubled her income, Steven Christopher increased his revenue by over 500%, and those are just a few examples from hundreds of incredible results created by last year's attendees. Don't miss out on your chance to make 2016 your best year ever. Head to BestYearEverLive.com and register now. Today's show is brought to you by Audible. Please visit Audible.com/achieve for your free audio book download.

Welcome to the Achieve Your Goals Podcast with Hal Elrod. I'm your host, Nick Palkowski, and you're listening to the show that is guaranteed to help you take your life to the next level, faster than you ever thought possible. In each episode you will learn from someone who has achieved extraordinary goals that most haven't. Here's the author of the number one bestselling book *The Miracle Morning*, a hall of fame and business achiever, an international keynote speaker, ultra-marathon runner, and the founder of VIPSuccessCoaching.com, Mr. Hal Elrod.

Hal: All right, Achieve Your Goals Podcast listeners, a.k.a goal achievers, welcome to another episode, and today it's an interview with really a special person, a special woman, Christy Solar. I met Christy when I spoke at an event, Sales Mastery, Todd Duncan's event. And Christy was, I believe, don't know if it was impromptu, but she's not a professional speaker, but she was asked to speak on the first day, you can hear her laughing in the background, and she shared her story.

And she's got the most incredible story of coming from just a childhood and a background, and teenage years of drug abuse and just things that, I don't how in-depth we're going to go on that today, but she overcame the odds to become one of the top...she's a loan officer for Fairway Pacific Mortgage, but she is in not only the top 1% for her company, of every loan officer in her company, she's not only in the top 1% for her company, Christy is in the top 1% in the United States, which probably means in the world, but in the top 1% of all loan officers. Everyone in her profession across every company in the United States, and I don't know how many hundreds of thousands of loan officers that is, Christy is in the top 1%. So, she is a beautiful soul, she is a brilliant business person, she is a great mom, she is a fantastic friend, I am honored to know her, and Christy Solar, are you on the line?

Christy: I am on the line and, man, I sound wonderful.

Hal: I know, and I didn't even...your mom actually, she emailed that over to me, and I just...I read it word for word.

Christy: I figure she did, we'll pay you on the side. Thank you so much, Hal. I'm so excited to have this conversation with you today.

Hal: Me too, me too. You and I, we met at the event and we just connected and hit it off, and then I told you about my Best Year Ever Blueprint event, you're like, "I'm coming." And you came, and then you joined our Mastermind, and now we talk all the time and see each other all the time, and you're just one of the sweetest people. So, this is...I'm really looking forward to our conversation today, and introducing you to our listeners.

Christy: Well, I'm excited to be here, and I just want to add, I had no idea what I was going to last year. I was like, "This is a really cool guy. Let me just go check this out." Had no idea the impact that it would have on my life.

Hal: Wow, I think that's pretty common. And I think it's funny how even going to the event, I didn't know what to expect. It was my first event, people like, "I can't wait." I'm like, "Me too. Let's see what happens, I hope it doesn't suck." So I'm glad it was positive for you. Well let's dive right in, Christy, and before we talk about your, I'd love to hear your keys to success and how you had this amazing year. Well, I want to tell people about a little about your year. What are some of the positive outcomes and results that you have achieved, both personally and professionally, in 2015 since attending the Best Year Ever Blueprint last year?

Christy: Great, well, it's really when I was preparing for this interview, I really tried to write it all down. And when I look back at it, I'm just amazed at how this whole year has come into play, and honestly my business has increased, it's better than ever, we broke records from last year. But what is so amazing to me, besides all that, is that Best Year Ever Blueprint, along with your amazing Mastermind and the friends I've met there, have really helped me set my business up to just break through tons of ceilings that I thought were in place over the next few years. You've helped me change my team, you've helped me change the way I live my life, the way I communicate with my family, and honestly I'm going to share with you guys today that I went into the Best Year Ever Blueprint, and I always told myself, "You can have success, and you can be successful at home, and you can be successful in business," but honestly I'd never really believed that. I thought that you always had to give up something to be really successful in business.

