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SPEAKERS

Edroy Odem, Dom Brightmon, Scot McKay



Scot McKay 00:01

Gentlemen, you may have been listening to this podcast for a while now and enjoying it. But meanwhile, you're still not meeting and attracting the right women. Or you may already have a great woman in your life, but you know, your relationship could be doing better. So like other men who know what it takes to make life happen for them instead of to them. You don't want to go it alone. And like true champions, and future champions invariably do, you're ready to get a coach. Now, lately, I've been getting more and more questions than ever about what I do differently than other coaches in this space. After all, I mean, you can kind of get inundated with all these podcast episodes. We cover all sorts of topics around here, right? Well, first of all, I'm the coach men hire when they have puzzles in their dating life, and in their relationships that well, books and videos just aren't solving. If that's you, you already know you deserve what you want, as I often say, but real world results are somehow eluding you. Many of you know Emily and I both emerged from toxic relationships with exes suffering from psychosis. Lots of you guys are enduring a similar ordeal right now, right this very moment in time. Or perhaps you're still recovering from it. If it's happened to you in the recent past. Well, we've not only been there we've helped plenty of men emerge victorious, and move on to a better relationship with a woman who's not only sane, but who loves him and treats him right. Or you may be a man who is hyper masculine and appearance and how you carry yourself. Yet you're somehow different around women and it frustrates you to no end. And it's extra frustrating because you found that women have a zero tolerance policy for being Mr. Nice Guy when you're that sort of man. Man, we're seeing that more often than ever nowadays. You believe men are men, women are women. And anyone who drives a different narrative can go screw themselves, and probably already is. But most of all, I'm the guy men hire when they want straight answers, practical steps, and absolutely zero fluff. Without all the buzzwords and such. The very first step is to go to mountaintop podcast.com and get on my calendar. Your first 25 minutes is free. And listen, my guarantee is you'll have at least one action step by the time the call is finished. So then, how about it? Have you had enough? Are you ready to get the right woman in your life? Well then go to mountaintop podcast.com And let's do this thing.



Edroy Odem 02:47

From the mist and shrouded mountaintop fortress that is US: Communications Headquarters

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 03:01

How's it going? Gentlemen, welcome to another episode of The World Famous mountaintop podcast. I am as always your host Scot McKay at Scot McKay on YouTube, on Twitter, real Scot McKay on Instagram, and also at Scot McKay on Tik Tok these days. With me today is returning guests. This guy is so much fun, he always brings the energy and brings the noise. And he and I were chit chatting the other day, because we're both from Baltimore. And every once awhile, we have plenty to talk about just basically on that topic. Plus, he's a good guy. And I like to keep in touch with them. He is the author of going north tips and techniques to advance yourself. And also have a book called stay the course the elite performers, seven secret keys to sustainable success. Try saying that if you have a list, right? But he is indeed from Baltimore. So he is a good man, obviously if he comes to Baltimore, also a fellow Ravens fan for sure. And he is also a podcaster. He's the host of the going north podcast and the topic du jour is advancing others to advance yourself DOM Brightman man, welcome back.



Dom Brightmon 04:17

Feels good to be back, Scott. Man. That's right. And D love being on the show, man, especially since you do so much great work.



Scot McKay 04:24

Likewise, man, likewise, it's always a pleasure. So you know, when I hear a phrase like advance others to advance yourself, the first thing I think of is the foundation of social skill. Let me rephrase that the very foundation of social skill that so many people never built, which is if you want to truly be a cool guy, make others around you feel cool. And then they'll think you're a cool guy as opposed to being a douchebag which is a guy who suppresses other people hoping to put himself forward kind of claws over other people to get there and has well, probably as a direct result and inflated or dare I say even inflamed a sense of his own no self awareness whatsoever in that context. And meanwhile other people are either Well, privately or publicly just rolling their eyes at him. Am I onto something there? Is this kind of what you have in mind here?



