

mtp275

Thu, 10/28 12:35PM 42:24

SUMMARY KEYWORDS

people, elite performers, life, book, mountaintop, talk, man, dom, point, big, victory, world, victim, stay, success, mindset, awareness, sound, work, sleep

SPEAKERS

Edroy Odem, Dom Brightmon, 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 your host Scot McKay.



Scot McKay 00:18

Alright gentlemen, welcome again 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 the YouTube stuff by going to YouTube and type it out my name as CO T MC K, why the website is mountaintop podcast.com. And I invite you to join us on Facebook at the fast growing Facebook group for men that is called the mountaintop Summit. Today we're going to have some fun. I have a new friend of mine. It's a great guy, how could he not be he comes from Baltimore, Maryland, just like yours truly. And a little ravens talk going on before we click record on this bad boy. His name is Dominic Brightman International, you can call him DOM. He's a member of the John Maxwell team, which is pretty cool. And he's the author of two books, going north tips and techniques to advance yourself. And the one that we're going to talk about more today even than the other one. Stay the course. The elite performers, seven secret keys to sustainable success, all the way from Polymer DOM. Welcome, man.



Dom Brightmon 01:21

Man, thank you so much Scot appreciate your bad, this is freaking awesome, man.



Scot McKay 01:25

Appreciate you too. This is gonna be a lot of fun. We were already having a pretty good time before we even hit record on this. And the first thing I want to ask you about DOM is you are really big into studying what makes guys who are elite performers, high end Guys, guys who are high achievers, you really love to dig in, and you're a student of what makes them who they are. What makes them not only achieve success early on, but you know, keep it up over the course of time. How did you get into that? How did you decide that you wanted that to be a big part of your life's purpose figuring that all out?



Dom Brightmon 02:07

saw the question man like that's one heck of a question to start off with. Funny enough for me it actually started off back in 2012 back in the year where we thought the world was gonna end in the US v but all the really happens that we lost Twinkies for a month. Funny enough,



Scot McKay 02:22

is that when the Mayans said the world was going to end? Yes, it was. Is that what you're referring to?



Dom Brightmon 02:28

Yes, I was. I was Yeah.



Scot McKay 02:30

I didn't forget I'm on it.



Dom Brightmon 02:33

It was hilarious. Yeah, we had a world's could ever make Hoboken 2012. But it wasn't, um, was actually the scare tactics of that silliness. But it was actually just me getting into a nice little three pronged attack of a car accident and having to start the long, seven year journey of caregiving for my dying father, who was a veteran, a US of A and also getting called into office, my boss because my personal life was showing up in my professional life. And it forced me to find personal development. So really take myself to the next level. And after reading one book by John Maxwell became a voracious reader, and really the best student that can have just self leadership because really, we lead ourselves from the cradle to the grave the longest, and we're going to need tools and techniques to help ourselves along the journey.



Scot McKay 03:25

Well, it sounds like then similarly to me, you had kind of a patch there where you sort of felt like you hit rock bottom, and the only thing you can do when you hit bottom is bounced back up. Right? And so you decided to figure out how you could go from a difficult place in your life to where you could really be an achiever, and I expected that from you, you know, a little bit of what I've read up on, you revealed that you'd probably go in that direction. Of course, you know, I didn't come into that blindly. But you know, nobody, it seems decides I'm going to study how elite performers are and what they do and what makes them who they are kind of like a Napoleon Hill approach of thinking Grow Rich unless they have some vested interest, or at least deep curiosity themselves on how to become one of those guys him or herself, right? Oh, yeah, yeah. So you're about nine years into this and how's it going? written a couple books you're on the John Maxwell team. You got a following? Yeah, man



Dom Brightmon 04:23

is really going north has been working majority. It still can't believe it's been nine years. My god like, still reminds me of the Tom heard Eric Thomas speak, talking about the TAs were Oh, yeah. Graduate College. 20 Next thing you wake up, you're 30 Wake up again. You're 40 Then the next day you wake up you're 50 and it's like where the heck the past 30 years ago. Felt like three weeks.



Scot McKay 04:46

Hey, thank you slept your life away. You're just tired. Yeah, you know, but that's the thing. A lot of guys. They just can't believe how old they've gotten. It's not like they meant to be 50 years old and still working the same job they did. 20 years ago, but I kind of get into this rut. And we get into that comfort familiarity zone. And we develop a little bit of fear of trying something different. Totally.