I thought that I had to give up being a great mother or being a great wife or being a great friend. And last year going to Hal's event and meeting Jon Vroman and just these wonderful people, and then connecting with the Mastermind, I realized that I really...it's my life, I make those choices, and I can choose to have both. So I've really been able to set myself up this year so that, yes, we broke records, yes, we've done a great job, but it's all about what we can do, and the possibilities are endless.

Hal: Very, very inspiring. And I mean, to be in the top 1% of any field is, you know how to succeed, you know how to achieve goals, and I think that, from what you've told me, is this year you've taken a lot of vacations, you've actually...you've worked less this year, but your production and your income has exceeded last year. That, to me, is really the...if there's anything that I look at you, Christy, is that you were successful before you came to the event, you were already in the top, but you were working, right? You said you were working all the time.

Christy: Oh, my gosh! I was working seven days a week. Before we started the recording today, I told you the big difference is I was working really hard before, and it took a lot of work to be successful, and don't get me wrong, it does. However, now I feel that it's more effortless. I have surrounded myself with a positive team, with people who really care about the outcome, who care about me, and now that I have kind of erased all the negativity, now everything is so positive, it's so much easier to do my job. It's so fun, I'm loving it. Something we didn't talk about that I just thought of that's very important for me to add, you know, you hear all these things about top 1% and number five in Fairway Independent Mortgage, and all those great things that I'm very proud of, but what you know that people listening don't know is I've only been in the mortgage business four and a half

years. I was a little loan officer working at a little bank in a little town called Greensburg, Louisiana, and I was doing consumer finance loans.

So I was doing these \$5,000 loans for cars or land, I was doing cattle loans, as they laugh at me and pick on me now. In 2011, before I got licensed in May of 2011, I was making \$60,000 at the Bank of Greensburg. And in the mortgage business, over this four and a half years, I've made almost \$2 million. So, again, success is not...money does not equal success, do not get me wrong. There are some really successful people I know that are in great professions that may not make a lot of money, but I will say this, it was my calling, and by coming in contact with the Best Year Ever Blueprint, your Mastermind, Fairway Independent Mortgage, all the stars aligned for me, God had a great plan for me. And I just want to tell people, you don't have to be in a field for 20, 25, 30 years to be very successful in that field. If you tap into your best year ever, and your best life ever, you fill your life with positivity and joy, you make sure the people around you love and care about you, you can succeed now. You don't have to wait what the world says 10, 15 years to be an expert, you can be an expert now.

Hal: Got it, yeah. You're right, you're right, you don't have to. It's a limiting belief to think, "Oh..." I always talk about how successful or people that are looking at other people that they admire, that are more successful, then they create this separation, like, "If only...I don't have as much experience, they've got more experience, or they've got more clients, or they're better looking than me, or they're funnier than me, or they're more outgoing." We create all these differences but the reality is, if another human being has done something, as you've proven, you can model what they have done and you can rise up the ranks, and achieve the same types of results.

Christy: That's right.

Hal: So let's talk about your top three to five keys to success, and I know you're sitting out on your porch right now and you might not have your notes in front of you, so...

Christy: I am, I am. You can hear the dog barking or something, I'm sorry.

Hal: I love it. You sent me your keys to success, and I think, yeah, you've got five of them here, so I'm going to...just to remind you, since you're not looking, I'll say which one each is and then I'll let you elaborate on it. But your first of your five keys to success, to having such a great year that our listeners can model. I love

number one because I think the biggest cause of mediocrity and unfulfilled potential is never deciding that now matters more than any other time in our life. It's waiting until later. And so your number one key to success is act now, don't wait. So can you talk a little but about what that means to you?

Christy: Yeah, for sure. I mean, I was the world's worst about going to all these great conferences and great learning experiences, because I'm a high I, so I'm taking it in and I'm ready to go conquer the world, then I get home and life happens. You get off the plane, or you get out of the car and you have three kids running up, you have the husband telling you what happened while you were gone, all the things happen then you sit there and you don't act on it. So what I have learned to be successful, and this is very hard for me, my business coach, and Hal will tell you too, I've got to really make it up in my mind that once I learn it, I'm going to implement it. If I hear it and believe it, I'm going to right away, implement it. I learned this in our Mastermind. I'm going to write it down with intention, I'm going to do it with purpose. But I'm going to implement it right now. Successful people don't wait. Time is our worst enemy because we keep putting things off and off and off. We've got to listen and act now.

