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SPEAKERS

Edroy Odem, Scot McKay, Dre Baldwin



Edroy Odem 00:05

From the mist and shrouded mountaintop fortress that is x&y Communications Headquarters. You're listening to the World famous mountaintop podcast. And now, your host Scot McKay.



Scot McKay 00:18

Greetings Gentlemen, welcome to another episode of the world famous mountaintop podcast. My name is Scot McKay at Scot McKay on Twitter and parlour. Real Scot McKay on Instagram. You could find me on youtube by searching Scot McKay. On the web, you'll find the mountain top podcast comm website and I also invite you to join us on Facebook in the thriving men's group that is the mountain top summit. With me today is a new friend of mine. His name is Dre Baldwin, but you can call him Dre all day. He is the author of work on your game and the mirror of motivation. And He is a former pro basketball player who nowadays is helping men just like you and me to be at the top of our game and that's what We're going to talk about today is working on our game and being at the top of it. Dre, welcome to the show, man.



Dre Baldwin 01:06

Thank you for having me here. Scott. I'm really excited to be at the mountaintop. Let's make it happen.



Scot McKay 01:10

Yeah, man. Well, you know, with a name like the mountain top for a podcast, it's got to be all about being at the top of your game, right? That's kind of gotten to the name of the show. Yeah, man. So you are a former pro basketball player. And we were chit chatting before we hit record on this and you actually played in Lithuania, which is a huge, huge hotbed of basketball. I mean, Lithuanians are huge basketball fans.



Dre Baldwin 01:34

Yes, they are big basketball fans, attractive women near to and it was the first place that I'd ever traveled outside of the USA. So it was a place that always had a memory of walking through the sensor and downtown counters with women.



Scot McKay 01:49

Yeah, right. I mean, that's a heck of a country to go to as the Baptism by fire for going to a foreign country for the first time. It's not, you know, go into kanku or going to Paris or London? It's a place that's kind of off the beaten track for most tourists.



Dre Baldwin 02:05

Yeah, I don't think most tourists would actually even think of going to Lithuania in the first place, but it is actually a very beautiful place. You go there the right time to you, and especially if you're a basketball fan, can it get any better than Lithuanian?



Scot McKay 02:18

Yeah, absolutely true on both accounts, the first Lithuanian basketball player of note who I can remember is our vetus bonus. And since then, you've had lots of really prominent basketball talents come out of that, like that one sureness and lots of other guys. And so Lithuania really is a thing when it comes to basketball. What was it like playing over there? What were the fans like?



Dre Baldwin 02:38

Well, the fans are definitely very invested into their basketball teams. And depending on

the team you're on, the better that team is or the better their tradition is that that team has, the more rowdy those fans can be more invested that they are, the more that they're happy when you win and the more pissed off they are and when you lose They are all in there. And especially being a tall black guy walking around that town. It's not like you can hide so they all know who you are. And they'll let you know when you're doing well. And if you're not doing so, well, it's not that they'll be negative to you, but you might feel a little more invisible when you're not having good games. That's the best way to describe it.



Scot McKay 03:19

Yeah, what was it like getting all the attention when we were walking around town? I mean, indeed people like oh, that's the basketball guy. Lots of autographs, lots of people want to take pictures, anything like that.



Dre Baldwin 03:30

Absolutely. And the thing is, is not even that I was that famous of a player coming over there the thing at least at that time, this is where I started my career Scott so this is in 2005. So this is before we had for the most part cameras even on our phones. So walking around it even though I wasn't brand name famous as some other players might have been in the country at that time. Even American guys just walking around as a tall black guy. They know why you're there. There's no other reason why you as a six four black man is walking around Congress with When you accept, you're on a basketball team, so there would be kids, females who would just stop you and want to take a picture with you or get you to sign something, or want to shake your hand just because they knew that you were this basketball player that was coming there to be no one of the saviors of one of the basketball clubs. So that was, it was kind of a surreal feeling if you're not used to it and what definitely was not at that time, but at the same time coming from the background that I came from. For those who don't know, I came from NCAA Division Three school where the majority of athletes don't make it pro in any sport. So for me to be in Europe, getting paid to play professional basketball, it was really a surreal experience, just to note that I had, quote, unquote, made it at that time.



Scot McKay 04:44

Well, yeah, I'll tell you, Emily and I actually have been to Vilnius, Lithuania and went and watched a basketball game because I wanted to see this phenomenon that is Lithuanian basketball. And you're so right about the fans. I mean, we as Americans can easily picture a year Pin say soccer football audience with their banners and the fireworks and singing in

unison and cheering and they're doing that stuff indoors in basketball arenas in Lithuania. It's something that's kind of completely novel to an American NBA audience for sure.