Dom Brightmon 05:24

Man, you said that so well, man and just like Oh, perfect. Matisse painting my man via the words man like Dude, that's so spot on. Because it's so true. Like, hey, the name of the game is make others feel good, and you feel better. As a result. Sometimes



Scot McKay 05:39

it wasn't like a Jackson Pollock painting was a cleanup operation. I had to continue, please.

You're the one who wrote the book.

 Dom Brightmon 05:54

But it's all good or bad. But yeah, you definitely spot on a day, because it's so true, like a name of the game, make others feel good, make them look good. And you look even better as a result, because folks will remember you for the heck, it's even what you do with this podcast. God does my goodness, my man has been cranking out my goodness has been 350 Plus episodes, if I'm not mistaken, over quite a few years and most podcasters are lucky to get to 35 episodes and interviewing all these wonderful folks and learning from them and share them with your listeners that have engaged audience over the years especially with men to get that mindset like hey, like if you're a guy and you help out your fellow bros like get over like that's definitely a big thing. Heck, even one of my buddies of mine and back in high school we actually grew close together almost to like brothers nowadays, because we it was a time when it was a senior trip moment for him and I was the junior behind them. And he actually got the short end of the stick when it came time to draft classmates for their competitions in the game. So in other words, it's kind of like the Pro Bowl, except without the actual quarterback in the whole. Ross, we had the run like we basically had to do catch the flag as all the other stuff of basketball. So basically what you're saying is you're no Tyler Huntley. Oh no for the bill for reason. I'm not.

 Scot McKay 07:22

He's not in the Pro Bowl for any reason. And I'm saying that as a Ravens fan, but please continue.

 Dom Brightmon 07:30

Hey, go Snoop without the dog.

 Scot McKay 07:34

I think the NFL was barking up the wrong tree they're putting in

 Dom Brightmon 07:43

a living you got to make us.

 Scot McKay 07:47

Go ahead, man. So anyway, you're on the bus with this guy. And you're picking teams go for it.





Dom Brightmon 07:51

Oh, yeah, that's right. Yeah. And sadly, he he wasn't the most well liked person. Or at least it wasn't one of the teacher's pet. So he basically got a majority of the freshmen girls and they were basically tired after day one. And we had two more days to go and basically had to pull extra weight. And he was like, Yo, do dumb. I'm glad you stepped up to the plate for me, because I would have been freaking gutted and got last place instead of being the fourth place out of the team for we got third because basically pulling up the Select Board. And really just stick it up for the guys. So yeah, it's just really all about helping others to advance Heck, even referrals in business like with a buddy of mine, Kathy was shy, um, she's actually restored our faith that hope, and millennials because a millennial basically said to her about a good maybe five or seven clients over the past four years off of a chance meeting, where she actually just snagged one of my books back then when I was a first time author. And she's like, Oh, my gosh, like Dobby, freaking amazing. Like it. Like, here's some guests for your podcast is the least I can do. Like, I can't believe it. Like, I'm actually gonna write a book though. And all this other wonderful stuff, because it's like, hey, like, even if you don't feel like it come out of head, but even referring folks, clients, and it actually works out, you will look better for it. Because the thing is, in life, when you help out other people, it will definitely come back to you in multiple ways.



Scot McKay 09:22

So going along with that your book is called going north tips and techniques to advance yourself. Well, I mean, it's kind of sort of esoteric just to Pat people on the shoulder and say, get out there and advance others and then you'll get ahead. So you've actually written a book that offers something practical and actionable there. So give us a few examples. A few more examples. I think he kind of hidden a few in there already. But Go Go for it, riff on that.