Dom Brightmon 05:09

Yeah. And it's like you have to get into that place of pain or really get more pleasure out of life. Like we even what you said yourself, where we both had our moments in life where we felt a moment of pains like Man, this place where I'm currently at, I don't need it to be my prison in the future. So really just have to find our own metaphorical acres of diamonds out there. Like there's so many tools out there, this podcast being one of them to help guys get out of that rut because ruts are going to happen. But you don't have to stay there. You don't have to be a victim and just solely all the time, you can always get out of it. Even if you have to crawl out of there bit by bit. Even if you have that doggy paddle out of there, you can still make progress to get out of your rut. Yeah, you know,



Scot McKay 05:49

it's interesting, you would mention all of that. People all the time are surprised when I tell them had Lucent Technologies not fired me had they not laid me off. In 2003, I may still be sitting behind a cubicle there scratching and clawing my way up the corporate ladder. Because nothing ever compelled me to leave. I was getting a nice salary. I was doing a pretty good job. People were always impressed when they heard what I did for a living. But man, I was dying in there. I mean, it was eating away at my soul. All I was doing every day, day in day out was helping one big company get richer, and do so by making an even bigger company richer. And it just never really felt like I was leaving the world a better place yet. I had to have my proverbial cheese moved as the famous. Right? They had to say sorry, Scott, you don't work here anymore. Your quote unquote, dream job is gone. Then my wife had to leave me. Then my daughter had to move five hours away, then I had to feel like man, you know, you have really lost here to shake me up enough to say I don't feel like a victim anymore. Because it sucks. Just feeling like you have no personal control is the absolute worst. And yet, I think sometimes it really does. Take having a series of really unfortunate things happen in our lives before we say to ourselves, you know what, there's only one place to go and as you would say, it's north. You know, things have gone south, pretty much to the south pole here. We're in Antarctica with our lives here. So things have you had to recover. And I love how you talk about not being a victim. As you know, Jocko willings company origin and main sponsors this show one of the three shows they sponsor. And the one thing you can't possibly be about, if you want that to be the state of affairs is victimhood. So now we talk about empowerment, gaining that lost ground moving up word moving forward, not blaming other people, but taking full responsibility or as Jocko would say, Extreme Ownership towards what you're doing and where you're going. And I think a lot of people have a lot more say in the matter of who they are, first of all, and where they're going, what they're going to ultimately be doing and what that success looks like, then they think don't think,



Dom Brightmon 08:11

okay, I could definitely see that again, man.



Scot McKay 08:13

Well, you have what you call seven daily habits of elite performers. And I want to go ahead and dig right in because I can't wait to hear what they are. But I have to tell you, because I'm sure at least one or two guys out there has already noticed that kind of rolls off the tongue similarly to Seven Habits of Highly Effective People, which is, of course, a staple in the business book world in the self development world. And Stephen Covey's legendary book on you know, how to do what we're talking about here. Develop some habits that make you uber successful. So I'm sure you didn't just pare it back Stephen Covey's points. So go ahead and spill the beans. Dom tell us what the seven daily habits of elite performers are. And let's talk about it.



Dom Brightmon 08:58

Sure thing, so funnily enough, it's actually seven keys for sustainable success habits are actually only one of the keys so



Scot McKay 09:06

well, no, you know what, that's probably important to note here. Because one of the talking points I got off of the one sheet that your publicist sent me or whoever it was, talked about seven daily habits of elite performers, but indeed, the focus of your book is not to be confused with that one specific talking point. That's just one of the seven is what you're saying. Correct? Yes, sir. Beautiful. All right. So we're already on the straight and narrow here, man. Let's dive right in. What are the what are the seven



Dom Brightmon 09:32

Sure thing so any guys listening if your name is Mitch, you're gonna love it. So the first father in a little across the cold Mitch so that you know who you are? Yeah, man. That's right, Mitch, you're gonna enjoy life. You can say hey, I'm in somebodies book and I even ever written one yet. And guess what?



Scot McKay 09:49

I know there's at least one Mitch by name, who's also in Baltimore listening to this show.



