

# mtp268

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## SPEAKERS

Edroy Odem, Leslie Ehm, Scot McKay



Edroy Odem 00:04

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



Scot McKay 00:17

All right, gentlemen, welcome to yet another episode of the world famous mountaintop podcast. My name is Scot McKay at Scot McKay on both clubhouse and Twitter real Scot McKay on Instagram, you can search Scot McKay on YouTube to find all the video goodies. The website, as always is mountain top podcast calm and I invite you to join our group of like minded man on Facebook at the mountaintop summit. But you guys know all that let's get to the meat potatoes of today's show. As I often like to say, I have a new friend you guys are going to like her immediately as I did her name is Leslie am and she's from Canada. And she has written a really cool book with a title that I think is going to hit home for so many of us. It is called swagger. Unleash everything you are become everything you want. And the topic today is not only going to be well swagger itself, but also what's the difference between swagger and say, confidence and arrogance and other really triggering words like that, that we often use to describe people who feel pretty good about themselves and may have various degrees of impact on other people by how they present themselves in that light. So without anything further, welcome to the show, Leslie, it's a pleasure to have you on.



Leslie Ehm 01:32

Oh, thank you for having me. Oh, we already are having a ton of fun. Yeah, we missed out on the precursor to this the pre gossan



Scot McKay 01:38

Yo, yeah, we talked about all kinds of things we're gonna have to get to on the show. The first thing that you talk about in terms of swagger is that this unleashes everything you are to become everything you want. So I guess you know, Leslie, you need to define your version of swagger for us as you see it.



Leslie Ehm 02:01

Yeah, when you hear the when you hear the word swagger, you usually think of this arrogant show walking peacocking in your face kind of jam, you know, like the pants, low on the hips, and the gold chains and the attitude and all that kind of stuff. That is not the kind of sweater I'm talking about. That is old swagger, bad swagger. I redefined swagger as the ability to manifest who you really are. And hold on to it in the face of all of that psychological crap that's going to come for, regardless of the situation or environment. So it means you got one face one truth, one heart, and you show up with that no matter who you're with, no matter what's going on around you. And no matter what challenges you're facing, probably most importantly, you know that you are able to hold on to that no matter what.



Scot McKay 02:44

I love it. I think that's a beautiful definition. And I'll tell you why. You're talking about power. You're talking about how you present yourself. And that's coming from a foundational elements of knowing who the hell you are and having identity because if you don't know who you are, you're not gonna have a whole lot of confidence, or swagger about what your place in this world is and how you're supposed to present yourself. Right?



Leslie Ehm 03:10

Yeah, it's also unshakable, because it's you, it's who you are. swagger is much more about self acceptance, than it is about actively seeking that sense of self assuredness, because that comes that's inevitable. When you accept yourself. And you say, Actually, I'm all good. You know, if you're if your intention in this life is clear, and your intention is to not be an asshole, and you're just muddling through life, like the rest of us, you're all good to go.

And all of the all the things that make you special and magical and unique, all of those things that you might consider to be idiosyncrasies or weird things about your little special, that's what makes you super powerful. Because only you have this combination of stuff. You know, like, That's the beautiful thing. So the power, all that power lies within you. And if you accept that, no one can take it away from you. People can come for you, but you just go Hey, you do you boo. And I'm going to do me, it's all good.



Scot McKay 04:15

Okay, so a lot of guys are probably saying to themselves, well, if I only knew, you know, this McKay guy and his guests on mountaintop podcast, talk a lot about finding purpose and knowing what my abilities are and going about life with a sober judgment of what my true aptitude is compared to those things I probably shouldn't be doing. But you know, that's a lot to sort out before I get to this elusive state of swagger. Right? So what I hear you saying is, it all starts with knowing thyself, even at the personality level? I mean, what kind of sense of humor do I have? What kind of quirks do I have? What makes me unique, what makes me different than other people and instead of trying to change All those things do fit in, you know, like sheep, we should celebrate those things. And well, for lack of a better way to put it milk them to their total potential, right?



Leslie Ehm 05:11

Yeah, I mean, I think I think there is, the quest for the true self is eternal. So let's just put that on the back burner, because that's it. That's huge.



Scot McKay 05:19

Yeah, that's a different show.