Hal: Got it. So don't overthink it, just act and build...jump...what do they say? Jump and build your wings on the way down, right?

Christy: That's right, that's right.

Hal: So, if you are listening to this, don't wait for the timing to be perfect because it never will be perfect. The timing becomes perfect when you take action, and when you do the thing in an imperfect, not fully prepared or qualified way and you just, you find your way through that action, that leads to where you want to go.

All right, so the second key, and you mentioned this earlier, you touched on this, but I'd love to hear more expanding on it. Somebody who has earned as much as you have, and I know you like to go shopping, I've seen your purses, you picked me up in your Cadillac Escalade when I came to visit. You definitely...you like your nice things, and you work hard for it, but you said your number two key to success is money does not equal success. So explain what that means to you.

Christy: Yes, I'm just going to be real candid and honest. About two years into this business, I almost lost my marriage. I got...because I am a high I, and I'm so focused on a goal, and I'm so goal-oriented, and I just want to win, win, win, right?

Hal: Sure.

Christy: I was so focused on that that I stopped being the mother, that I stopped being the wife that I should be. I flip flopped. Like I said at the beginning, I thought...I always told people, "Oh, you can have both," but I really didn't believe that. So what happened is I made money my goal and success, and I made numbers, and I was so in on those units and how many I did, and make sure I beat everybody, or that I was the best that I could honestly be. But what happened at the end of the day when I sat there with, as you say, my Louis Vuitton and my Cadillac, that did not make me happy. That did not make me happy, because what happens is the world shows us success in the terms of money, of financial success, but true success is within, and if you are not happy with yourself, money is not going to make you happy. So that was a hard lesson that I had to learn. And listen, I still like those purses, but I might buy one every one or two years. I have learned that my fulfillment and my joy is in the journey, and it's not in the money.

Hal: Got it, in the journey, not in the money. I love that. The third key to success, Christy, you said you choose daily. What do you mean by that?

Christy: I choose daily. So this is what I mean by that. We had, in our...and I keep bringing up the Mastermind, because it really has guys, I'll tell you what, if you plug into Hal Elrod, and Jon Berghoff, and Jon Vroman, and all these amazing men, you will just see changes. If you listen to these podcasts, you will see changes. So what happened is I realized that I was letting everybody else control me. If we have any mortgage lenders, or real estate agents listening, they'll know that in our business a lot of times we let other people dictate the turn times, like, "I have to have this now." So I was world's worst about, if it was Saturday morning and my son, Michael, had a soccer game and someone needed a pre-approval, I was going to do that pre-approval, right? But now I wake up every day and I choose what I want to do. I choose the thing that makes me happy. Now, we all have to work because we have to eat, right?

Hal: Sure.

Christy: But every day I make choices that are positive in my life. I make sure that I'm giving my family time, my children, my husband, my friends, my team, my company. I'm making sure that I'm taking time for me, which has been the hardest lesson, and I just started doing that due to recent circumstances, and we'll talk about that a little later. But every day, I wake up and I realize that I have a choice. I don't remember if it was you or Berghoff that said...and it was like a light bulb to

me, in a Mastermind, it said, "You choose what you want to do in your life. If you want freedom, you choose that." And, you know, I always lived my life for everybody else, I let everybody else make those choices, and the key to being very successful is you know your path, you know the road you are going on, and you make those choices daily.