Dom Brightmon 09:54

Has he been working? Is it No. Okay?



Scot McKay 09:57

I'm not gonna Doc's the poor guy. I actually liked He's good. But it's interesting. He and I both I'm sure can't wait to hear what's coming. Next. We're waiting with bated breath. So go for it.



Dom Brightmon 10:10

Sure thing. So the M stands for mental awareness. The AI stands for influence awareness. The T stands for time awareness. The C stands for connection awareness. And the H stands for habit awareness.



Scot McKay 10:29

Are these all five sub points of the first point?



Dom Brightmon 10:33

Nope. Actually, those are just first five of the seven keys. Funny enough. Got it? Okay.



Scot McKay 10:38

All right. Got it. All right. So go ahead. Sorry, I didn't mean to derail



Dom Brightmon 10:41

you, oh, good, like making sure you get to the heart of the matter. So the other two, the sixth one is going to be gratitude. And the seventh one is consistency, and commitment.



Scot McKay 10:50

All right. So help us wrap our head around how those secret keys work in concert, to help us indeed have sustainable success in life. First of all, do you want to define what success is.



Dom Brightmon 11:05

So I personally like to define success as self mastery, where you're on this journey of really finding yourself getting to know yourself a lot better. So a place where you know what I can actually do the things that I want to do go where I want to go and do things that actually help other people. And when it gets to the point of self mastery, knowing how you tick, you'll be able to better help other folks around you and help yourself as well. Because really, when you're aware of yourself, and you're on the journey of self mastery, knowing yourself, then you'll truly have success. Because when you know what you don't want them helps you get closer to what you do want. And vice versa.



Scot McKay 11:45

Our mantra around here is deserve what you want, which was revolutionary in 2005. And still is today, because most people have been told they automatically deserve it because they feel like deserving it. But my thought process always been there's got to be some self work, there's got to be a notion that if I want something, I'm going to have to be worthy to get it, it's going to have to be earned and isn't just handed to me. And in the context of a relationship.

Of course, that means in order to get the woman of my dreams, I have to represent to her what she's looking for, in order for that relationship to really be viable. And in order for me to be as interesting to her as she is to me. So yeah, man, we're already on the same page, in a lot of ways. You use this word, awareness a lot, and at least five of the seven secret keys had that word in it.

D

Dom Brightmon 12:35

Oh, yeah, yeah. And the major thing, especially with time awareness, and deed, because there's the whole time management piece, I'm sure a lot of guys have heard about time management. But the thing is, like with time itself, you can't really manage time, you can only manage your attention to where goes with that time, because we all have the same amount of time, 168 hours in a week, and 24 hours a day. And it's like, well, how much of that time we could dedicate to your sleep dedicate to your work, including the commute time, and commuting while listening to this. And it's really all about being aware of how much time you have, as opposed to trying to manage something that you only get a finite amount of So being aware of that time and then taking action to be more not only aware of it, but also doing something with that awareness. Because when you're aware of something, then that means you can take more intentional focused action on doing certain things that help you get to where you want. So you'll actually get to that place playing off of you, where you truly receive what you feel like you deserve what you want out of life.



Scot McKay 13:38

You know, as you were talking about all these different varieties of awareness, conspicuous by its absence from that list of main, secret keys was indeed self awareness. Now we've done a whole show here on self awareness, and it was a real eye opener. And it's amazing to me how many people really do lack self awareness. I mean, you can just do it in the parking lot at your local grocery store. But what you did was you kind of came back around, and you use the term self awareness, kind of as an overall surround to all these points. And it's kind of like the overarching theme of all this awareness. It has to start with you, doesn't it? Self awareness?

D

Dom Brightmon 14:21

Yeah. Because it's so darn true. Because at the end of the day, it starts with ourselves and our own, really our own decisions that we make and the actions we take as a result of those decisions.



Scot McKay 14:32

Why do you think people lack this element of their being so profoundly so often? What's going on in this culture?