Dre Baldwin 05:18

Yeah. Oh yeah, absolutely. NBA fans are very cool. NBA fans, they're sometimes they're the stars themselves, but in Europe, and is anywhere in Europe. Those fans can be they're super rowdy they could be angry at the other fans angry at the other team angry at the referees, so they have a ton of passion. And one thing a lot of people don't understand about basketball in Europe as it compared to the NBA. And the United States. professional sports is about money. Everything is driven by money and making money for the players making money for the teams, the owners and all that the TV contracts in Europe and just overseas in general. The whole purpose of these sporting clubs, all the sports is for the pride of the country or pride. of the town you play for. That's really what it's about. But a lot of people don't know is that overseas, on our case speaking in other sports, but in basketball, many of the teams aren't even profitable. They either break even, or they lose money every year, but because of their sponsors, and the deep pockets of ownership, they're okay with breaking even or losing money because the owners or the sponsors have so much pride for the team or the town or the country, that they're willing to do that just to keep the tradition alive, as opposed to in the United States where, you know, with capitalism, everybody's chasing the dollar.



Scot McKay 06:32

I think that's a valid take, and something I haven't really thought through as much as I could have. I'm in my 50s. And when I was a kid, you know, the Baltimore Colts were the pride of Baltimore. And when the team left the town, we took it personally. It was an insult to us. It was like if your wife cheated on you and left you and we didn't love her anymore. So when they went to Indianapolis, we didn't want to acknowledge it. It's like you know, your wife met someone else. Took her new husband's last name. It just hurts. Right? So you know, back in the day, certainly if you think of like Green Bay and places like that you can still see that element of civic pride surrounding the team, obviously. Right. But back in the day, I mean, if you were in Cleveland, you were a Browns fan. And you know, other sports as well. If you're in Cleveland, you're an Indians fan. And nowadays, it seems like you can live in Dallas and wear a Lakers jersey around because you follow LeBron James, whichever team he goes to, because he plays on the team. I'm not sure maybe you can opine on this. But I think that all started with Michael Jordan. All of a sudden, everybody was a bulls fan, because Michael Jordan was so transcendent. It seems like that's where it started.



Dre Baldwin 07:46

That's a good point. I hadn't thought of it that way. But you're probably right. And I'll tell you why. That we don't have the sports monogamy. I think it's kind of what you were describing.



Scot McKay 07:54

I love it. Yeah,



Dre Baldwin 07:55

not too much. monogamy when it comes to sports things at least for some people



Scot McKay 07:59

were slots. Aren't we? Yeah,



Dre Baldwin 08:01

right, exactly. There are some people certain teams you would say, New Yorkers when it comes to the Yankees or if you're from Queens, you got the Mets you got Knicks fans like Spike Lee. In Miami you could say maybe the Miami Dolphins not necessarily the basketball team he they haven't been even around as long but it seemed like the dolphins or Dallas Cowboys fans and Green Bay is a great it's probably the best example I can think of off the top of my head and American sports or even a Boston teams the Patriots, the Bruins, the whose other team the Red Sox, but with Michael Jordan, the reason why it is with Jordan is because another thing with Mike is that he started the the marketability of the individual before mine. In sports marketing, it was all about the T this even the sneakers, no individual player had their name on a sneaker or the sneaker was named after that person until Jordan. So when that happened with Michael Jordan, every athlete out there and every fan out there notice Oh, we can just mark it ourselves individually. person doesn't have to be about the group think it has to be about me. And the thing is that has led to so much No, me too that we get nowadays or look at me rather not me too. But who look at me. That's a different conversation. Yeah, two different two different topics. So it led to a whole lot of look at me when it comes to sports these days. And the thing that a lot of people misconstrued about Mike, and I've told this to my audience, that even though Michael Jordan is one who opened the door to that individual wisdom, solo act stuff when it comes to marketing yourself, and you could say that even extended outside of sports, Michael, only had that happen because he was so great at raising the

level of his team. He was never focused on getting individual attention. It just happened organically because he was so great. But what happened in the wake of Michael Jordan is a lot of athletes trying to manufacture that individual attention and not reasonable other teams at the same time. So they wanted Michael's results, but they weren't willing to do all the things that he Did in order to get that result they basically wanted to, they were basically eating the icing without baking the cake. But Mike, he did that, but his happen again naturally not because he was trying to make it happen.