Dom Brightmon 09:47

Sure thing. One of the chapters in the book is really about how mentorship is a book on steroids. Because the thing is, you can read a book all day and take action from it. But if you have a mentor or someone to emulate and really Take there's lessons learned from them. If you have those listening ears, it'll help you it's a really advanced because I one person who was actually one of my mentors us. He was actually a Bible teacher and he actually taught me to magical lessons. One of them was to have peace, you have to know war. And the second one was the magic word. So any guests so what that magic word might have been my man,



Scot McKay 10:24

please? said just like Peter VANK. Right. It's like, I've watched Ghostbusters before.



Dom Brightmon 10:31

I swear, indeed, who knows Ghostbusters when you have Scot McKay? That's right. As long as they tell you how bad it's actually the magic word is actually no, because sometimes when you say yes to one thing is saying, No. It's other things. It's like a lot of things are vying for your

time and your schedule. And really, when you're helping others to advance in you're basically saying yes to them. You're saying no in other ways have a like a yesterday of volunteering and helping out the church with the play or even helping out with the food pantry. That's a big yes. But that's also saying no to being to being lazy and no to actually procrastinating on those things you feel like you need to do that'll help you to advance and him in his life. He taught me that sometimes he was saying yes to too many things, especially when he first joined the church. And that caused him to burn out because he was saying yes to everything. But himself. And as a guy, like, it's great to put yourself out there. But you have to also remember, sure self care. And that may be just a day to truly relax, to truly breathe, do things that you truly enjoy.



Scot McKay 11:44

Well, in keeping with the concept of truly breathing, it's kind of like yield put your own mask on before you assist others. And, boy, it sounds like what you're saying, in a nutshell is when you make too many promises to too many people when you say yes to too many people, no one's gonna get advanced, neither you nor anybody else if and when you flake out on them, or you can't cash the check that your mouth wrote. Another thing that you mentioned there at the beginning was the idea of mentorship being worth more than a whole bunch of books. And I couldn't agree with that more I would go so far as to say, that's precisely the reason why when guys work with me as a coach, they get results a lot more quickly, because we can focus on exactly what's on their plate, clear the obstacles, open the door for the future and address it in a way that really relates to their situation. I mean, as good as the programs we have, like female persuasion and invincible are, they're written to the masses. So they're very good, especially for guys on the budget. But when guys get into that coaching relationship with me, they see the results and exactly the way they want to see the results and indeed have their vision increased in a way they never expected and even get more results because you know, when a guy has been at this thing like I have for 17 years, sometimes I can see that light at the end of the tunnel just a little bit more clearly because I've seen it so many times before elsewhere. You know what I mean?



Dom Brightmon 13:09

preach this road news, Bruce and all good words day because it's so dark you're like Coach like investing in a true coach who truly cares about your advancement and helping you succeed and gives you that Sure. Accountability, like you'll make quantum freakin leaps like if I didn't hire a coach, like Oh, my goodness, like has been argued or something almost nine. You eight, nine years ago, like I'll probably maybe not even have been on this podcast today. I keep maybe even have the first appearance because those quantum leaps like that accountability, that next level of accountability that we all need, because a book isn't gonna smack in the face and you're gonna change your life forever. It's not gonna happen like that.



Scot McKay 13:48

Well, on rare occasions, it does, you know, but I think still it shortens the curve to definitely have someone right there with you standing in the gap, someone who's been there before especially good stuff. What else is in your book? Give me another tip.

D

Dom Brightmon 14:02

Sure thing. Another tip is definitely that life is customer service. And that's kind of a branch from the whole theme of advancing others to advance yourself. Mentioned Magic Johnson, his rookie year where one of his teammates actually snub, a kid asking for an autograph. And then Magic Johnson stepping in and helping out the kid help him to stop crying and even signed an autograph to stuff. And a couple of decades later, when he was starting as an entrepreneur, he actually had to meet with this guy who was known as a hard nosed negotiator who likes to be punctual. And the guy he was meeting with was actually the father of that child, that he helped to not cry anymore that day. And he was 20 plus years in advance early for that opportunity because he saw an opportunity to help the kids to feel better that day. And little did he know that he was early, really early in the future for that great Launchpad. for success, so just never knowing like who you're talking to, and you may be entertaining angels, or you may be entertaining future opportunities for your growth. Well,