Leslie Ehm 05:20

Let's just think about, you know, when we talk about authenticity, think about it. In really simple terms, it is no more complicated than whether what you say and do aligns with what you think and feel, you know, if you are aligned in your actions and your thoughts and your words, that makes you authentic, and not everybody is going to dig it. And that's okay. That's why we have to bring intention into it. You know, back into it, I think it's really important. There are three elements to driving your swagger into this world, and they are truth, intention, and self belief. And the reason that truth has to go with intention is because it is the thing that keeps you in check from being an asshole, you got to ask

yourself, what am I trying to accomplish here with these with these words, or with these deeds? You know, do I do I want to am I trying to actively offend people? Or have I inadvertently accidentally offended people, and if you have, it's okay, life goes on, you know, it's okay to say my bad or not my bad if you don't believe that what you said or did was truly offensive, because everyone's level of tolerance is different. And we cannot be for everyone in this life. And so often, when we try to be for everyone, we end up vanilla in ourselves to the point of absolutely banal assimilation, and then we stand for nothing. We're not for anybody, people just overlook us, and stuff. And nobody wants that people want to be seen and accepted and respected for who they really are. Because if you're pretending to be someone or something that you're not, and people give you love and respect, you're going to be asking yourself all the time. Wait a second, is it really me that they love was back? Or is it just this avatar, this persona that I'm that I'm projecting? And is that really worth it? Is that legitimate? You know, I know for myself, personally, I would rather be loved and accepted for who I really am by a set number of people than to be loved and accepted by millions based on someone or something that I'm not that that would be my personal choice.



Scot McKay 07:32

I remember one time I got hate mail from someone. And these days, I usually don't respond to it. I knew this person and they knew me. So I responded with coming from you, I'll take that as a compliment. Because this person believes so differently than me, that I wouldn't have expected anything less than for them to vehemently dislike and be militantly against what I was for. So I'm doing something right. In my own mind, if this person is against what I'm doing, as you were talking nicely, you know, I was thinking for all those poor bastards out there who are trying to fit in with everybody and make everybody like them, the more influence they managed to achieve, if they somehow clo up the social ladder and get people on their side, the more they're going to realize just how impossible it is to get everybody to like you. If you have like three people in the entire world, you know, and they all like you, it might be easy to think, Hey, this little tiny echo chamber that built I don't how much of an echo, there isn't a chamber for people. But you know, for the purpose of illustration, if we all agree, it would be easy to load ourselves into a sense of security and that, hey, the whole world must think the same way the four of us do after all, the four of us agree, yeah, well try building a mailing list of about 65,000 people. And you're going to realize there are a whole lot of people out there who don't like you simply because you believe what you believe. I've marveled at how certain famous people who put themselves in a firestorm of controversy can wake up in the morning and hold their head up high, versus really just shriveling into a fetal position at the foot of the bed sucking their thumb. Obviously, anybody in American politics has got to have this kind of swagger, or you're talking about because literally half the country thinks they're awful.

And the other half of the country thinks they're going to save everybody, which is got to be some kind of roller coaster to ride. So the degree of influence and deed, I don't know how much of a lightning rod your stated purpose, or what you're about tends to be all that acts in combination to really require that your swagger become more and more ironclad as you build upon it. Right.