Scot McKay 10:10

You know, this is a fascinating conversation and there's so many different directions to take it. You know, thinking back as you're talking, first of all, the Bostonians still have that civic pride. I got to add it to this. Yeah, for sure. But if you go back to the Dallas Cowboys branding themselves as quote, unquote, America's team, that may have been the groundbreaking effort, and I'm going to choose my words here carefully at trying to transcend a metro area with the popularity of a team, and largely it was met with utter disgust by fans of other teams in other metro areas. Most people who aren't from Dallas or from Texas can't stand the Cowboys because, you know, don't try to tell us you're our team. My team is you know, the Patriots or the Colts are The Raiders, not your stupid team. Screw you guys. And yet, really the Dallas Cowboys are the first ones I know of who really tried to break that barrier. And it was perceived as so arrogant yet nowadays. You know, it's all about the individual, like you said. And that helped those teams in many ways. Even though the individuals were seeking to find more favor, more fame or attention, more of the spotlight for their own selves. It really did help some of those teams, especially in bigger areas who can afford those all stars, to sell more jerseys get more fans outside of their own metro area, and indeed outside the country. I mean, look at the phenomenon. The NBA is overseas in nations like China and stuff now. It really is what catalyzed tremendous global growth of the sport that used to be very provincial. I also thought about Joe Namath in the early 70s. And this is you know, what before your time, I'm sure he tried to draw attention to himself. And it really didn't work as well as Michael Jordan



Dre Baldwin 12:10

is harder to football football is to team based and main difference between football and basketball is Joe Namath was the quarterback. So there's only so many things you can do as a quarterback, even though I do believe quarterback is probably the most important position in all professional sports. As far as team sports go, you're still limited in what you can do. You can't block you can't play defense, you don't kick the field goals. But in

basketball, every player can do every function. Anything needs to be done in the court. Any one of the five players can do it, you can dribble you to shoot pass, grab a rebound, dunk the ball, whereas in football, everybody has an assigned role and most players only playing at most 50% of the game. So it's harder to make yourself that individual in football as it is in basketball even though these days and I guess even back to the 70s like you said was your name and players keep trying but none of them ever going to do it the way a basketball player can do it? The game is not set up for them to do that.



Scot McKay 13:04

I think that's a valid point. And I also think in terms of team sports, Nemeth was too far ahead of his time the world wasn't ready for it. Mass Media wasn't up to it. Also, Nemeth was probably a little needy and too much of an attention seeker visa fee, his actual real talent. I mean,



Dre Baldwin 13:19

he was trying to work.



Scot McKay 13:20

Yeah, exactly. Now, from an individual sports level, I think it's been much more of an open playing field for finding that individuality and that personal fame. I mean, the first thing that will come to mind for all of us is Ali. I mean, Muhammad Ali was a phenomenon because of who he was not only what he did in the ring, and that ability to be a self promoter and be so out there and so self confident and still have people love you for it. No one has equaled that. But certainly if you're a boxer or a tennis player or a golfer like tiger, even a gymnast, or any kind of Olympian, if it's not a team sport, then the world has always seemed to embrace the superstar potential of that one person doing the individual sport, certainly Lance Armstrong to a degree before his fall from grace there. And what all these people have in common getting back to Michael Jordan is that they were at the top of their game. What they did on the field spoke for itself. And then, you know, that individualism, that marketability and the capitalization on that marketability, when done right arose from that. And perhaps coincidentally, Trey. I believe Michael Jordan himself was the one who made the idea popular of working on your game, when you're actually at the top of it mean when you're the greatest when you're the best at what you do. That's not the time to rest and hope for the best. Jordan was famous for being the world's greatest basketball player and still walking into the gym after everybody else had left and gone home to get a beer and shooting 500 more three pointers



Dre Baldwin 15:00

Yeah, Michael set that standard and the docu series that came out in spring 2020. Helps submit that for the people who saw it the first time and people who read the books, and then also for the new generation of people who only know Jordan from the sneakers in the crime mean that had been going around. Right? Yeah, he definitely did set that standard of in at the top, and then continuing to put the work in as if you weren't the person at the top. But at the same time, again, like I mentioned earlier, he wasn't doing it for the attention these days with social media, who knows what Michael Jordan would be if he was around now, but a lot of times I see athletes, especially in a sport like basketball, which is the one I follow the closest it seems like they're doing it yes for the effort and to get better, but at the same time, hey, let me make sure my followers know that I'm doing it let me make sure the media knows about this. Let me make sure I get some attention and make some content out of this and that the art of it goes away when it looks like you're trying too hard. That's the that's the part of it that I wish Hopefully, some athlete comes along and brings that back. I think there are some people who have the potential, but we'll see. We haven't seen any more. Well, Mike's charisma. That's the thing that they haven't quite had yet.



