
Jamie: Welcome to Eventual Millionaire, I'm Jamie Masters, and today on the show, we have Jeffery Slayter. He's amazing, coach, author, speaker, bestselling international sensation. He's actually – it's 7:00AM in the morning over in Australia, thank you so much for coming on the show, I appreciate it.

Jeff: You're welcome, you're welcome, it's good to be on.

Jamie: So, I'm gonna get you to spell your last name first, so everyone can actually get it, so if they do want to go check out the site, they can. So, spell your last name for me?

Jeff: It's Slayter, S, L, A, Y, T, E, R. So, it has a little Y in there, so, S, L, A Y, T, E, R.

Jamie: It's actually kinda the coolest name ever, because you're like, Slayer, I'm Slayter, I'm slaying the dragon. That way we'll be able to remember.

Jeff: Yeah, Kelley Slater's a little cooler than me, but other than that, yeah.

Jamie: I don't know, we haven't even done the interview yet, how do we know?

Jeff: That's right.

Jamie: Exactly, set the stage high.

Jeff: Who knows, maybe I'll surf a wave right now?

Jamie: Seriously. All right, so tell us a little bit more about what you do. We were just chatting a little bit ago about how you hang out with billionaires and millionaires, and how you're used to being around super successful and wealthy people, but how did you even get there in the first place, in a nutshell?

Jeff: I think I made a whole lot of mistakes. In fact, I know I did. I just made a whole lot of mistakes, in a short period of time. And, you know, millionaires, billionaires, that's great. But, there's a whole other level of wealth out there, besides money. And, having a whole lot of money isn't necessarily the answer to everything. It does help, it makes us have more choices in our life, which is essentially – I feel that money equals units of choice. So, the more money we make, the more choices we tend to have. So, you wanna

go to the jungle in two weeks? You can go. You wanna travel, you get on a plane, you can go, so it's just choices.

But, I guess the short version of it, I've made more mistakes than most people have, I just relate to my mistakes a little differently. And I see them as opportunities to grow and to learn. Not that I wanna make a whole bunch of, you know, lose a whole bunch of money again, or anything like that. But, man, it was a mistake, and I learned a lot, so I learned from my mistakes, and I think the other thing is, who I surround myself with. I – and they're not just, you know, millionaires, billionaires is great, but they're really just incredibly grounded people. And, I just learned from them. We all have our mastery, including everyone listening to this call, so there's the short version.

Jamie: So, the failure side. Were you always like that, were you always okay with that, or did it ever affect you beforehand?

Jeff: You know, I don't think I've ever always been okay with it, and I still am not. I don't like when things don't work. I get really frustrated, I get pissed off, but then, I have some time to myself, which I make sure I block into my calendar. Time to myself, which is what I notice that many successful people have, is they actually take time to themselves, with no distractions, and then I get over it. And, then I start to ask myself different questions. What did I learn from this? What could I have done differently? And, what are other people doing that got through this?

And, most importantly, I reach inside myself, as best I can, to discover some answers within myself that maybe I wasn't looking at. And then, I have to look at, at times, how was I responsible for it, and at other times, sometimes, just crap happens.

Jamie: Yes, quote. Let me go back and ask you this, because you were talking about, it's not totally about the money, which I think is really, really important, right? I had a goal of a million; I gave it up because I hated my life. And then, loved my life, added the goal in, just for fun. But, I think it made a huge difference, because in my head, I went, okay, well I get that's what everybody says, money's not important, but prove it. Like, I want to feel this way as we go through, right? And, it's a journey, don't get me wrong. But, what can you tell people that have that feeling? Like, I get that money's not important, but that's also because you have it, so it's easier to say that.

Jeff: Yeah, well, let's, look. When you can't pay the bills, and you can't pay the rent or the mortgage, or whatever it is, and money's fricking important, in this world, to have the choices that you – especially in the beginning. And I think that the first, what I call it is the first inflection point, and I'll start from the point where I had lost a lot of money. I was 26, I had lost millions. And, I remember laying on the ground, wondering what the heck it's all for. So, I had worked so hard, I had done all this trading, I had read all these books, I had done lots of deals, laying on the floor, going I just wanna kill myself.

It was really hard for all that, and then I remember buying this flipchart. I started, one day, I just said, I'm gonna write down everything I love in my life. And, because I noticed that, I said, what do I do about my life? I'm just gonna write down all the stuff that I love. So, I wrote down, I just made little circles. People, meditation, business, real estate, transactions, deals, negotiating. Speaking, coaching, and I wrote down surfing, and all this stuff I like. Indigenous medicines, and all this crazy things I just love.