Leslie Ehm 09:49

Yeah, I mean, I you know, listen, when we talk about about politicians, again, I go back to intention, you know, if the intention is to truly serve the collective and the greater good Then that is part of what protects them. For the rest of the people who don't have that kind of intention, and they're, they're really functioning more on the power of, you know, the craving of the power and the narcissism. They're suffering from the Dunning Kruger effect, you know, where you're on crack, and you believe your own hype, and it's dangerous. I mean, it's truly dangerous. You get to the point where you can't differentiate between your own value in the world that your true value in the world and your own perceived value, plus you lose the ability to make good decisions, because those decisions, by definition, are largely uninformed. But you don't care because they're all that a bag of chips, you know. So I think it's really about it goes back to intention, you know, it is not like for me, I'm sure what I'm saying could be considered polarizing to some people. But I don't really bother myself with that, because I understand that my intention is all about love. I'm here to try and help people feel better in their own skin, to discover their own power, and to be able to operate from a place of self acceptance, because that's the key to happiness when you accept yourself because then the haters come, it doesn't really bother you that much. You know, I mean, I, you know, I've got little haters here and there who have opinions about what I say. And I just smile, because I don't even respond, because it's not necessary to respond to it's like, I'm not for you. Okay, cool, not for you. And the ability to have that that's that unshakeable part. Because when I think about validation, I focus on internal validation first, because I know who I am, I know what I'm trying to accomplish in the world, I'm doing the best that I can, I'm gonna fuck up. Sometimes it's all good. Who Who doesn't, we are perfectly imperfect humans, that's the way it is. I'm gonna do great things sometimes, but I measure it against my own criteria. And that's how I retain my power. As soon as I say to the world, I am in your hands for you to judge me and decide whether I'm good or bad or indifferent. It's like opening up the power buffet, you know, those great buffets that you get at a Chinese food restaurant that's got like the everything that you eat until you want to barf. That's kind of what your power is. And when you when you allow people to come and snack at that power buffet, oh, they will snack. And you won't even necessarily feel it initially, because they'll have one little egg roll one little one time, you know, one little piece of sushi and you're like, Oh, it's not so bad. every comment, they make every every critique, they give you every

underhanded compliment, all that stuff. That's them coming from your power. And you're letting them do it if you were relying on them for any kind of validation. And at some point, they just, they just walk away having like, you know, chow down your power buffet, and you're left feeling less than and feeling empty.



Scot McKay 12:49

There have been multiple times in my 15 plus year tenure as a dating relationship consultant, where I've opened my inbox, and quite literally, right above an email pronouncing how horrible a person I am. And how I should die in a car fire is yet another email that says I've saved their life change them for the better. They found the love of their life specifically because of my work and this glowing testimonial of how wonderful I am. And I've learned to realize both of those people are right, and both of them are wrong. And neither one of them should change my focus as long as I know who the hell I am, what my purpose is, why I'm here, et cetera, et cetera, right? You know, you talked about this Dunning Kruger effect, which we've mentioned on this show, actually a few times just in the past couple of months. And that, of course, is a psychological principle whereby people load themselves into believing they're experts at something that they're really pretty clueless about. And relative to, you know, your local congressmen or senators, this is something that runs rampant roughshod through politics, obviously, and through any realm of celebrity, really, at least in sports. You either know you're good, or you're not because of the scoreboard and the numbers, right? Politics, maybe not so much. But it got me thinking as he talked about how if I listen to all the haters, and let them affect my swagger, I will be just like I said, cowering at the foot of my bed in a fetal position sucking my thumb. But if I shield myself from all my haters, I run the risk of just basking in the glow of everybody loves me and coming to this delusional conclusion that I can do no wrong, and I'm perfect. I walk on water.



Leslie Ehm 14:37

Yeah, but there's a middle ground. Yeah, these are these are real extremes. These are super polar, you know? Yes.



Scot McKay 14:43

But it's amazing how many people succumb to one polar opposite or the other?



Leslie Ehm 14:48

Well, that's because they're all starving for acceptance. That's what leads you to one pole or the other. Right? It is that starvation for validation, that starvation for acceptance that makes you extreme.



Scot McKay 14:59

And that's what it is. The gram is for.



Leslie Ehm 15:01

Yeah, tell me about it. Like, it's just, it's ridiculous, you know, if you if you think about the quality of the relationships that you have, and you don't worry about the quantity of the relationships that you have already, you're far ahead of the game. You know, I would never, ever, ever accept criticism from someone that I didn't respect. It's just not I just don't do it, you know, I'm open to feedback of all forms. But if you want to give me meaningful feedback, you better know something about me, not just have sort of a cursory opinion of me, but you better know something about me so that feedback can be meaningful. So I just don't, I just don't really accept it. You know, if someone says something to me that, you know, someone that I know, and who's got some skin in the game, or someone who's done a long time, or someone who is very unselfish with their thoughts and ideas, if they have something negative to say about something that I'm doing, I will lean in and listen all day long, I will then filter it through, you know, the lens of Okay, what what do i think is valid here? Is there anything that's that's about their perspective, because remember, that when people judge us, they are judging it based on their damage, it is largely nothing to do with us. They're looking at it through a lens of their own damage, their own baggage, their own history, their own perception perspective. And so you have to take that with a massive pinch of salt, it's the equivalent of going into the airport, going up to the baggage carousel, dragging somebody else's baggage off the carousel, Dragon at home, unpacking it, and putting someone else's dirty underwear on your head walking around. That's what happens when you let other people's words and criticisms and crap, become your story, your truth, you know, it's boosted they people don't know anything about what you took to get here. What makes you who you are, or, or what you do, or don't deserve to be or do or say in this world, only you can determine that. And the less we rely on other people's opinion, the better off we are. But that's why you have to check yourself. You have to check yourself. You know, if you if you don't know the difference between being an asshole and not being an asshole, you need to go talk to somebody.