D

Dom Brightmon 14:40

It may sound like a cliché answer for this podcast, but certainly, but I think it's just the whole instant gratification. Like everything is so readily available to us now. Like no matter where you are financially, it's like, Hey, you could still get into debt and really get in to buy all these things that you're like, hey, get your food delivered to you. Hey, There's even more out there. If you're really into that sort of thing and you don't feel like going out and actually being social with people and hacking with Amazon Prime, I get things in two days, heck, even sometimes the same day, if you're lucky, depending on the item, you or you can get things so fast in a hurry where folks don't feel like they have to

really work for things. And that really takes really some of the fun out of it. Now grant is like, sometimes you may not feel like quote, unquote, working, especially things like a day job. But when it comes to taking action and keeping your body in motion, so that way, you get more out of it later, you really take the joy out of that. So I think it's really just having ready access to so many things out there, even YouTube and Netflix like you don't have to wait a whole week for the next episode. If a whole TV show is out there, you can binge for a few hours if you would like to do that all at once. If it's ready and available for something, it's just having so many options to really distract ourselves with is what keeps us that way.



Scot McKay 16:02

You know, you talked about the immediate gratification and Amazon. And something that's crossed my mind while you were talking is back in the day. If you were doing a commercial and you weren't really a doctor, you just played one on TV, you kind of had to express that disclaimer nowadays, thanks to Amazon, if you're not really an astronaut, but you just play one on TV, no problem, we'll send you to space for free anyway. Didn't even really have to earn it. All those poor bastards like Armstrong and Grissom that had to go through this rigorous training or be test pilots and put their ass in a sling hoping they don't die and get burned up. Hey, man, oh, Bill Shatner had to do was be Captain Kirk for a couple seasons. Not a bad gig, things are a lot easier than they used to be right now, but in all seriousness, not to take a dramatically serious turn visa V the levity we just shared. But it seems like over the last couple generations in this country, it has become extremely effective to control with weakness has been poor. And I'm a victim because of my status because of the country I emigrated from, because the color of my skin because of the state I live in because of who I'm married to, because of the illnesses that I have. Because the shots I will or won't take because of who I sleep with or who I voted for or didn't vote for, or what I do for a living or don't do for a living. There are certain entitlements expected. And it seems like if you're the one who's standing up against victimhood, and picking oneself up by your own bootstraps, you're the one vilified by these masses who are like, you know, shut up, they're sending me checks What's wrong with you. And it becomes the den of those voices growing louder than the collective voices of the kind of people who really did make this country great. So I would love to hear how you reconcile all that. Because you know, you're not about being a victim, you're about being self made. And a lot of people out there just don't see the value in it anymore. They think, hey, you know, I'm gonna join this echo chamber of people who are crying and screaming until we get what we demand, instead of deserving what we want. So I'm sure you want to riff all over that let us have it.



Dom Brightmon 18:24

So sure, nowadays, and the checks on the government thing is like the books tend to forget us. Well, probably they're not forgetting now, since well, landlords are coming for their money, if they haven't already on



Scot McKay 18:37

up. Anybody knows how money works, saw this.



Dom Brightmon 18:42

Yep. And point enough, as you mentioned in place you like talking with one of my relatives like few months ago, they're like, man, like they should raise minimum wage that people deserve it. But at the same time, you have to think about the business owners too, because someone has to fit the bill for that minimum wage, not only the pay the wages but have to tax on the money for Social Security, as well as they got insurance policies and benefits, they have to pay for those too. On top of everything else, that the foot the bill for neck, even sometimes the owners and CEOs

themselves, they may take a salary cut, or they may just go broke to make sure that their people are taken care of. There's quite a few stories out there of some folks who were actually famous for making sure they make sure that other folks eat for a second even a book I'm sure a lot of folks like to read or have read at least once from Simon Sinek There we go. Simon Sinek leaders eat last like it's really all about making sure the folks around you that are part of your team, your success team they are taken care of so that way the mission the goal will be accomplished and also the fact that those are screaming the loudest they have the time to scream. The books that are not victims. They're too busy working building the life that they want, that they don't even have time to pay attention to the screams. Ain't