Hal: I love it, and I think that you're right. It's such an empowering mindset and perspective, and I think that a lot of people don't live that way, that's self-empowerment. A lot of people think, "Well, I just react to other people and the choices that they have made for me." Or if somebody works for someone, they think, "Well, I don't have the choice. I have to do what they want me to do." And I think that it goes back to the essence of happiness as a choice. That was one thing that I learned when I was really young. In fact, my first ever affirmations, and I called it a "creed" back then, but I was 19 when I started in sales, it said, "Happiness is a choice, and I choose to be happy." That was the first statement on my affirmations. So I love you talking about this, that you choose daily. You choose your reality. Life is as good or as bad as you choose to see it.

Christy: I choose my reality and, like you said earlier, it's all about your perspective, right? So there's a lot of people listening to this call that have those jobs, nine-to-five, where they have a boss, and we've talked about this before several times, you still have choices to make. You have choices as how do you react to situations, you have choices of your mindset, your perspective, and that's what I mean by choose daily. You can be successful and not be a business owner, of course. You can just make daily choices to live your best life.

Hal: I love it, I love it. I know a good friend of mine, James Altucher, wrote the book called Choose Yourself, so really similar to what you're sharing here. Key number four...so, number one, "Act now, don't wait," love that. Number two, "Money does not equal success." Number three, "You choose daily." What do you choose? You know, fill in the blank. You choose your reality. Number four, you said, "Surround yourself with positive." Talk about that.

Christy: Yes. Well, I think we touched on that earlier, but I was a person who just kind of loved everybody. I mean, my husband always says, "I'll talk to the tree." That's how you and I met.

Hal: I can picture...are you are saying I'm a tree? Geez.

Christy: Well, I love you. We were at Sales Mastery and we just instantly connected, and then here I am flying to San Diego. I mean, I really would let anybody in my world that wanted to be in it, and I'm going to tell you, everybody, that is not always a good thing, right?

Hal: Sure.

Christy: We want to be nice, we want to be loving, but you have got to surround yourself with positivity, because what happens is, and Hal, I don't remember exactly how you say it, but you say you're the culmination of the five closest people to you, something like that.

Hal: Yeah, it's Jim Rohn actually, a Jim Rohn quote, "You're the average of the five people you spend the most time with."

Christy: That's right. And when I sat back and realized that, I realized that I had people in my life, whether it'd be business or personal, that didn't always pour into me, right? They just took stuff out of me. You know how that is, we all have those people.

Hal: Sure.

Christy: And what happens is, it really eats away at your soul, I truly believe that. So I made a conscious effort to surround myself with positivity. Now, you and I have had this conversation before, I'm not always positive, and you challenged me to go 30 days without complaining. And look, I live in Louisiana and that has not happened yet, but I'm really trying. But I will just say this, my mindset, when I wake up in the morning, I have to choose to be positive. I have to choose to surround myself with positivity. Now, listen, I don't live in Lala Land, I know that we have people at work or other places, that we don't really like to deal with, but again, it's how we react to those situations. So, on a whole, I choose to have those closest to me to be a positive influence in my life, and I try to be a positive influence in theirs.

Hal: And I want to take this, Christy, this is actually a perfect opportunity, I think, for you to share. You're talking about positivity and our listeners don't yet know what you are going through right now, and what you just went through. So, two and a half months ago, we had our Quantum Leap Mastermind in San Diego. You left on fire, ready to take on the world, as you always are, and three days later...tell everybody what happened.

Christy: Yes. So I was in San Diego, actually before that, I had spent 10 wonderful days in California with my family, my wonderful husband, Mike, and our children, and I was just having a great time. And that's something I had never been able to do, to really disconnect. But through Best Year Ever Blueprint, I put a great team together that I was able to do that. So then I went from LA, left the children and husband, and flew to San Diego where I had these amazing few days. And actually going into it, I just was really not on the positive, and then by the end, it was just very positive, they fed me and poured into me, and Hal took me to these vegan restaurants, and all that stuff, but anyway...by the way, I still blame that for what happened, but anyway...

Hal: Yeah.

Christy: So, on Friday...Thursday, I was having some really bad headaches, I told Scott Groves and a number of people in the group. And then, Friday, didn't feel very well, but went home, and flew home, and then over the weekend, just could not wake up, just felt like I was really in a daze. Well, Monday morning, got up and felt like I just...it was like a fog. Well, long story short, I ended up having a stroke on that Monday. I have a blood disorder, protein S deficiency, so my blood doesn't break down clots, and this is actually my third one in 10 years.