Scot McKay 17:24

Awareness.



Leslie Ehm 17:24

Yeah, you need you need somebody who you trust, who goes you know, every time that you're being an asshole, or you're, you know, you actively, you know, upsetting people, then you pinch me on my arm, you know, whatever kind



Scot McKay 17:37

of aversion Well, that's where a mastermind comes in, you know, people you trust that you're in consortium with, I want to go out and comment on a couple of things that you just said, first of all, this idea of not listening to haters, versus just basking in the glow of people who love you. And finding the balance there, I think is a very important topic for anyone who wants to achieve this wonderful state of swagger where we're comfortable in our own skin, we know our purpose, we know why we're here. We know the right that we do and the wrong that we're trying to avoid. And nobody can really knock us off our game. I love that idea. I think there are some nuances to it that are worth discussing. So here we go. First of all, you mentioned, hey, look, if someone has a criticism, I'll listen to it all day long, as long as they're not someone who just hates me and is trying to crush me, you know, that basically paraphrases what you said, a couple of weeks ago, someone who has decided they don't like me anymore, was very rudely upfront with me about why. And my first human response was to put up a defense. But I realized very quickly, she sort of had a point. So I apologize to her and said, You know, you're right about that. And I'm gonna do better. This was not something that was related to my professional life. So I won't get the details. I mean, I wasn't horrible or evil to anybody, but it was something that I was doing, that I didn't realize was having a negative effect on her and possibly someone else. And I said, you know, you're absolutely right. And I'm going to do better. And then she just proceeded to be mean to me still and tell me why I was horrible person. Otherwise, she took my vulnerability and exploited and at which point I said, Okay, now you can stop being mean to me, I said, I apologize. I'm going to do this. But it's kind of like that old adage. out of the mouth of babes. The truth sometimes comes out, sometimes out of the mouth of people who really have it in for you, you'll hear something that's true, but only I could decide where that resonated. And I had to put aside here you go, ready? Here's that word, the arrogance, of thinking I was better than this woman because she didn't like me so much. And show a little humility and make myself a better person as a direct result, regardless of where the information was coming from. And by the way, that's been a couple of weeks. I had another chance to do better. I did do better. And now I feel like I'm better. going about my business in the regard she was talking about than I used to



be. Now, the other thing is, okay, someone may pull me aside and say, Hey, you know what, you're not doing this very well, I have to be very careful about what that person's motives are, do they want something I have, and they're trying to knock me off my swagger. So they can get it from me in some sort of manipulative sense. I think you know, what I'm talking about. We talked about that on the show before, are they the only one telling me this and they'll say things, you know, kind of NLP ish, like, oh, everybody says, You're this, when they're really the only one saying it. You know, you got to watch out for that. You've got to kind of learn how that brand of manipulation works and fend off against it, and know when you can listen to someone, and when not to. And one of the best ways I've decided, in my own professional life and personal life to know when, or something I need to correct is when I see a pattern of it for more than one person. Like if I get five emails, and people are saying the same thing about my last newsletter, or 10 emails about my last podcast, say, Hey, you know what, McKay, you're doing a pretty good job until this happened. And boy, you should stop that that's killing you. I probably will stop that. You know, even if these people don't necessarily know me personally, or whatever, when I see a pattern, I act on it. And that way, if I approach this from the position of I'm becoming better, I won't feel so attacked. I'll feel like my swagger could actually improve here because I'm going to increase in value to my audience or to people I know. I'm going to be a better man. And that should make me more confident than feel beaten up and defeated. You know what I mean? Absolutely, absolutely. So let's shift gears a little bit. I want to talk about the title of your book swagger. You define swagger earlier. And I was thinking as you talked about what swagger means to you. I've always viewed the word swagger, either correctly or incorrectly as kind of a visual image. Like someone who holds their shoulders back and has that fire in their eye and kind of Cox their head. You know, Swaggers along. swagger is a movement. swagger is a verb. swagger is something you do. There's this this swagger that certain people carry themselves with. That's what I thought. And as you continued, I started realizing this is the perfect answer to people who struggle with the difference between confidence and arrogance, because swagger is an either. swagger is different. swagger is very much related, but still kind of captures a different whole vibe. Leslie, go ahead and tell us the difference between confidence and arrogance. And how swagger kind of solves that equation?