Scot McKay 15:11

that's just a huge point, man. I mean, that is a grand takeaway, perhaps from this whole episode already, life is customer service. And anytime you're dealing with anyone, you sowed the seeds, you're sowing some sort of seed is going to be a seed of future resentment, or a seed of future success. I've had situations when I was younger, where I had a customer who was kind of small time when I was working with them. And either I lost my temper, or I kind of messed up because I was also new at it. And then a few years later, a decade later, they've risen to the top, I've risen, you know, up the corporate ladder a little bit, and we meet again, and they haven't forgotten what happened 10 years ago, but thankfully, those situations were few and far between. I mean, after all, I am human. I mean, that first example goes way back, but I never forgot the effect it had. But you know, Dominic, certainly over the course of the last 20 to 25 years for sure, I have absolutely redoubled my efforts to go out of my way to treat other people with respect and tried to brighten everyone's day. And you know, that goes along with meeting women. I mean, a lot of guys are so sex focused on that, you know, they'll try to charm this real pretty woman who's sexy to them. And then, and the way I like to describe it, the analogy I use is opened the door for that pretty woman, and then let it slam on the grandma behind her, you know, because the capital isn't quite there in the guy's mind. But just wait till that grandmother has the hottest granddaughter ever, you know, happens to be 25. Right? Kind of along those same lines. An example that comes to mind is I've always said that there are two kinds of people, people who understand the value of free publicity and people who don't. And I don't understand the second kind of people at all. So, one time someone invited me to be on their podcast. And I was so honored Don, because they said, This is the first episode. And I'm a fan of your work. And I would love for you to be my very first guest ever. Now the douchebag comeback would be well how many listeners do you have if you don't have any episodes, and nobody's listening to this. So I don't have time for you. Right? Kind of like the guy who snubbed the kids autograph only to have it come back and haunt him 20 years later. Or I guess the situation actually happened in reverse the way you see it, because you're always looking at the glass half full Tom, I know that. So Magic Johnson steps in and stains in the gap there. It makes the kid feel better. And 20 years later, that comes home to roost and a good way for magic, right? Well, in this case, the guy's podcast blew up. I mean, it was sitting like top two or three in the sexuality category, and was just compiling reviews and just you know, crushing it out there. And so I got a lot of play from that I got a lot of people who listened to me on the first episode, and then, you know, became a fan of my podcast too. And it all started

because, well, I wanted to help promote this other guy and help him get his podcast started because I felt honored enough that he enjoyed my work that I felt like that's the least I could do for him. And yeah, you know what? Good things happen as a direct result. I'm a big fan of everything you're saying. Please continue. Keep going, man, you're on

 Dom Brightmon 18:27

a roll. Hot Dog and eggs, baby. I'm on a roll.

 Scot McKay 18:30

Dog and eggs, man.

 Dom Brightmon 18:34

That's right. And dude. Yeah, that is definitely so true. Like just when you just live a little bit. And then you acquire those great examples of like a dynamic living it definitely can keep going and growing at given another example of really, advancement in my own life was the funny actor, Bobby, the actual guest that actually snuck steal my podcast first. And now it's like, oh, we're a little bit on friendly terms now. But yeah, another thing that definitely really just steps out for me is the fact that one guy actually took the advice from for me one day when he wanted to publish his book, and this guy was a Marine of all folks, and he actually has this wonderful book even put my quote in the book called life lessons from the trailer park, white trash wisdom for everyone. Because at the time ready? Yeah, he's a no nonsense guy, Claude Milton. He's a no nonsense guy. And he actually got deep in himself, because when you see him today, it's like, oh, we probably had probably like little problems here and there, but nothing, nothing grand but he actually was suicidal as a teenager and his dad had to step in and help them to realize like, hey, like whenever you're done using the bathroom, I'm going to be right here for you. And that was after his first suicide attempt. And just that one small moment, helps him to realize, hey, he still has folks that care about him. And he ended up joining the Marines and staying with them and traveling all over the world. And then eventually, during Assad also joining the John Maxwell team and writing that wonderful book and just helping out so many other folks and just becoming a confident master communicator who inspires even inspires me because I never thought that a guy would see a millennial with a published book promoting himself or coming to me for advice and he took that advice and ran with it, he actually ran the darn play because sometimes, I'm sure you've had this in your past God where you give folks a play to run they don't run the play the next thing you know they get metaphorically sacked by life.