Scot McKay 16:10

Yeah, indeed. I think Michael Jordan absolutely had a charisma, a quiet charisma. Exactly not an in your face. Muhammad Ali ask charisma, but charisma nonetheless. And back here in the present day, you do see plenty of evidence that Yeah, you know, your talents on the field matters and building your star power, but it's also how you handle yourself how you conduct yourself. How does a Kobe Bryant gets to be more TV commercials, and have his face be more part of the public site guys, then a contemporary who's just as good at basketball like Tim Duncan, who wasn't very charismatic a human being and didn't really go for the limelight, if anything, quite the opposite. And you see the public perception of both of those players. I don't think people dislike Tim Duncan or think he's a jerk or anything. But certainly more attention is given to Kobe in his career. You know, notwithstanding that, even before the tragedy of his helicopter accident, Kobe was much bigger deal than Tim Duncan. And it wasn't simply because he played in Los Angeles. It was about what you're talking about. And nowadays, look at the difference between say, LeBron and kawhi. Same thing, isn't it?



Dre Baldwin 17:27

It is very similar. And the thing about Kobe Bryant is, he had that Kobe Bryant had that flair, he just had that confidence. He had this, this self assuredness this caulk shore

attitude, but at the same time, he backed it up with his performance, he was actually good enough to carry himself that would, and Tim Duncan probably had that same energy internally. He just didn't show it. One thing that we do have to mention when we talk about marketing, especially in basketball is it's much easier to market a shorter guy like Coby who's around 6'6" push the button. Right or Steph Curry looks like a regular guy who works at Walmart, right? You just seen him on TV. And Kobe is a little bit more stature than that. But they the average person can relate to Steph Curry better than they can relate to a seven foot guy like Tim Duncan, most people aren't seven feet tall. So with Coby, you definitely have to factor that in when you compare him to Tim Duncan. And as far as LeBron and Kawhi. They're pretty close to the same size. LeBron is a guy who, again, he his performance is not to be questioned. But I think LeBron also is very cognizant of the marketing opportunities in front of him every time he does anything. He does not shy away from a microphone. He doesn't shy away from drawing attention to what he's doing. Now. He's a great performer. So again, it can't be questioned. But at the same time, sometimes Brian says and does things that is clear that he wants to make sure everybody sees it. Whereas Mike didn't have that need, and neither the Kobe and that's the one thing that whenever you hear the Michael Kobe LeBron debate is one thing that people sometimes use against LeBron, and he's trying a little bit too hard to play to the crowd as opposed to just doing his job and being so great at it that it speaks for itself.



Scot McKay 19:09

Whereas a Kawhi Leonard, on the opposite end of the spectrum is completely avoiding the microphone.



Dre Baldwin 19:15

Yeah, I mean, nobody sounds like,



Scot McKay 19:17

exactly. Right. So here we are, you're finished your basketball career, obviously, you're still a geek for the game. And what you're doing is you're helping folks be at the top of their game to work on their game, you're still using that analogy of sports to help people in the self help realm to be the best they can be. What caused you to decide, hey, this is what I need to be doing post basketball career. This is where I want to be. This is where my



Dre Baldwin 19:44

heart is in great question. where that came from was just to take you back in the story and 2005 when I started my pro career, I gone to this event called an exposure camp. For those who don't know what that is. It's basically a job fair, but it's for athletes and then exposure camp instead. Walking around shaking hands and talking about what you can do. You actually bring your sneakers and your gear and you perform you play, you and a bunch of other players who all want to play pro basketball are all playing against each other and with each other, and in the audience is not just random fans, audiences, forward decision makers. These are the coaches and scouts, agents, managers and team owners from around the world who had the power to sign you to a contract. So this is basically a basically a meat market. And what makes it a meat market is because basketball is a team sport. But everybody on your team at an exposure camp is that everybody's trying to get seen and look good. That doesn't really work in basketball, everyone's trying to get their personal shine, but you're on the same team, you have some conflicts of interest. So you really have to learn again it's like the art of not looking like you're being selfless, but at the same time being selfish because if you go there and you play, quote unquote team basketball, you're gonna leave after the weekend. Nobody's gonna remember that you were even there and your opportunities missed. So at that exposure camp, long story short, I play Pretty well, I got good. A good scouting report and I got the footage from that event. And that footage was on this thing called a VHS tape was I'm sure some of your audience remembers



Scot McKay 21:11

something that came out shortly after Betamax which nobody remembers.