Leslie Ehm 22:58

Well, first of all, swagger manifests completely differently in every individual, because the individual is unique. So there isn't one way to come across with swagger. There isn't one way to manifest it. If you're an extrovert, it might be louder. to more of an introvert, it's going to be more quiet, more self possessed. If you're more intense, if you're geeky, if you're you know, whatever you are, that is how your swagger is going to manifest because it's true to you and for you. So let's not get fixated on the sort of this externalization of

swagger. And it's more about how you feel. And the thing about about confidence versus arrogant is that, you know, people talk about confidence as the Holy Grail. Everybody wants it, we're all going out through it. We're all trying to get it, we think that it's going to be magic when we have it. The problem is that true confidence can only result from true competence. Only when you've done something over and over and over again. And you've proven to your own very resistant brain, that you actually do know what you're talking about. And there is some validation for your skills. Only then do you start to develop confidence because it's unshakable people can come forward and challenge you and say, You don't know how to ride a bike or like, like, Yeah, I do know how to ride a bike because I ride a bike every day. You know, it's like, that's the only way that you can develop that truly unshakable confidence. And it can be about a skill set a mindset, you know, it's something that comes from experience. But the problem is that most people want confidence so badly that they're willing to do the fake it to make it that if I just pretend that I had confidence, eventually I'll get it. But doesn't work that way. Because when you walk around telling everybody you bought you got it. I got it. I'm on and already had the skill set on fantastic. What you do is you actively limit your ability to gain the very competence that you need to develop the true competence because now you can't ask for help. You can't admit to anybody that you aren't, perfectly adapt that you don't have all the skills in place that you don't have all the experience in place yet. Because now you'd be a liar. So that's a recipe for suffering from the imposter syndrome. And you will not get to that place of confidence without moving through that competence to competence paradigm. And you're going to be in hell, because we're going to be waiting for people to find you out. And that is not good for anyone. The other problem too, is that whenever you're trying to stretch yourself, or grow or innovate or take some risks, by definition, you're punted out of that confidence zone, because you're gonna have to move back into the unknown a little bit, you know, to try that new thing, or to stretch your skills or to, you know, go in new directions. And if you're not comfortable in that, you're going to remain paralyzed, you're going to you're going to get to a certain level in your life, and then you're going to stop, because you don't like that feeling of being out of your depth or being uncomfortable. So the thing that we want to focus on is not so much confidence, because confidence comes, it will come it comes to everybody who focuses on competence. What we want to focus on instead in the process is self belief, which is very different. Because self belief is internally driven, and it doesn't rely on confidence. It's just that feeling that unshakable feeling that you have, that you can step off the cliff, and you're not going to die, that bad things are not going to happen to you. Yeah, you might get some bumps and bruises, yeah, there might be an adventure, but you're not going to die. And thus you It gives you the courage to go and do new things, even though you're not super confident yet. That's I think the difference? Well, let



Scot McKay 26:52

me tell you something, you and I are very much on the same page, you have no way of knowing this, what you just gave was a first person rendition of what confidence is and what it's about. But I am on record over and over as defining confidence as the belief in one's own competence. And that's sort of the intersection of what you just said, Okay, I'm good at something. But not only that, I actually believe in my ability to affect something with my competence abilities. And, obviously, as you can imagine, I use this frequently, in the context of men feeling like they're good enough to attract the kind of woman they want in their life, or they're good enough to be the husband, father that they want to be or have relationship readiness like they would like to be. But this goes for all areas of life. And one of the things that comes to mind relative to what you're saying is, it's okay for me to be confident in terms of what I know how to do and what I should be doing what I want to be good at, and what I want to be better at and how I want to affect the world, and not be so confident in other areas where I know I don't have quite the aptitude, or I don't have quite the interest or passion about being good at this. And I think that's very important. And one of the things that goes along with what you said about people who have this swagger, as opposed to mere confidence isn't about getting better. They're open minded towards improving, they don't feel like hey, I've got this figured out, I'm confident I have quote unquote, arrived. This is why people who are already good people who are already talented people who already have aptitude, dare I say people who already have confidence in their abilities, go hire a coach, because it isn't a hopeless situation to them. It's about going from good to great. So I agree with you wholeheartedly.