Hal: Oh, I didn't know that.

Christy: And I will admit this, I don't always take the best care of myself because I get go-go-go-go-go, and I didn't realize the signs of it. So had that happen on a Monday. Well, let me tell you something, and I'm not just saying this because Hal is on the phone, because he knows I shoot it like it is, if I had not had those two days in San Diego with those wonderful people that I love and cherish, my dear friends, and those eight or nine days before that with my family, if I had not been in that positive environment, we might be having a whole different conversation now. And also I will say this to your credit, if I had not made some very hard changes on my team in my business, I may not have come back to a business. Right now I'm talking to you as I sit on my back porch because I've been working from home. My amazing team is handling everything, I'm handling problems, I'm just really visiting with my realtor friends. But I'm walking on a walker right now, I'm doing physical therapy, trying to take those...

Hal: You were in a wheelchair just recently, right?

Christy: I was in a wheelchair when it first happened, but I will say this, last week you saw some pictures of me at an event, the reason I was in a wheelchair is because those of you who have experienced a walker, it's not very fast. And I was trying to walk the JW Marriott in Palm Desert, and Lainey [SP], who's on my team, she said, "Sister, if we're going to make any of the events, you're going to have to get a wheelchair." So that was not a necessity, I can get up and I can move on a walker, but I will tell you this, one of the most humbling...I mean you can think you're very successful and, Hal, you've had this experience, but you can think you're very successful and you can think high and mighty of yourself, but when you are humbled in that way, and you have to rely on others for your business, you have to rely on others in your family to push you around or to fix your meals or help you, and when you're so independent, you really realize what true success is, right? So, if I had not set myself up with the help of Best Year Ever Blueprint, Hal Elrod, and my wonderful Mastermind, if I had not set myself up to have all of these positive people around me in business and life, I would not be the positive person talking to you on this phone today.

Hal: Yeah, and I think that it's mutual though right, Christy? You are also a positive shining light. I think that anyone that knows you will say that. And I'm sure your husband can tell us some stories, your kids probably can tell us some stories.

Christy: Oh, they could write a book. They could write a book and I will say last week, you know Todd Duncan, he's a friend of yours and mine, my big goal was to get there, my next goal is to get to your event, which I will be there. And he gave me an award, and I kept thinking, "Why am I getting a courage award?" When this happened, I will say this, there was no option for me. I knew that I was going to recover. I knew that I was going to be better than ever, but I know it's because of the people that I had surrounded myself with.

Hal: Yeah, I know that you're the average of five people. And you are right, I mean, you've taken from people that you've met at Best Year Ever Blueprint, that you then continued the relationship in the Mastermind, Scott Groves, Don Hail [SP], and Tim Cornwell, who, by the way, we've had all these other...all your friends, we've had on the podcast already.

Christy: [inaudible 00:25:16], yeah. It just goes on and on and on.

Hal: Yeah, you guys are a powerhouse, absolutely.

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Hal: Let's talk about the fifth key to success that you shared, your fifth key to success, and it is, "Give Freely." So what do you mean by that?

Christy: So, you know, with those who are given much, much is expected, right? And so I've always felt like I was a giver, I would give of my time, I would give of money when I could, but I never realized what an impact giving to others would have on me. I always thought I'm giving to them, and I'm doing them a favor, and I'm helping them, right?

Hal: Yeah.

Christy: Well, Jon Vroman spoke last year, and he's another one that...it's like another tree, right? Met him, loved him, we stay in contact, just a wonderful man. So, I met him at your event last year, and he talked about living in the front row. And he talked about all these people that The Front Row Foundation had helped, but he talked about how much it had helped him, and encouraged him. And you got up, and I know that you are a great giver to The Front Row, and you talked about how it had blessed you. So it was really just a different perspective for me. I think we always give to others thinking we are doing something for them, but when we give to others, God blesses us, and it changes something in you when you are able to give something to other people. So, my family and I, we just really love The Front Row, and my kids and I, we go to concerts all the time, and, believe me, I have bought second row tickets to One Direction, I have been screaming for Harry down here, just like all the other over-40 mamas. But really it changed my whole perspective.