Dre Baldwin 21:14

Yeah, I don't remember beta but I do remember VHS so I took that VHS tape got to put on a data CD put on his brand new website that I just heard of where you could put up video for free as much as you want. It was called youtube.com. So I started my brand online before we were calling it a brand before we use it phrases like content and social media or influencer. I put that video on YouTube people started watching it. So I just kept going to the gym, bringing my little hundred dollar camera just before we had cameras on the phones. And I was just recording myself working out and I just start putting those videos on YouTube sporadically. Eventually I start doing it every day around 2009 and it was around that time that players used to ask me Scott well, Drake, can you make a program for me? Can you make one for me? Can you make one for me? And I would I always say no, because Mind you, I'm not an I'm not an online influencer, it wasn't my job. We weren't even calling it that. And I'm still a professional basketball player full time. So I was putting

the videos out just to help players out because I saw I could pay it forward that way. But it wasn't like this was a business plan. This was right when Google started allowing you run ads on videos. Believe it or not, those of you who don't know there was a time when you could watch 10 videos on YouTube and not see one advertisement. This is right when Google started doing it. So I finally got the idea to create a product, a program where I would just take some videos in mind that I had already made, write a description of them give a name to the movement. And so players are this is why you're doing it. This is how you do it in words, his video demonstration, here's how often to do it. Do 100 dribbles with the right hand, hundreds of fans stuff like that. And I sold these products for \$4 and 99 cents. And that's how I became an entrepreneur. This is still in the middle of my pro basketball career. And while doing that for a little while, I call this program the hoop handbook. Its meaning basketball hoop handbook. So about a year after I started selling those programs, I started doing these actually at the same time I started making these videos every Monday on YouTube. I'm I'm putting a video out every day basketball drills. But on Monday, I will make this video called the weekly motivation. And the reason I made that video is because players will start asking me Dre because they know a little bit about my story because I will reply to their comments and I'll make a video every now and then just talking about my background because players want to know who the hell it was this guy who's talking who's making all the basketball jersey looks like he can play but we never heard. So I would explain a little bit of my background so players would ask me, Dre, What kept you showing up and working on your game, even after you got cut from your high school team three years in a row? Or what keeps you showing up to work on your game every day? Now? You're a pro basketball player, you say you are but here you are an empty gym in Miami just working by yourself. You have a job? Why do you keep practicing? Or Dre you know, I practice like you practice but then I get in the game. And I don't do all the stuff that I was doing in practice. How do you have confidence? So I started talking about these things. These just sound bites not even sound bites but principles rather from the mental game that I have learned along the way. And I called it the weekly motivation. So one day a commentator said Dre, while you're making all these programs, calling them the hoop Handbook, why don't you make a mental handbook? So I wrote a book called The mental handbook. That wasn't my first book. My first book was actually called by again, which is a euphemism for gets some skills that one of my middle school classmates had told me when I asked him for some basketball advice. And that is how I got into talking about the mental side of things. And also through those weekly motivation videos just got, I would get comments and messages from people who say, Dre, I'm not even a basketball player. But I came across your videos and I want to let you know that the stuff you talk about is relevant even to people who don't play sports. So that planted the seed in my mind that are when I'm done with basketball. I will still have an audience of people who want to hear me talk about this mental stuff. So when I can't dunk a basketball anymore or jump 40 inches in the air anymore. I will Still have relevance

to an audience of people who want to learn that mental side of life and how to get to their best version even if they're not dribbling the ball.



Scot McKay 25:08

I'm reminded of the old school book the inner game of tennis, which was have



Dre Baldwin 25:12

that one I haven't read it yet, but a lot of great things,



Scot McKay 25:16

which was ostensibly about tennis, but really is about confidence and getting your act together and being mentally prepared. Yeah, good stuff, man. So nowadays, when people come to you, obviously you still like to talk about basketball. I'm sure you're still helping basketball players go from good to great. But what would you say to these guys who are listening who perhaps aren't into basketball at all? I mean, you know, let's be realistic here. I am not designed personally to play basketball. I'm too short and all that stuff guys know this. I I'm not wired at all to play basketball. That's not something I'm going to be good at by design. And the opposite of you. is a matter of fact, on this show, I say self deprecating things in the context of confidence, like you know, put me in front of a stadium full of people and talk to them about dating advice. And I can do that without any butterflies in my stomach whatsoever. But don't ever expect me to be the backup point guard for the San Antonio Spurs because I'm not going to be good at that. And having the wherewithal in one's mind to know what your limitations are Realistically speaking in terms of what you would be good at what you're gifted at, etc, I'm sure it's all part of what you do. But for these guys who may not be basketball players, what kinds of input Do you give them? How can we all move towards being at the pinnacle of our own respective games? Regardless of what that game is? Right?