Leslie Ehm 28:42

But they're also not kidding themselves. They're authenticating themselves about the fact that we all start from a place of, I don't know, shit, every human being starts from a place of, I don't know, shit. And then over time, and over experience, you learn a bunch of stuff, you develop your skills, and so on and so forth. But you got to learn to fall in love with and own where you are in your journey. And not always wish and hope that you were further along, everyone, you people say that to me all the time in my coaching practice. And I just wish I was further along, like further along to what dead



Scot McKay 29:15

while you enjoy the journey, not just hoping for the destination, every.



Leslie Ehm 29:20

And every experience that you have is the foundation on which the next thing you know, sits so you can't you can't just skip over the hard parts. You can't just skip over the learning parts. You can't you don't just arrive fully formed one day and say that's it. I am Superman, and I know all things that I could do all the things that I held to the note, you know, and often the more painful and the more difficult the learning, the better the result. You know, because it really goes in, it really sinks in that really changes you in a meaningful way as opposed to surface stuff. And there is no shame in that. And that's part of it, too. That's why swagger is so much focused on self acceptance.



Scot McKay 29:57

I think that's a meaningful and proper rendition. The wildly popular masculine mantra nowadays of quote unquote, do hard things, becoming a better man, going from good to great. Having the humility that leads to swagger, the savanna confidence, this is hard, it's not so easy to do,



Leslie Ehm 30:16

or hear me say you got to do the work, you got to be prepared to do the work. And if you're not, you could not even just come in here to Chitty chat, you're not gonna accomplish anything, you have to go out and live that truth, you know, and do that work, and try and fail and tested, and see and be real while you're doing it. That is, the secret is to be real. Because when you're real, you are present in your body, you're aware of what's going on around you, when you're full of shit. You're like living in this kind of vague fantasy world, and you're worrying about whether people are going to find you out or whether people are going to accept you or whatever, it's very hard to be present in that. As a result, you learn less,



Scot McKay 30:56

you know what, Leslie, you gotta be a blast to hang out with, you gotta come down to Texas, once this is all over. Or maybe we should go to Canada, you know, and always hanging out, because she must just be a blast. Go baby, I'll keep it real, I promise you. Now, I got two things. First of all, I don't want to let this ship sail without talking about it. But I would love to have a quick lightning round opinion from you about the psychological tendency of people to hang out with people who are like them in a very certain respect and a shoe people who are the opposite. And here's that respect, I'm talking about people who are very blunt, tell it like it is and are just upfront with you, right? versus people who will piss on your leg and tell you it's raining. I think both of those types of people greatly

prefer to hang out with people like themselves, and they can't stand the other kind of person. Would you agree with that?



Leslie Ehm 31:55

I think it depends on the person. I think it's an individual thing. I really have learned in this life, to not work in generalities. Because every single person is unique. And I think we adapt to our circumstances. And we make choices based on a whole bunch of stuff. And I think we change all the time. So I don't know I you know, I have some friends who love me because I'm so direct, and they're not. And I have other friends who love me that I'm direct because they're just as direct as I am. So I you know, and some people who I'm sure hate on me, because I'm so direct.



Scot McKay 32:30

Well, you're in Canada, maybe things are different there.



Leslie Ehm 32:33

You know, I think that it really depends on how you operate in this world. And that's why I go back to intention. If people know your intention, they will forgive you a whole bunch. And if you're not sure if they know your intention, tell them and you can't go my intention here is not to be an asshole and then be an asshole doesn't work that way. Now hold



Scot McKay 32:53

on a sec, you talk about not being an asshole a lot. So it's time to define that asshole is just being rude to people running roughshod over people. Because you don't agree with them or you don't like them?