 Scot McKay 20:49

And then the next thing you know they get voted to the Pro Bowl anyway. Comedic recall there for you non Baltimore ons out there. We're having way too much fun with this episode. You guys know that I tailor my approach and my demeanor to the guest. And this one's getting out of control in the best way possible. I can tell already. So yeah, for sure, man, for sure. If only everybody else was as much fun as we are post COVID, the world would be spinning at a much

more even keel. All right. In the books data course, you talked about the elite performers, seven secret keys to sustainable success. What does that have to do with this topic? I'm sure it has something to do with it. Tom talked to me,

 Dom Brightmon 21:42

sort of thing. So in the book, the major key for elite performance is self awareness, being aware of yourself. And that even goes back to the early beginning of the episode and the conversation where it's like, hey, being self aware enough to realize, hey, I don't have to be arrogant in the room be like, Hey, look at freaking me. I'm the best. And a frickin world like I'm a gym, bro. I do CrossFit. Like, I need to evangelize the good word of CrossFit to the world know, it's all about being the best version of yourself and allowing people to shine and not trying to shine the light on yourself and like, dominate all the conversation to try to nail every chicken around where sometimes they sometimes best to keep them in the friendzone. So that way you can have folks to give you some intel and the boost.

 Scot McKay 22:29

They're batshit crazy. Just leave them alone. Yeah,

 Dom Brightmon 22:33

yeah, you don't want don't want to find out their vampire, then you turn it to the book and a Twilight series. And I think there's only like three or whatever. You don't want to be like

 Scot McKay 22:41

your next book. Yeah. Well, let me ask you a question before you continue, because I think we require a little bit of clarification here. You're talking about self awareness. And the context you kind of put it in DOM just now was what I would describe as having a sober judgment relative to your strengths and weaknesses. You know what you're good at, you know, what you probably should outsource. And you're cool with all of that, instead of trying to be something you're not, or trying to prove somebody wrong, when there's really no, there's no value in that. But there's another dimension of self awareness, I think really does apply to the topic today. Not that the first one doesn't, it most certainly does. Because that's how you can help advance other people, for example, by partnering with them in ways where they're stronger than you are. That's how you build alliances in this life. And that certainly helps advance other people to advance yourself. And a key takeaway there is show me an entrepreneur who's too proud to outsource and wants to try to do everything themselves. And I'll show you someone, I'll show you an entrepreneur who isn't an entrepreneur for long, it'll be getting a day job. You know what I'm talking about? Don't shout down for telling the truth, as they say, from the pulpit. I think, especially post COVID, and I talk about this zombie apocalypse mentality quite often nowadays. People just, they don't look around. They don't read the room effectively. I mean, one of the examples that just really gets stuck in my craw is, this had never happened, by the way, in probably the first 30 years of my adult life. Okay. In the past year, it's happened at least enough times, I need both hands to count. I'll be putting my groceries on the conveyor