Scot McKay 19:56

that the truth? All the people troll each other on Twitter fomenting all this hate and discord. I mean, these are socially dysfunctional people, hence them not having a real job, hence them having the time to get on to Twitter and troll each other. I mean, hello, this is a thing. So I got to put it this way to you, man. Assuming which is pretty safe of an assumption, by the way, that the kind of guy listening to this show is not a victim, and he's all about becoming an elite performer. What are some of the practical steps we can take to actually get ourselves into that rarefied air of people who kind of put victimhood in the rearview mirror, they're not dependent on someone else to have power in their stead, so that they give them what they want as a handout, they're not looking for a leg up anymore, they're looking, you know, they're looking to have a way out of all this and really make something of themselves if they haven't already. The reason why I want to hear you talk about the nuts and bolts of how to become this person, is because I think there are a lot of steps that people like to parrot over and over again, they've become almost trite banalities at this point, because they heard from someone else that you're supposed to do this, and oh, yeah, this is what makes people become elite performers. And I can rattle off a bunch of them, and I will, but I'd like for you to talk about that first person. So you know, we get your points on the table first. But what are these habits? What are these rituals? What are these skills? What are these mindsets that you think are really uniquely shared by people who are elite performers.



Dom Brightmon 21:42

So the first thing is to really start with your mindset, that's a classic one, I'm pretty sure. That's kind of become a trite sort of thing nowadays, but but hear me out on this, then my suggestion for this, in terms of monster to go even deeper, is to focus on having an advancing man philosophy. And as basically where you are going into different places, whether it's like even in your job, or even outside grocery store, something like that, networking events, virtual events, to go in with a service mindset of helping others succeed, and just helping others to be successful. And one of the things you can do this by asking yourself questions, because questions are so powerful, because they require a response. And one of the things I like to do with myself daily, especially the night before, is to ask myself, what good am I going to do today? To focus on doing something good, as opposed to waking up the real Okay, God, I got to get up. Like, it's like, Hey, if you don't have to focus on really all man, I have to do this. It's like, Hey, I get to get up today, I get to go to work, especially now this year where I feel like truthfully, more people may have died this year, then, then 2020 with the aftermath of everything, so focusing on what good you're going to do today. What good can you share with somebody else that could? Well, the small thing that's kind of outdated depending on where you are, if you have a massive mandate, but a kind word was somebody's word of encouragement, calling somebody haven't talked to in a while. And another thing too, with the third question would be What must I do? And that can focus on things that you feel like you need to drill down on the big goal, maybe Hey, get on my mom's house. Okay, what's the first step, save a particular percentage of my income, and actually visit certain places around the area where may want to go heck even driving to or even walking to certain places where you want to live, and then setting aside money for that, and make yourself a better person? Heck, if you want to write a book of your own, like, thinking things when you think

it, as another thing you can do keep a notepad with you just write things down. So making sure you're getting your mind right, by doing actions to change your mindset, the focus on being a person who's a servant leader, as opposed to a person who likes to take and take again, because we have a lot of those again,



Scot McKay 24:01

Yeah, ink it when you think it. I love that. I love that turn of phrase. Because I have said even on this show before, the way to make sure you never have writer's block again, the way to make sure you never run out of ideas. If you're a comedian, the way to make sure you never run out of fresh material is your write that stuff down as soon as you think of it precisely when you weren't trying to think of it. You know, you have that notepad ready to jot down that idea because I tell you what, if you say, Oh, that's a good but I'll have to remember that and write it when I get home and it's gonna be vaporized and it is never coming back.



Dom Brightmon 24:43

To say that again. Say that again. That's less true.



Scot McKay 24:48

Mitch Hedberg had a joke where he said, Yeah, when I wake up in the middle of the night, and I have a funny joke, I have to make sure I have a notebook there on my bed stand so I could write it down. And if I forget to put that notepad on my bed stand, I just roll over back asleep and have to convince myself it wasn't really funny. It's true. He delivered it so much better than I could but same sentiment very, very true. I love that. Now, one of the things you mentioned there, that is such pure gold that I don't want to let it go without being underscored just a little bit is this idea of stepping away from being so self absorbed and trying to get get get, and instead give back to people? When I have you guys on my show. One of the things I always say and you know, we'll do this together when we're done recording for sure. Dom is, who else can I introduce you to? Who has been a guest on my show you would like to meet? How can you guys connect and serve each other, and people are sometimes very surprised that I'm willing to give away my contact list. But it's not like I have the market cornered on being able to interview this person or be friends with this person. I like to give it away, I like to share who I know, with other people. So they can benefit too, because I find that, you know, I benefit from that too. People stop being so parsimonious with their contact list with me. And the next thing you know, I have a whole group of amazing people I'm acquainted with who are smart, and a lot of fun to hang out with. And it's a really good deal. But whenever someone falls into that trap of saying to themselves, hey, you know what, I gotta keep people's hands off my stack, you know, they're really never going to have any more going for them than what they already have. Now, turning to the current situation, you know, it's not very funny. Certainly, lots of people have passed away because of COVID. Lots of people have recurring health effects, they lost their jobs, they lost loved ones, people's lives got significantly changed for the worse. And yeah, you know, assuming people who are listening here are certainly still alive, you know, we can improve our situation. But I'll tell you what, all that isolation has indeed made people slip into a state of affairs where we're self absorbed, hasn't it? And it's not like we meant to get here. It's just we spent so much time with ourselves over two years, that we got to thinking about that more. So it's kind of like we have to retrain those atrophied muscles. Don't wait, those social muscles, if you will.