And then, I realized, I potentially had built my other – the reason it wasn't sustainable was, I had built a business, really, purely, a lot of it was to make money. Instead of actually starting with what do I love, which is the lifestyle that I want, and then, building a business to support my lifestyle. So, oftentimes, so, you build a business to fund your personal dreams, as Jim Rome says, But, that's really true. And, I remember, I was in a conversation with my father.

So, I grew up in an entrepreneurial family, really entrepreneurial. And, we really struggled as a family. We grew up in Honolulu, Hawaii, and my dad was a really strong entrepreneur. My grandma was bringing over mangoes to feed the family, it was bad. We weren't like, poverty, but man, it was tough. And, my mom and dad were sometimes fighting about money and things like that. And, he kept going, kept going, and realized, persistence, persistence, persistence. And then, his company actually turned for the better. And then it was acquired.

And then, I noticed I had to go from not having much choices in the family, I was young, to having more choices. And then, he had to get a job as part of the acquisition. So, then, he had a job. Not happy. Entrepreneurs don't make good employees. I am probably the worst. And then, he goes, and then, he started another thing on a kitchen table. And this company went on, probably a lot of

people know, he was the first CEO and founder of a company called O-Desk.

Which is now merged with E-lance, which is now merged with, which is now called Upwork, which is huge, it's the biggest in the industry. And now he's, he's no longer in the company, he started it, and that's what he likes to do. But what was interesting was, I asked my dad, I said, "Dad, you know, I've learned a lot from you. What'd you learn from me?" And, he said, "I've learned," because we both have had our own success. He said, "I've learned that you – son, I built a business first. And then, I tried to jam my life into it." He goes, you started with your lifestyle first. And then, you built a business around it. And, he goes, "If I could redo it, I'd've done that earlier."

And so, when the people are listening to this, as you listen, what's the lifestyle that you want? And, maybe, perhaps, we ask ourselves, how do I fund the life that I want, so that you can do what you love all the time? And, you know, you've all heard the story, do what you love, and you'll make lots of money, that's not necessarily true. You might not. But, what we ought to look for is, where do we lose track of time? So, my life is a constant area, my life is a constant collection of, where do I lose track of the most time?

And, when I lose track of time, I'm no longer in time, and then, I'm more singing my song, which is the song of my life. And, because really, time is the biggest delusion, according to – is the biggest misconception to all humanity. If there's a delusion – and the same with the debt program, which I'm not gonna get into, because that's a big conversation. And I haven't figured out how to crack that, and I haven't figured out how to crack the time thing, because I'm still getting older. But, my point is this, is that still, my life is full of things where I lose track of time. And, it's in between, if we get outside of time, it's more the true nature of who we actually are. And, we're able to express ourselves more authentically, and be our true selves.

So, the question is, is, where do you lose track of time, and how do you fund your personal dreams? And then, how do you build, and then, what's the business to support that? And, if you only make \$200,000 a year the rest of your life, be a good saver, put the money away, make sure it grows. But, man, that's way better than trying to make \$10 million; you're doing something that you don't wanna do. Because you can only drive so many nice cars.

Jamie: I agree, 1,000 percent. It's funny, because *Millionaire Fastlane* is a good book, and they talk about either doing the lifestyle entrepreneur side of things, or the crazy huge exit, you give up five years of your life for the fallout. I know which side of the fence you fall on, of course, but when they're looking at those two key differentiations, how would you sway people to go from working your butt off constantly, because we hustle, and Gary Vee's like, you have to do this, and you give up everything that you do. There's just so much of that out there right now, how do we sway people to do the other side?

Jeff: You know, I really respect that path, because when I start a new business, in the beginning stages, it's a little bit like pushing a stopped train. So, entrepreneurs often think, they hear other entrepreneurs have lots of other businesses and stuff. What they often – what can be confusing at times is, they can be like, well, they have seven businesses. Well, that's seven confusing things at once. Or, imagine seven trains, in a train yard, trying to get seven trains to move? Huh, that's a lot of energy. So, what I actually share with them is, put that energy into one business, get it moving like a train. Now the train's moving, takes less energy to move.

Then, put a CEO in place, get it going, then get another train going, put another CEO in place. So, with Gary, I like him, because he tells it like it is. Well, frankly, you do have to bust your butt to get it off the ground. But, if you bust your butt in something you lose track of time in, the rest of the world thinks you're nuts, and thinks you're so busy as an entrepreneur. While you're sitting there going, I'm enjoying my life, this is awesome.