So my family has given to The Front Row, and again, it doesn't have to be Front Row, although we love that cause. Just anything, it doesn't have to even be a charity. It can be a friend, it can be a neighbor, it can be of your time. My 16-year-old daughter, Claire, this year, she was having her big 16th blow-out, and we had over 100 people here, and she decided to give...she decided to [inaudible 00:28:25] presents to raise money for Front Row. Well, she's raised almost \$1,500, but the amazing thing about that is not what we are going to do for Front Row, because although the \$1,500 is amazing, it cost so much to put on an event. But the change that it makes in your children, in your family when you give, it does so much more than any money that your kid can do.

Hal: I love that. And for me, I think, the most important philosophy that I ever have adopted in my life around giving is, and just the way that I phrase it, I call it selflessly adding value to the lives of other people, right? And the more that you...and selflessly adding value and giving freely could be synonyms, so to speak. But, yeah, the more value that you add to the lives of others, the richer your life becomes.

Christy: That's right.

Hal: So you can be selfishly selfless, or selflessly selfish. You know that, hey, there, I'm going to feel good, and they might want to help me, too. It's like it's okay that you give knowing that, "You know what? This might actually help me, too." I think some people get guilty, you're like, "Oh, I don't want to feel like it could benefit me in any way." It's like, "It's okay, why not make everything a win-win?" If it's a win-win, it's a win-win, right?

Christy: That's right. Of course we give because it feels good, right?

Hal: Yeah.

Christy: But when you get successful with your giving, and you give often, and you give wholeheartedly, you feel, a lot of times, feel better than the person you gave to. And I think that that's okay. I think it's okay for you. I think it's good to see the positivity. And I want to add this, last week I was with a friend, Shane Colson [SP] shout-out, because I know he'll be listening and he'll be so excited so hear his name.

Hal: Awesome. What's up, Shane?

Christy: Hey, Shane. So I did not know that Shane had read the Miracle Morning, I didn't know this. He and I worked with Fairway together. It was my first time meeting him last week, and he told me about it, I'm like, "Dude, I know Hal." So, I texted you and said, "Hey, let's do a video, whatever." You sent that video over, it was just small, but I will tell you the impact that it made on his life, and the impact it made on me being able to share that with him, and he's coming to the event this year. So it's not about money or who you know, or anything like that, it can be of your time. But I think giving is the number one thing that really makes you more successful of the time and money that you give to others.

Hal: I love it, and I think it is, it's where life becomes richer. And that's why you find some of the world's most successful people, they get to a point and they realize, "What's all this money for? I need to give. I need to make a difference." Warren Buffett gave away, I think it's like \$20 billion of his \$30 billion. He gave away the majority of his fortune.

Christy: That's right. And I heard something the other day. It was actually on Steve Harvey, Reverend T.D. Jakes. And he said, "It is not important what you leave for your children, it is what you leave in your children." And that just really spoke to me because, I think, when you give and you show your children that you give, I think you are just setting them up to be successful human beings.

Hal: I love it, I love it. Christy, great keys to success. I want to recap these and then I've got a couple more questions for you. So Christy Solar, top 1% in the world in what she does. Number one key to success, "Act now, don't wait." Again, let me share these and then with a follow-up kind of question or challenge for you. So, everybody listening, act now, don't wait. What's one thing that you can do in the next 24 hours that will move you closer to an important goal in your life? The Achieve Your Goals Podcast, act now, don't wait. Number two, "Money does not equal success." What's an area of your life that you...maybe it's health, maybe it's relationship, but something that maybe you've put on the back burner at times for money to find success. I know I've done that before, I've just, "Oh, I can't hang out with my family right now because I've got to work," and then I realize, "Wait a minute, aren't I working so I can hang out with my family?"

Christy: Right, right.