Dre Baldwin 26:32

In? Great question, or what I would tell people first of all, is that the whole philosophy that I work with nowadays and teach is called work on your game is about taking the same mental game tools that are necessary to get into the top 1% in the sports world, and how you can apply those same principles in your business in your everyday life. Or if we got any weekend warriors listen to this, how you can apply in sports. So those four principles the four key principles of working your game are number one discipline, showing up every

single day to do the work, confidence, putting yourself out there boldly and authentically mental toughness continuing to show up doing the work putting yourself out there, even when the success you've expected to achieve is yet to be achieved. And fourth is personal initiative going and making things happen instead of waiting for things to happen. So I take these principles and break these down again, we can get really granular on this stuff, when it comes to interpersonal relationships when it comes to dealing with other people when it comes to selling yourself. When it comes to finding yourself a mentor when it comes to being a mentor when it comes to being a student and a teacher at the same time, especially if you're going to be online, you need to be taking in information you also need to be given it out. So I talk about these. I use these principles and this framework from all different angles, which is why I work with business professionals, people who work at fortune 500 companies, I still work with athletes not as a personal trainer, but as more of a person they can talk to more on mindset and just stay in professional Even when things aren't going quite so right in their careers, entrepreneurs, people who are running small businesses, freelancers, people who want to be somebody like you, Scott, or they want to be somebody like me and build their own brand and have an audience, but they're not quite sure how to do it, when to do it, how to get started. And students, parents, teachers, athletes, people from all different audiences kind of like very diverse mix, similar to what you have here, Scott, or looking to get that knowledge and get that game, so to speak from it.



Scot McKay 28:30

Yeah, those four factors you mentioned are pretty much the four pillars of being a badass, if you ask me, you know, you talk about personal toughness, which we call grit around here, that ability to withstand obstacles that are thrown at you the ability to fall down, scuff your knee, get up, brush yourself off and go back and try again. Those things are very important. But what's been conspicuously absent from this entire conversation thus far, Dre is talking about how that applies to our relationships with women. And I see a lot of guys Who would love to have a great woman in their life but they either don't know where to start or they don't trust their ability to succeed with women, or they've already envisioned their own failure and not to belabor it. But another thing that Michael Jordan was known for was practicing positive visualization. In other words, when he went into the gym and started practicing three pointers, rather than picturing himself failing and missing the shot and avoiding humiliation, frustration and loss every time he took a shot, he pictured it being that final buzzer beating shot that would take down the Lakers. He pictured himself winning. I see lots of really high IQ guys suffer from this analysis paralysis where they start thinking and analyzing themselves into oblivion. In those situations. I think it's human nature drais for natural entropy to take hold. We naturally start degenerating into negative thoughts like how man if I asked this woman out What if she

rejects me in front of all my friends? Then I get laughed at then. I'm the butt of all their jokes, and then the woman herself will start pointing at me and laughing. And next thing you know, these guys have basically destroyed themselves before they've even given themselves a chance. And that's an unfortunate element of human nature, isn't it? How do you help guys overcome that negative visualization and see themselves as even having the ability to get to the top of their game? And what else would you tell them?

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Dre Baldwin 30:24

Excellent question. So let's break this down. We'll use all these principles from this work on your game philosophy. First one, let's just start with confidence. Confidence is your willingness to put yourself out there boldly and authentically. And I'll tell you something that hurt Aegis elbow, he was on the cover of some magazine, as you know, like the sexiest man in the world or whatever they were calling him at the time. And the interviewer asked him, Hey, what is your know, how did you deal with women, you see a woman you're interested in? How do you approach her? What advice would you give to men who want to be able to talk to women the way that they envisioned you could talk to women, one of the things that he said was I actually I'll tell you what he said in a moment. Before we get to that when it comes to confidence. I did a TED talk actually on this exact topic. People say, well Jerry I get the whole thing about confidence is it's a belief that you can do something. But what if you've never done something before? How can you become confident? Well, one principle that has been thrown around for years it's called fake it till you make it. And one of the things that I feel about fake it till you make it hopefully you agree with this guy is that it's not actually a real thing. Because if you're faking it, then you're pretending once you decide that you're going to be something other than what you then you're not faking, you are actually being this is a real thing you are living it. So it's not a pretend thing. It's not a practice thing. It's not a fake it till you make it, it's you decided that you are going to be a different individual. And what you would do at that point is you would assume the energies you would assume the posture, you would assume the body language, you would assume the tonality, the everything of the type of person that you see yourself becoming. I believe it was Stephen Covey in his seven habits of highly successful people he did. He had an exercise on this, that I remember reading that book, probably around age 18 that I use, and it did actually work just visiting the person, you want to be just how that person walks, talks, acts and things not about anything that you've done, not about any specific accomplishments to accomplish, but just the way that you carry yourself as a person, which anybody can do anytime that you want. So once you assume that stamp of confidence, the next thing is the personal initiative. So we go back to ageless elbow. And he said, when you see a woman that you're attracted to, the worst thing that a man can do, is start thinking about what to do. Because when you see the woman she sees you are at that moment is kind of like the it's kind of like when you drive