belt at the supermarket. And you know when you're done I don't know if they do this in Baltimore. I never really bought a whole lot of groceries in Baltimore moved away before I was really buying groceries. But what we do here in Texas is as a courtesy, we put the little bar behind our groceries for the next person. You rarely have to do it yourself around here. I mean, nowadays, I'm noticing I have to do it myself more often. But here's what started going on. I We're still putting my groceries up on the conveyor belt, and the zombie guy behind me would just start blowing his groceries on the conveyor belt without even looking. And I have to turn around and go. Okay, there's this block of Velveeta creeping up on me. i Hey, is this yours? Oh, yeah, why? I said, I'm not done putting my groceries up there yet, man. And then they look at you like, You're the problem. I'm like, I tell you what, let me finish up here. I'll pick up the pace and I'll put the bar here for you. And then you know, we'll move on from there. It's almost like you have to treat them like a three year old. And they're still looking at you like you're the problem. What in the world? I mean, that is such a blatant violation of the self awareness code, that you got to wonder how these people made it alive to whatever advanced age they are. You know,

 Dom Brightmon 25:51

you can see that again. Heck, even not only that, but also with driving to where folks don't even see the red light. They just keep driving.

 Scot McKay 25:59

Oh, that happens where you live to. People look me in the eye through their windshield a drive in front of me through a red light. Oh, yeah. Yeah, crazy town man. Crazy. But self awareness to me. It's almost like in the year 2023. The first one to figure out how to read a freaking room effectively is our new CEO. I mean, it's almost like that.

 Dom Brightmon 26:22

It's true. It's true. Yeah. Especially with the darn zombie apocalypse devices known as the smartphones the slab of distraction like dude, like a slab of distraction.

 Scot McKay 26:38

Oh man chapter kiss for that. slab of distraction.


 Dom Brightmon 26:43


It's the sod we don't need maybe.


 Scot McKay 26:46


Maybe we need a new guns and roses album you'd like the big comeback album. And call it


appetite for distraction


 Dom Brightmon 26:56
oh my goodness a song about


 Scot McKay 26:59
user illusion. Three about that. You could come up with a whole bunch of guns and roses ideas there. Wow. All right. Go for it, man. So the elite performers seven secret keys to sustainable success. Hey, man, he wrote them all down. They're not secret anymore. You know spill the beans. Give us a couple more. Oh, yeah,

 Dom Brightmon 27:20
there. Yeah, the definite secret Blender tutorial. But anyways, the first.

 Scot McKay 27:25
Oh, Victoria in her secrets for sure. And I haven't been I haven't bought lingerie on the behalf of someone else in ages. I'm a married man these days. You know, she takes care of her own surprise. I don't know. It's probably off topic. Nobody cares. I mean, when was the last time a grown ass man cared about a Victoria's Secret catalog? It was sometime before broadband. I know that for sure.

 Dom Brightmon 27:52
Oh, God. Again.

 Scot McKay 27:57
Alright, seven secret keys. Unknown as your unknown by Victoria.

 Dom Brightmon 28:04
It's all good. It's about Ghana. So the magical book mark gonna stay the course like one of the magical keys that definitely sticks out his habit awareness. Being aware of your habits. And advancing is a habit really, it's kind of like when you network with other people than you really know. What really helps them out the most. And heck even a powerful question is what's going right for you in business? That's one thing I sometimes ask folks, because it's way to stand out. And you get to help folks to think of something positive and sometimes bring them out of their stupor. It's kind of like asking an author What if your book were a food? What kind of food would it be it gets them to really think of something good as something creative. And that way,