Dom Brightmon 27:21

Just driving out in the road, it's like dark. Can we go back to like April 2020, where y'all are still in the house? Because man drive was so much fun. On the road.



Scot McKay 27:31

I tell you what, I've noticed that the rush hour traffic has picked up again in San Antonio, for sure. You talked about kind of an interesting mix of mindset, and then some activities that help reinforce those mindsets. Like you know, before you go to bed, you say to yourself, Okay, what do I got coming up in the morning? What's going to be important? How can I give back tomorrow? And a lot of people indeed talk about saying affirmations and standing in front of the mirror and doing that Stuart Smalley stuff, you know, I'm good enough. I'm smart enough. And Doggone it people like me, you know, and stuff like that makes certain people roll their eyes. But meditating goes along with that some people really advocate that one should spend 1520 minutes just clearing one's head every day before we fill it up with busyness all over again. To me, that kind of sounds like lather, rinse, repeat, you know, empty out your head, fill it back up, empty it back up. But you know, what is the value of really reminding yourself what you're about?



Dom Brightmon 28:31

And that's a powerful question right there. The reason why I have to remind ourselves is because we forget, it even alludes back to earlier in the show when I was talking about how sometimes we age so darn fast, especially after college in the late teens, early 20s, where we wake up one day with 38 is the fact that we just have to really remind ourselves of how far we've come and always counter Victor Cech, even another takeaway tip that I borrowed from Sam Liebowitz is the fact that instead of having a gratitude journal, have a victory log where you log every win you've had in the day, no matter how small or how big like getting on the show. That's a big win for me today. Like waking up today. That's a big win for me today like getting my elderly mom to the doctor's appointment and finding out that she's on her way to better health once again, like that's a victory. Like just counting all those victories and creating yourself that journal of proof to where you can look back and say Man, I've actually done more than I thought because there have been times where I've fallen victim to forgetting my own victories no matter how big or small and feel like I've done nothing. When I've actually done something it may not feel like big extraordinary. Oh, gotta build a stadium up to CERAM they have a party about it's okay. Like, like small things build up to big things eventually. So yeah, just have a victory log.



Scot McKay 29:51

That's huge. The small victories that add up later to a bigger victory. If a guy comes to me and I say okay, so what's your goal? I need to tells me I want to be the next Tony Robbins. No, he's probably gonna fail. If that's the first step to feeling like you've succeeded or that you've moved toward maximizing your ability to reach your goals. That's one big, nasty giant steps you have to take. So I still have the email from the first person I'd never heard of who bought my first book for 27 days, it was huge. I still remember the first radio show I was ever on on terrestrial radio, and I called my mom and told her about it. And nowadays, I don't even bother to bore anybody. I don't even tell my wife, you know what I mean? To say you guys need the quiet for 30 minutes in there. But you mentioned the word in passing gratitude, and you used it in the context of victory. And I have to tell you, I indeed have this list of Greatest Hits, you know, buzz words and go to tactics that are allegedly assigned to people who are like super successful and gratitude was on my list, kind of Yeah, Tony Robbins thing for sure. But I think when people are bitter, and they feel like someone got the success that they were supposed to get, and they start comparing themselves to people who are more successful, I think it does keep you from being successful. Whereas if you say, hey, you know what, here are some victories. They're small victories, but they were good and they are worthy to be excited about and you know what, I'm going to treat those as stepping stones to an even greater victory. Hey, you know what, in my mind, that's where the terms gratitude and victory kind of intersect. They do work together. Gratitude is the springboard off which one jumps to gain some victories here and there. Good stuff. Yeah. Oh,



Dom Brightmon 31:40

so like a social media tweet to me. Yeah.