into a parking garage, that's your home. I live in a condo, so there's a parking garage, and the little tag that you have on your window opens the garage, but the gate only opens for one car for a certain amount of time. And as soon as that car goes through the sensor closes the gate back is the exact same way when you see a woman you're interested in. You go to Whole Foods, and you see her and she sees you, okay? navigate is now you only got a certain amount of time to drive your car through that gate before the gate closes again because as soon as she realizes that You're overthinking it, that you're not confident and that you're not going to approach because in our society to want to use it expects the man to approach. As soon as you miss that opportunity, the gate closes, she doesn't see you the same way. I mean, you're still the same attractive guy. But she doesn't see you the same way because you didn't have the balls to walk up to her and say something. And what he says is, you see what you're interested in and just put your balls on the table and say whatever comes to mind, and it's not even what you say. It's how you say it. And the fact that you had the confidence to approach her that is going to impress the woman is not even the actual words. because believe it or not, a lot of times the woman is just as nervous as you are because she doesn't know you and she doesn't know how you are going to perceive her either. So that's the personal initiative and going in just stepping right into it. The third thing And this could even be the first thing depending on how you want to do it is a discipline. I tell people all the time, discipline creates confidence. If you want to build confidence in yourself, one thing you can start doing is be discipline. The discipline is in cleaning up your house, making sure the desk in your office isn't making your bed every day doesn't have to be those things. It could be whatever you want it to be making sure that you put on a clean clothes, a pressed shirt, looking like you have somewhere to be even if you don't have anywhere to be. It's just the disciplines that you have in your life, going to the gym every day drinking a certain amount of water, stop eating candy, stop watching garbage TV shows and aren't doing anything for you, the disciplines that you build, they are things that will help you personally but that kind of energy emanates out from within you, when you walk past a person in the street or you just assess a person because we know that 90% of communication is nonverbal. We make inferences about people that without ever even speaking to them just by the way they walk and talk and carry themselves and the level of discipline that you have within you will show not verbally to other people, even if you never say a word to that person, and people can read these things coming off you all the time. So the more discipline you can build into your life, the more confident you will be because it's coming from a place that is real. And a woman can sense that in a man from thousand miles away. So when you walk up to a woman and approach again, by the time you open your mouth and start speaking, our she's already made 90% of her mind up, whether she's gonna be interested or not only thing she's thinking about at that point, is how she's going to get rid of you, or what she's going to give to you. Whether you're asking for an email address, an Instagram name, or phone number or a date, whatever is going to be she's figuring out what she's

gonna say back to you, but she already knows what there's going to be a yes or no. And as far as the mental toughness goes, not everyone is going to be interested in you. Everything is not for everybody. And everybody is not for everything and everyone is not for everyone. So if a woman is not interested in you, that's all right. You can just move on to the next one. I know that's kind of trite, but That's really what it is. There are 7 billion people on this planet, let's just assume that half of them are women. And if you don't believe that there are plenty of other women out there in the world, this just go on Instagram, go to the Explore tab, and just start looking are there plenty of them. So if you miss one, there'll be another one that you can catch or look for talk to every hour on our, you know,