that's another form of advancement, just helping folks to expand their minds and expand their thinking, especially nowadays, when we just got done finish talking about a folks are so darn distracted and their attention is elsewhere. They're not focused on the here. And now. So being in the habit of really connecting people constantly. It's a perfect fit, and give another wonderful topic from the book. And this is even a bonus chapter from the book is reading and growing rich. I've already talked about books all earlier in the episode, but sometimes, even though it's better to have a mentor and a coach, books are still great. And it's kind of like the story. In the book where there's this giant gold Buddha statue where these monks were being invaded. And to protect that statue, they threw a bunch of clay and mud all over it. So that way when folks had the statue, they thought, oh, this thing's just a big old piece of heavy junk. But years later, when they came across the statue again, they just saw random light of shining just shining and radiating off of the statue and when they cleared off all the mud and realized they have a giant gold Buddha statue like they're like, oh shoot, this thing is freakin valuable. And that's just like a book. And that's just like your fellow human being like you never know who you may be entertaining like advancing others, they may come back and help you to advance as well, because one guy, another guy who actually is a big listener of my podcast ever McCloskey, he actually wrote his first book, because he supported me and I gave him a shout out on the show. And it so happens that episode was one where a pas veteran said, Hey, if you haven't failed in six months, you're not really living. So that put his button gear, he published his first book. And they asked me to be the voice behind his book. And I got four figures from that wonderful exchange. So really, it's all about advancing others, like it could be talking to walking palladium walking gold, you don't even know it, they're just covered by this clay. So that just means just keep folks in mind and helping folks to be the best they can. And that we're all human. Still, we're gonna have days when we're off, but still, try to keep the long game in mind, keep the long game in mind.



Scot McKay 31:08

You know, Don, as I listen to you talk about these concepts, and the recurring themes. And what I think needs to be said here is in a world where everybody's trying to exercise selfishness. And you hear the word narcissist a lot. Looking out for number one is the way to be and to heck with everybody else. It isn't so much this idea of advancing others to advance yourself becomes a selfish act. It's more like, again, here's that phrase, right? It's a self awareness, with regard to just how human beings are supposed to build each other up in this life instead of tear each other down. Obviously, if you bend over backwards for someone, or you're generous towards someone, the expectation there or at least the valid expectation there is this person shouldn't just take everything from you and come back for more that's dysfunctional and crazy. The expectation, there is the psychologically proven principle that when you give to someone else, they're more likely to want to give back to you and feel good about giving back to you. That's how sane, healthy, unbroken human beings work with each other. So this idea of advancing others to advance yourself really is in the spirit of self awareness, getting in tune with this dance of human goodness towards each other, which indeed, you know, this world could really use a lot more of nowadays. Right?



Dom Brightmon 32:45

Oh, preaching.



Scot McKay 32:47

I think it just did.



Dom Brightmon 32:51

The collection plate, folks.



Scot McKay 32:55

You know, what's funny, I, I don't know if these guys know this, because I don't usually talk like this. But when I worked for a nonprofit with gang kids, it was faith based. And the one thing that I've always naturally been able to do is talk, be a talker, be a public speaker, it doesn't faze me. I look forward to it. I'm not afraid of it. And when I retired from that career, my next career was in the business world where I did High Ticket Sales and introduced engineers and made pitches for Lucent Technologies to SPC and places like that. I would often get ribbed because I sounded like I was preaching. And what they would say sometimes was alright, okay, yeah, pass the plate around. Let's take a collection for this guy. You know, that's, you know, I took it in stride. But it was, again, one of the habits that you talked about, and it was built around advancing other people. But I mean, you know, again, self awareness reading the room, sometimes I need to stop preaching so much. And I hope that I've learned my lesson before my tenure as a podcaster. But you know what? Sometimes the truth comes out. Sometimes that light shines through. Sometimes you can take the podcast or out of the plate passing, but you can't take the plate passing out of the podcaster I presume that for a lot of alliteration.



Dom Brightmon 34:21

That's right. And do the P invasion, baby. Shower.