Leslie Ehm 33:05

No, I think I think being an asshole is operating only for the self. That's it that you have no, you have no regard for the collective or the greater good. It's only for yourself. That's that narcissistic kind of thing.



Scot McKay 33:19

Okay, well, that's a much more elegant way to put it and I can't argue with it. So there you go.



Leslie Ehm 33:24

That's your asshole check. If you want to know what your being an asshole say, Is this just for me right now? You know, am I am I taking up all the oxygen in the room? Is that just about me? Am I treating someone a certain way? Because it's making me feel good, but making them feel bad? Am I there? Is this behavior contributing to anything positive or might just be negative? If the answer is yes, yes, yes, you're an asshole.



Scot McKay 33:44

Well, there's also that wonderful moniker douchebag, which is related to what you're talking about someone who thinks they're cool when they're really not. Because they're trying to focus so much on themselves to the exclusion of other people that they conveniently somehow overlook the fact that the true essence of being cool is making other people feel cool. Yeah, lifting yourself first. Absolutely. Let's talk about arrogance before we wrap up, because these guys are gonna come at me with torches and pitchforks if we don't establish that, so I'm going to go ahead and throw it out on the table and let you riff on it. Okay. swagger, you've defined confidence is belief in one's own competence. There's nothing wrong with either of those. Those are both very attractive qualities. People want more of that when they see it. They want more of you if you're bringing them along. Hence the definition of being a cool person that we just talked about. arrogant people are almost universally disliked. I have never heard someone referred to as arrogant by someone who admired them or wanted more of them. And to me, that's because arrogance implies this air of feeling one is better than other people. Like I'm worth more than you. I know more than you. I'm better at this than you are and you're somehow below That's an arrogance. And that is universally unattractive. And what we want to avoid and has nothing to do with your genuine perspective on swag or now does it?



Leslie Ehm 35:12

No, no. I mean, arrogance is an overinflated, on earned sense of importance. Bottom line.



Scot McKay 35:20

So you're adding a layer on that, as I'm delusional in terms of how competent I really am

about something.



Leslie Ehm 35:26

Yeah, and how important I am in the scheme of things. That's basically what arrogance is. And as a result, those other the other things that you just mentioned, come come into play with that. And as a result, I I feel that I'm better that's all symptomatic Americans. I feel that I'm better than people I feel I feel like I'm more worthy. I feel like I'm above them all kind of those are all symptomatic of arrogance. But such arrogance fundamentally is the belief that you are superior. And it's an unearned sense of importance.



Scot McKay 35:58

Yeah, very good. I think that's a great way to describe it and I think you hit the nail on the head. Her name is Leslie m e h m, and that's going to be important to remember because that's where I'm going to send you so you can get a copy of her book swagger unleash everything you are become everything you want go to mountaintop podcast, conference slash m EH m and get you a copy. It's a great book. It's a lot of fun. How can it not be you already realized that Leslie herself is a lot of fun so get you a copy of the book. I will also put it at the top of my Amazon influencer page at mountain top podcast, calm front slash Amazon. Leslie, thank you so much for joining us today and we hope you'll come back. Thank you was totally juicy Scott. I loved it. And guys, as a reminder, head on over to mountaintop podcast comm where you will find a wealth of information and resources to help you become a better man and get better women in your life. You can download a free book called sticking point soft and if you've ever had any questions, or any issues at all surrounding your relationship with women, whether you're married single or somewhere in between, this book is going to be a true eye opener for you. And you can download your free copy and mountaintop podcast calm and when you do you'll be signed up for my daily newsletter, which is full of free gives you straight talk on a daily basis about how to be a better man and be better with women that's there for you at mountaintop podcast calm and listen guys fall is upon us. Right? People are getting their nose back on the grindstone. They're moving forward, they're getting things done. That means if you're serious about getting the right woman in your life, the time is now to do what we talked about on this very show and go from good to great. If you feel like you know, hey, something's missing from your ability to attract the kind of woman You Want into your Life. Talk to me for free for 25 minutes and let's put a plan of action together to get the kind of woman You Want into your Life. When you're at mountaintop podcast com click on the red button that allows you to get on my schedule if we talk for longer than 25 minutes that's okay Also, I want to hear from you you'll find that I'm exactly who you think I'm going to be I'm a normal guy just like you. And also while you're at mountaintop

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