Hal: So, number three, "You choose daily." You choose your own reality. And I think that's one of the most important lessons, is the idea that you've got to enjoy every moment, and be grateful for every moment. Otherwise, what's the point?

What's the point? And with all the success in the world, monetarily speaking, if you don't learn how to be happy and love the life you have, then when you get the life that you think that you want, you're not going to be fulfilled because you didn't learn how to love yourself and your life on that journey. And Christy you talked so much about the journey. Number four, "Surround yourself with positive," positive people, positive influences. And number five, "Give freely." The more that you give, the more that you get. So become...make that a priority in your life. It should be in my affirmations every day, as a reminder. Selflessly add value to as many people's lives today as I possibly can. So make giving one of your goals, one of your highest priorities in everything that you do. Christy, did I miss anything there?

Christy: No, you did awesome.

Hal: All right. Thank you. You're doing awesome, too. All right, so just a couple more questions. So number one, I know that there's a specific habit that you developed that you had never, in your life, done before, that's really helped you this year. Can you share what that is?

Christy: Okay, well, I've developed...

Hal: I can remind you.

Christy: Please remind me, because I've developed a lot of habits. I want to make sure I'm talking about the good ones.

Hal: You said meditation, that you had never meditated before and it was life changing. So take just a minute to tell about how that's changed your life.

Christy: Okay, so I'm ready, I am at Best Year Ever Blueprint last year, and I'm going to call Lainey Franklin on my team out, okay? So I had to leave a little bit early to go to another meeting, and I'm on this train from San Diego to Santa Barbara, and I get this call, and she's like, "They're talking about radishes at Best Year Ever Blueprint." Like, "What is she talking about?" So, Julianna Raye [SP], great friend of ours, she was doing meditation. Well, I don't know where you guys are from, but in Louisiana, we don't do a whole lot of meditation, right? We don't talk about radishes bursting, and all that, so I was really cracking up about that. I was like, "Wait, that's really cool." So, Lainey and I started listening to meditation...and, again, I am self-diagnosed ADHD, or whatever it is, I am from this tangent to the next, I'm always just go-go-go. And so I started doing that. I started meditating.

Now, I will say that, just like everybody else, I struggle with doing it daily, trying to get better with it, especially after the stroke, I think it's so important. Successful people struggle too. And I'm not at the top of the success chain, so I really struggle. But I realize that meditation...and then in Louisiana, we have our Christianity down here, so we think, "Well, that's not of God." But meditation for me, and we've talked about that, Hal, meditation for me is my quiet time. It's my time to pray, it's my time to meditate. It's my time to just take me-time, put myself on my own calendar. Because, just like everybody else, our children, our husbands, our wives, our teams, our employers, they all need us. Well we need us, too, right?

Hal: Sure.

Christy: So, you can't be happy...nobody else can be happy with you if you're not happy with yourself. So, what happened is I was pouring into all these people, but I was not recharging myself. So, meditation has been the key for me to do that, and Julianna Raye, who is amazing, has showed us tools to do it at work, to take a few minutes. I will tell you, I made the children leave at 5:00 today, I would not let them in the house. I asked the nanny to take them down the road to the restaurant because I needed that time to meditate. I needed that time to get centered, and just really breathe in and just take a little time for myself. So, it has been key to me. It has just been key for me.

Hal: Awesome. You're right. And that's why the first S in the SAVERS of the Miracle Morning is silence, for that exact reason, taking that time for yourself. All right, so I want to wrap up. A couple more questions and then I'll let you out of here. Any advice that you have for others so that they can have their best year ever, or their best month ever, as we've got this Best Month Ever Challenge going on here in November?

Christy: Yeah, I mean, I think it just goes back to my number one key. Just act now. I'm sure there's people who have listened to numerous of these podcasts, as I have, and they are awesome and inspiring. But what good are words if you don't put them into action? We talked about in my speech at Mastermind, that we have these seagulls and they all sit on that dock waiting, you know, and then one flies and they all fly. So it's like, are you just going to sit on the dock? Are you really just going to make the decision? Because, this is what's so great about choosing daily, about choosing the life you live. In this very moment, as you listen to this call, there is nothing stopping you from changing your future. People always look at their past. Your past is not a dictator of what your future is going to be. We didn't

go into much today, but I had a past of drugs, and not living right, and got pregnant with my baby at 25 by a man who cared nothing about me, and we'll go into that at another day. But if would have lived in that, if I would have lived in that negativity and that hurt, I would not be where I was today.