And then, at times, you gotta, like Elon Musk says, he's brilliant. He says, it's so easy to fall in love with the idea of success. Well, when you move that first train, my first train, moving that train, the beginning? Woo, this is so fun, I'm building a business. The idea of the success was easy, but the process? Sometimes not being able to pay payroll, trying to figure that out. Then, the other good times, which is negotiating big contracts, making it happen. Putting yourself, making the calls, meeting great people, meeting great people. Fall in love with the process of goods and bads, and then you can build a great business.

So, the idea is easy, it's to fall in love with the process.

Jamie: How do we do that?

Jeff: Realize that it's gonna suck sometimes.

Jamie: Thank you, I love that.

Jeff: But, you know what sucks more? Doing something that you don't wanna do. Waking up, sitting in traffic, in a job you don't wanna have, wondering when it's gonna end. While your life ticks away, and you suffer silently, or you go to a – and you spend time with people, who they're just clocking in, clocking out. I can't even, that would just be... the people listening, we have no alternative. People think they have a choice. Like, you have a choice, I could have a job, or I could do this. And, a job's fine for some people, as long as they're happy. And they make it work. For the other people, they know they, there's no choice. Fricking make it work.

Jamie: Yeah. It does not compute. Job does not compute in my brain, in any way, shape or form. I wish, it would be easy if it did, but it definitely does not, at all. So, how does somebody who's driving to work, or even in the first few years, and they're pushing the train. Because that the thing, it's a series of ups and downs, and you grow as a human being 1,000 times over when you start your own business.

Jeff: Yeah.

Jamie: And, when you're at the lower point, it feels so shitty, that you wanna be able to stop, or people will stop. So give me some ideas on helping people try to push past that. Because it really is that commitment to pushing the gosh darn train, no matter how far down the path it is.

Jeff: It is. So, some tips on that, I can only share from my experience, people have to try this out for themselves. But, the knowing what your inflection point is, that you're gonna quit, can be very good. So, if you make \$8,000, \$8,000, let's say, \$100 grand a year, \$8,333 a month, or whatever that is. The, don't worry about making a million. Go make \$8,333, or sorry, go make about \$7,000, or \$6,000, okay? Just under what your job is. So, you're gonna work full time on your job, part time on your thing, so you will be working a little more. But, as long as it's something you love, there's no time. So, we have to admit to ourselves that, during that process, we are gonna work a little harder. It's gonna be a few more hours. Deal with it, you're getting more stuff out of your job.

So, then, make a number. Let's say it's \$6,000. Figure out how to make \$6,000 in a week, instead of four weeks. So, don't worry about getting rich, and making millions of dollars out of the gate, worry about getting out of your job. Phase one. Then, now, if you can make \$6,000 a month with less time, quit your job. Then, from there, you now have three weeks, let's say it too you a week to make \$6,000. You now have three weeks to go make, 20, see, \$27,000. I couldn't even do the math. See, you don't even need to be good at math to make money.

Jamie: That's awesome.

Jeff: It's too early.

Jamie: Seriously, 7:00, we totally give it to you. So, what happens if it doesn't align? So, let's say you're doing this business in general, and you said do what you love, but let's say the marketing that you're doing, whether it be cold calling, or whatever it is, is not what you love, and the time does not go by ease and flow, it is all one second at a time. Do they stop doing that, do they do it anyway? I mean, is that where we just go, okay, it's the hustle, and it's painful, and we just keep moving forward?

Jeff: Sometimes, I can be a pretty good quitter. I don't waste my time with things that suck, and that are hard. So, I think the new paradigm of, things should be a little easier. And, I'm not saying, don't quit on your calling. That's stupid. Like, we all have a calling inside of us, then you're quitting on yourself. But, some of the methods that don't work, test them, test them, test them, and if they don't work, quit them fast. And, ideally, sometimes, the other mistake I made was trying to do everything myself. So, if you're trying to make cold calls, and you're not a good cold caller, and you haven't learned cold calling, or you don't have a telemarketer, you're trying to run ads, and they don't work? Somebody's probably better than you, find out how to work with them.

Jamie: Perfect. Problem, solution. So, when you talk about hard, like, because a lot of people are like, well, it's supposed to be hard. That's how my dad grew up, right? Like, he was an entrepreneur for a while. Didn't ever really have the uptick that yours did, so mine just thinks it's ridiculously hard, and sort of gave us that as our brain space. So, a lot of people grow up that way. It's supposed to be hard; it's not supposed to be easy. But, you say, no, no, we

want it to be easier. So, how can we go down that path, of feeling better and easier, while we're going through all this?