Scot McKay 34:26

Oh, boy, man, I love it. Anyway, we've run out of time. I love everything you said. You're just you know, you have the greatest last name for who you are. You are a bright man. You are the bright lights in a world where everybody's pessimistic and everybody hates everything. I love you, man. I think you're awesome. We should have you on more. His name is Dom Brightman. He's an author. He's a podcaster I've got both of his books at the top of my Amazon queue right now when you go to mountaintop podcast.com front slash Amazon and also what When you go to mountaintop podcast.com front slash Dom, you're going to be magically teleported to well, Dom bright mn.com with an m o n. That's easy enough to remember because it's the name of our guests and this guy was fortunate enough to snag up his own domain unlike yours truly. Some other Scot McKay with one T has owned Scot mckay.com. Since get this you ready for this? 1993 Dale, like hires before anybody knew there was a web? This guy? Wow, on top of things, sure enough, but anyway, you were a lot more fortunate than I was. I don't wanna say lucky because I don't think luck has anything to do with it. But when you go to Dom brightman.com by typing in mountaintop podcast.com front slash Dom, or Dom brightman.com, what are they going to find out?



Dom Brightmon 35:49

Oh, yes, they're gonna find the going north podcast and D definitely got to have Scott on the show, indeed, to return the multiple favors indeed, where you get to hear some great authors and is also a free gift. 21 lessons learned from two plus years of podcasting, even though I need to change that to five plus years now, where it gets 21 free tips to start, grow and manage a successful podcast of your own. And yours truly is on the roads interviewing over 1000 authors. And I'm 700 or so in. So definitely check it out on Dom bing.com.



Scot McKay 36:21

Good grief, man. You know, I appreciate your kind words back at the beginning of the show where you said, you know, I'm one of the OGS here and been doing it for 16 years and had 350 episodes, yada yada. But you know what? You were quick to change the subject to something else that was water under the bridge at the time. But now that you brought it back up, if you actually do the division, you do the arithmetic there. I'm a slacker. I mean, if you take 16 years, and divided by 350, I really have been a slacker. I haven't moved on this podcasting thing at all in the way some of you guys have. As a matter of fact, if you guys go back to the animals, as with two ends of some would argue there's only a need for one. But some of you guys may have gone back through the history of the show and realized I only started doing these podcasts weekly. These episodes were only weekly starting about three or four years ago. Yeah, so I got on point when podcasting really, really did pick up. But yeah, man, you've got this podcasting thing down to and listen, man, I appreciate you. I appreciate this topic. You're the absolute best guy. No to bring the noise about it. And man, just thank you for stopping by today. I appreciate it.



Dom Brightmon 37:38

Hey, man, I'm waterbed. Thanks again for having me. Oh, man, it's great when you buy sold come back on means nothing stupid happened.



Scot McKay 37:45

Yeah, I mean, even if it did, it was fun and profitable and productive. So but you know, you're very smart guy I love everything you talked about in the honor is all mine. And guys, if you have not yet been to mountaintop podcast.com relatively recently, go ahead and grab a copy of my first book deserve what you want. It goes for \$37 all day in the x&y communications company store. But when you sign up for my daily newsletter, which is absolutely free, by the way, you will be treated to a copy of that book which you can go through lots of personal experience in there that I pass on to you guys. Hopefully, it's gonna save you the trouble that I had to work through on my own and a whole lot in there about how to get better with women how to improve your relationships. Listen, guys, if you're coming off a divorce, if there's been a breakup, and you're getting back out there, that book is going to feel to you like I wrote it exactly for you deserve what you want is my free gift when you go to mountaintop podcast.com Perhaps uncharacteristically, I talked about coaching in the middle of this show, which I don't

usually do. But again, guys, if you have not yet gotten on the phone with me for 25 minutes, that's free also, business is good around here. If coaching is right for you, well, we'll make something happen. But I always love to talk to you guys so I can keep my finger on the pulse of what's going on out there with you guys. And so we can come up with good topics for this show. And make sure that I'm keeping it real for you all of that and more including our wonderful sponsors Jocko willings company origin and main heroes soap and key port.com Or they're free at Mountain Top podcast.com as well when you use any of our three sponsors wonderful products, always be sure to use the coupon code mountain 10 To get an extra 10% off 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

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