Scot McKay 36:20

I agree with absolutely everything you just said, and you're on one hell of a riff there. That was great. It is so absolutely true, that there are plenty of women out there. And if one of them doesn't like you, she's not speaking on behalf of the entire female gender. And one thing I would add to that, because a lot of the things you just mentioned, Dre and deed are pillars of this podcast, you know, like, for example, most people won't engage in self help because they're afraid of looking fake. And so they don't even try it all when in reality just as precisely as you said it. Once you decide you want to be a better person, that better within you is the authentic version of you, you're simply changing the habits to get to that place. It's not about faking it till you make it. It's about becoming better with intent and with purpose. So I love everything about that. And all of the dynamics you mentioned, about getting out of our own way and simply walking up and meeting a woman without any regard for what the perfect thing to say is not looking for a pickup line, not fearing rejection. All of that is so true. And one original thought I can add to that visa fee what's been talked about time and time again on the show is it's amazing to me how it often doesn't make a lick of logical sense whether a woman decides to like you or not, because it's not a decision. I've had women who had no business being attracted to me at all, in my own mind just absolutely fallen all over me. Like weirdly, and I've had women who, in every conceivable way seem perfect for me. I mean, she would look so cute with me. We have a similar personality she dresses the way I do, I mean, we're gonna get along incredibly well just not want any of me, you know, get away from me, it doesn't make any sense. And the beauty of that is every one of us is an individual, male and female. We have our own tastes, we have our own preferences. We like what we like, we don't like what we don't like. Maybe I remind a certain woman of someone she doesn't like maybe I look like her brother or something who knows she has her own reasons for not necessarily favoring me that probably, in fact, don't have anything to do with me personally. Therefore, I shouldn't take it personally. And it just simply is what it is. And I think that's an incredible way to look at it. So yeah, the mental toughness comes into play, just like you said, I'm going to

talk to women. See if I like them or not first, you know, there's that confidence again. I am the prize. I The one who calls the shots here, as far as interest are disinterested first. Now, of course, she thinks independently, she can like me or not. But you know, that's a second piece of the puzzle, not the only piece of the puzzle. So when she decides, hey, you know, we're getting along, a lot of times that will be in tandem with me deciding we get along also. And that's the beauty of life that, you know, often that works out. But sometimes there are going to be these unexplainable situations, and you just got to get over yourself. And I've always kind of thought of it as an extreme sport tray. You know, it's the times you wipe out surfing that make those incredible epic wave rides all that much sweeter. And so there'll be times you crash and burn. There'll be times where you experience great glory and victory and that's what makes life fun. And ultimately, you meet a few women who like you, and once you have those few Bonanzas of hot women who think you're great going on in your life, those women love you. It kind of takes the sting off that fourth or Fifth woman who decides maybe, you know, not so much she doesn't like you. So I love everything you just said. And I want to point these guys to a book of yours called the mirror of motivation, which they can get for free just by paying shipping, when they go to a special URL that I've set up, which is mountaintop podcast, calm front slash Dre. And I'm also going to add Dre Baldwin's book work on your game, which you can get on Amazon to my Amazon influencer page right there at the top of the queue. So you can grab a copy of that along with some other reading material from former guests that we've had on the show while you're at it. And to get your hands on that book work on your game and perhaps some others go to mountaintop podcast.com front slash Amazon AMAZ o n. Dre Baldwin, Dre all day, man, what a pleasure talking to you what a great conversation that went in. Unexpected directions as often happens on this show, but it certainly was a lot of fun and you know your stuff in your helmet guy. Thanks for dropping by and sharing your wisdom with this man.



Dre Baldwin 40:58

Absolutely. Scott. I had a great time. Hopefully we can come back and do it again, I think is a lot of stuff we didn't cover.



Scot McKay 41:03

Yeah, man. This is one of those conversations that can go on and on and on. And there's always plenty of material especially when you're talking about working on your game and being at the top of it. That can take so many different forms. So yeah, man. Absolutely. And guys, if you have not yet been to mountaintop podcast comm just yet, go there, click on the red button in the upper right hand corner and talk to me for free for 25 minutes, we

can talk about going from good to great how to get better women in your life, how to get a leg up in your career, how to have more adventure, and basically be the best man you can be. It's all there for you at mountain top podcast calm along with other surprises like show notes, pictures of our guests, free downloads, and you can also get on my newsletter if you're not there already and get real actionable advice you can use every day at mountain top podcast calm. I also invite you to visit our sponsors. Hey, listen guys. COVID-19 is still going on the guys at origin main Make the absolute best d3 supplement that you can get the prices right they will send it directly to your door You don't even have to go shopping for it. It's all natural. It's a high concentration and it works. I've been taking d3 and d3 is a known protection from getting COVID-19 so go to mountain top podcast calm front slash origin o ri gi n and get to some and also take a good look at the factory jeans and those bison boots like I wear around every chance I can get. Like I've told you guys before I kid you not I think love is baked into every pair of jeans and every pair of boots they make over there you will not find better jeans or better boots to wear out in the town that make you look stylish while still staying functional anywhere. Mountain Top podcast comm front slash origin and until I talk to you guys again real soon This is Scott McKay from x&y communications in San Antonio, Texas. Be good out there

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