So, whatever you have going on in your life today, you can change it in the next minute. You can make that change for the positive just by changing your perspective, by changing your mindset. And again, nothing to do without money, because I do believe when you put positive things out there and you work hard, I think success, money, happiness, that all comes. What you put out there, you get back.

Hal: Christy, I could listen to you all day, you are an inspiration. You are motivating them...I'm the motivational speaker, you're motivating me. I love this. All right, so last question is that we're going to see each other at Best Year Ever Blueprint in a couple of months.

Christy: Yes.

Hal: So, my question is simply, what are you most looking forward to at the Best Year Ever Blueprint first weekend in December, in San Diego? What are you most looking forward to?

Christy: Okay, well I have to say, and I listened to Scott Groves, a great friend of mine's podcast, and he was like, "I didn't really know what to expect going in last year." And I didn't either. Everything was knew to me, just as it was to you, Hal.

Hal: Sure.

Christy: It was all just something new, and I will tell you this. It's like a great college camp. We write on the walls, we do some amazing things. What I'm so excited about this year is because I applied those principles. I acted then, I made positive changes in my life, positive changes in my business, positive changes with my family. Now, I'm going to be able to come, and I'm going to be able to take more keys, and as Jon Berghoff says, 10 times what I did this year, I'm telling you I'm coming into it with an open mind. I'm coming into it with all these new relationships. If I meet as many awesome people as I met last year, and I am telling you, I really think you guys saved my life, you changed my perspective, you changed my family. If I get a small little percentage of what happened to me this year happen to me next year, man, I'm all in.

Hal: Awesome, awesome. You are a lighthouse, Christy, for sure, and I'm glad that us pouring into you had the impact it had, because you pour into others, as you said earlier. So very cool. Well I can't wait to see you, I can't wait to give you a hug, I can't wait for that big Christy Solar hug, and it's going to be great. Thank you so much for sharing your message, and your story, and adding value. And there is a chance...we're doing a special contest, you might be on stage giving a little speech.

Christy: Yeah, I'm going to bring my video.

Hal: Yeah, Best Year Ever.

Christy: So, guys, if you hear this podcast, send Hal an email, "We want Christy on there," right?

Hal: We want Christy on stage, yes. We did a special...for everybody listening that you're like, "What are you talking about?" We did a contest, or we are in the middle of a contest for our Quantum Leap Mastermind members from last year, that they are submitting their entries to who had the biggest quantum leap. And I think four of our...the four winners will get to speak on stage at Best Year Ever.

All right, well everybody that tuned in, I hope you got just as much positivity, and energy, and really strategy. The five keys that Christy gave us are universal and applicable to all of us, and the biggest one, as she reiterated, is, "Act now, don't wait." And that really is the key. The biggest cause of mediocrity and regret is never deciding that today is the most important day, that whatever you do now is what sets you on the path for the rest of your life. So, take some action today on your goals, and if you are not yet registered for the Best Year Ever Blueprint, and you want to join us, go to BestYearEverLive.com. And actually when this podcast airs, Christy, I don't know if we're going to have spots left, but worst case scenario, you'll get on the waiting list in case there are some cancellations. So, BestYearEverLive.com. Thanks for tuning in goal achievers, and I will talk to you next week. Take care.

Nick: And thank you so much for tuning in to this episode of the podcast. I hope you really enjoyed this interview with Christy. We want to know what were your big takeaways? Which of those keys really rings true to you? So simply head on over to HalElrod.com/096 for Episode Number 96, and just leave a comment there on the show notes page letting us know your biggest takeaway. Also, if you haven't done so yet, please go subscribe to the podcast on iTunes by going to

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