Scot McKay 31:43

Well, I have to write it down in my notebook or else it'll vaporize. Thank goodness, we got the record. You know, I told you earlier that Jocko willings company origin and main sponsors this show and famously, Jocko posts his Ironman triathlete watch every morning, with 430 or 428 on the dial, say, hey, you know what, let's get after it, you know, and that has become a symbol for not being a worse and for being someone who takes ownership of this life. And I have to tell you, I don't want to get up at 430, I don't need to get up at 430. If I wake up at 430 in the morning, I mean, I could go to the gym, I guess. But nobody else in my life is going to be stirring or doing anything else until like three or four hours later. And so I don't understand the difference in my life between taking the time from 1030 to 1230, or one in the morning, to have that quiet time and that focus and get things done and talk to people maybe who are in California and still awake and can help me get things done, versus having to get up at 430 in the morning, it seems very arbitrary. To me, it just seems like hey, if I'm efficient, and I'm not just burning cycles, doing worthless things, you know, I should be able to celebrate that even if I get up at a normal decent hour, like seven o'clock in the morning or 730 instead of Oh, dark 30. Whereas it seems like the proponents of getting up that early. Just think I'm a lazy good for nothing person. So I mean, God help the people who work graveyard shift. And these poor people have to come home from work eight o'clock in the morning and get some sleep. And then you know, when the UPS guy knocks on the door at 1030 with a package and the guy's rubbing asleep out of his eyes that UPS guys thinking man, what a lazy jerk. But that guy worked all night, you know, it's a different lifestyle. I don't know, I don't like being so inflexible, in terms of things like hours and specific things you have to do. Like if you're only giving yourself affirmations and not doing some Eastern version of meditating, then you know, you're a loser and you're not doing this right. To me that just sounds really kind of judgmental, and not allowing for differences between people and what works for them. Right.



Dom Brightmon 33:57

Yeah. And I've actually agree with you about the whole 4am thing. It's like, Hey, if you could do it, and it works for you great. Like for folks like me who are night owls. It's like, that's something totally different. Plus, I'm a podcast host too. And folks in Australia, like they're lunchtime. 11am is 10pm for me east coast. So if I'm interviewing them, and it's their lunchtime, then that's another reason why I stay up late because you got to you have time zones, a monic game, which you mentioned earlier about talk with somebody out in California still awake and getting help from them. Like it's gonna be hard to get up at 4am If you're done at like 11 or 12pm and plus the guys working and gals do work in like the graveyard shifts like it's, it's just not freakin possible.



Scot McKay 34:42

Yeah, especially considering the next thing out of people's mouth when they're preaching to us about how to be successful and living largest. Make sure you get enough sleep. Yeah, right. So I'm gonna stay up till midnight burning the midnight oil get up at 430 But somehow I'm going to mix an eight hours of sleep in there. I just don't add up like the Bugs Bunny cartoons used to say right now, you are indeed Dominic Brightman International. So yeah, you're talking to people in Australia. And I mean, you know, I have guys I coach or in the military or whatever, and they're out there living on surely time. And yeah, I get up in the middle of the night to talk to them when they can meet. I mean, you know, if I'm the one traveling sometimes I'm getting up in the middle of the night, wherever I am to, you know, accommodate my guys on the East Coast, and it's transparent to them. So yeah, the whole road sleep

schedule. If you aren't a morning person, you're a loser. I think that's a little close minded. Along the same lines, some people talk about hard work, you know, do the work, do work period, right? They just distill it down to two words. And other people are like, well, that's for stupid people. You're supposed to work smart, not hard. Let somebody else do all the hard work. And you just rake in all the money, be a serial entrepreneur, spin this business off passive income. Which is it? Is it passive or is it hard work? A lot of times people love to talk about making money when they sleep and my joke is always been making money while I sleep is a 24 hour a day job. So where's the truth in the midst of all this done what to truly successful people really think and believe about work versus play and recharging the batteries and getting some sleep and burnout versus working your brains out. And the guy who wants this the most is going to win. Just it just seems like a jumble, a whole thundercloud full of buzzwords and advice that seems to sound good, but many times is really kind of contradictory to itself. How do you reconcile

D

Dom Brightmon 36:49

all that? Well, I guess to reconcile all of that would be to realize that nothing on earth really, this may sound a little anti religious, but nothing on earth is the true gospel. Basically, it's really explain what that is to realize that focus like a there's a lot of good advice out there but is a good advice for you. Like give it a try and see if it'll work for you. If it doesn't, then try something else like with myself, even with one of my life coaches a few years ago, he himself would not be a night owl he was wasn't even a fan of that whole morning thing because well, connecting all over the world. Like Coaching International, like it's a world thing like the the whole time clock thing is a 24/7 thing is really just picking out what works best for you and then applying it to your life and sticking with it if it's good for you. And if it doesn't work, just slot it on to the side of the shoe fits where if it doesn't just slide it off to the side.



Scot McKay 37:48

Perhaps the big takeaway here is the big secret to success is staying the course. Being optimistic, being generous, believing in oneself, realizing that if you put in the time, the effort and the thought and the mindset to do well in life, you have a much better chance than if you don't do any of those things. But above all, be open minded. Stop being stubborn about the things that aren't working just because someone told you they were supposed to work. Do you do what works for you, and if it's not working for you change the course and do something different. To seems like that sums up everything we've talked about today. His name is Dominic Brightman, but you can call him DOM Brightman International. He's a member of the John Maxwell team. He's the author of going north tips and techniques to advance yourself and also stay the course the elite performers seven secret keys to sustainable success. When you go to mountaintop podcast conference slash DOM de o m, you'll be able to pick up your minty fresh copy of stay the course on Amazon. And what I'll do is I typically do is take both of Dom's books and put them on my Amazon influencer page. Yeah, that's my dedicated storefront at Mountain Top podcast.com front slash Amazon where you can fill your library up with the great books, not only by Dominic Brightman international but all the other storied and illustrious guests that I've had on this show over time. Don Brightman thank you so much, sir for coming on today. This has been a lot of fun and I hope you'll come back and visit us real soon.

D

Dom Brightmon 39:22

Hey appreciate the vibe man is God You the man of the sensational Scott thanks a bunch.



Scot McKay 39:27

Man. You the man, the diamond. Dominic the dominator you want an alliterative nickname? There's yours man. Hey, guys. Go visit mountain top podcast calm. Here's what I've done. Hey, I've known for a while you guys were looking

for this I finally got my head together and I made it happen for you. You guys have heard me talk about the 10 Plus training program where we put a whole plan of action together for you get you to where you want to be in terms of that strategy. Getting better women in your life being a better Man, masculinity, all of that stuff. But lots of you guys have been telling me Hey, Scott, you know what, there's this one sticking point and it's just killing me. And some of you guys can put your finger on what it is, some of you guys can't. But there's this one thorn in your side. Well, that's what giant leap coaching is all about. Think of it as a one plus, okay, instead of a 10. Plus, you know, instead of having up to 10 topics that we put together strategically to get you from point A to point B, we're going to hit that one sticking point with a big heavy hammer until we get you over that hurdle. Sound good? Well, yeah, when you get over that hurdle, and you've got that thorn out of your side and you've got blue sky ahead, it is going to be good and the beauty of it is it is not only as effective as it is efficient, it's also cost effective as well. So if you would like to have bonafide one on one coaching with me to get going on getting rid of that sticking point in your life, then giant leap coaching is for you go to mountaintoppodcast.com front slash leap and let's talk about it mountaintoppodcast.com front slash leap. It's your future guys. If you have something that's holding you back let's unleash the real you get rid of that and move on towards bigger and better things. Mountain Top mountaintoppodcast.com front slash leap is where it all starts. And until I talk to you again real soon this is Scott McKay from x&y communications in San Antonio Texas. Be good out there

E

Edroy Odem 41:40

mountaintop podcast is produced by x&y communications all rights reserved worldwide. Be sure to visit [www dot mountaintop podcast.com](http://www.mountaintoppodcast.com) For show notes. And while you're there, sign up for the free x&y communications newsletter for men. This is Ed Royal. Speaking for the mountaintop