Jeff: Yeah, okay. Surviving success can be challenging for a lot of us, including me. Surviving success, and those hard times, they're shaping you. So, what we have to understand, and what I had to understand was, when I used to go to Japan as a kid, and go look at these little samurai swords, that were like, I was a kid, I was like, aww, swords! And, we were in the gift shops of Japan, and I would go, Dad, those swords look the same as the ones in the museum. And he says, they're not the same, son. The ones in the museum are priceless, and da, da, da. Yeah, well, they kinda look the same; I just wanna get one of those swords.

And, he goes, do you know what the difference is? He said, the difference is, the ones in the gift shop, they lay some metal on each other, and they go, and they break easy. He goes; the ones in the museums are priceless and unbreakable. I said, well, what makes them unbreakable? He goes, the ones in the museums are pounded over, and over, and over, and over again. The ones in the gift shop, that are cheap, that can't take the beatings, they break, those are the ones that haven't been pounded. And, he said this to me when I was getting pounded in business.

He goes, you're just getting your pounding, you're gonna get sharper. That's the difference between people who make it, and people who don't. So-called make it.

Jamie: I adore that. Okay, so how do we still be okay with getting pounded in the face, over and over and over again?

Jeff: Yeah, I just stopped pretending that it's gonna be okay, it just sucks. And, it's no fun, so instead of trying to make it better, just man, this is hard! And then, take a walk, take a few breaths, eat some good food, put yourself back together, get up and do it again. And, the hardest thing is to say everything's all good when it's not. So, it's just hard.

Jamie: And, it's all temporary. So, as long as you keep moving forward, doesn't really matter.

Jeff: You got it. Everything passes. The goods, the bads, they all pass. That's the biggest thing to remember, everything passes.

Jamie: So, you're quote-unquote on the other side, right? So, everyone has this goal that's listening, they wanna be a millionaire, you're on the other side. So, what's the difference, what does it look like, why should we care so much? I know you're sort of saying that's not really the point, and that's what I wanna kinda sorta clear up, right, as the distinction of what is and what isn't worth it?

Jeff: Sure. It is worth it. If you need to have that path, to realize more of who we are, then do it. You wanna get a Ferrari, get a Ferrari. You wanna go have that, fine. I can promise you that when you get it, it'll be a sugar high, that'll last for a little while. And you'll get over it. You know, a friend of mine just got a 400-foot yacht. He's like, oh, it's cool. But, he knows he's not his yacht. When you think your yacht is you, your car is you, you miss the point. That's okay. Maybe you need to go get the yacht, get the car, and have the experience of it, and realize that – funny I mention it.

And, realize that it's not all it's cracked up to be. So, the vantage point from the other side is, it's all one big cosmic giggle, enjoy the journey. And, sometimes it's hard.

Jamie: Done. Interview done, I agree 1,000 percent. But, I think that's a thing that's so easy to say, and so hard to embody, when you're going through it. Do you know what I mean?

Jeff: Yeah, I've been there, I understand. But, you've just gotta keep going. And, the biggest thing is to track your money, too. You, it's a little bit like, if you don't pay attention to your girlfriend, she's gonna leave you. If you don't pay attention to your money, it's gonna leave you. So, it's simple, but then it's not. And, make sure – the biggest thing is, sometimes people aren't willing to invest for access. As a trainer, as a coach, people who seem to have the success financially, I'm just gonna say financial success, they do invest for access. They're willing to honor people's time, honor people's value, that they bring. Because they're actually honoring themselves.

Jamie: I think that's a key distinction. A lot of people that are not where they wanna be yet, also try and get everything for free. Or, for – you know what I mean? And they go, and they ask for a lot. When people ask for my time, I go, okay, yes, and time is the only thing I can't make more of at this moment, so asking for that is more than asking for money, for me.

Jeff: Oh, yeah. Hands down, they should invest for it, because a lot of times, those people, free, free, free, free, free, free. There's plenty of great free stuff out there. Learn what you can, and when it's time to take it to the next level, we have to invest in ourselves. And, that's the best asset we have, is the investment of ourselves.

Jamie: So, like you said, when you were 26 and on the floor, you'd already gone through a lot of personal development, and it sounds like you've gone through a ridiculous amount. What do you think the best money well spent investment in yourself has been on this journey?

Jeff: It's actually not that expensive.

Jamie: Good.

Jeff: But, the best money I ever spent – and this is gonna shake people up a little bit. So, I'll give you a bit of context, a short one. So, I grew up, when I was 20 – so, my Mom's Dad was an alcoholic. My Mom's just, you know, it was in the family. My mom and dad didn't drink, but it went up the line. So, for some reason, when I was a kid, I just never drank, in my life.

Jamie: Me either.

Jeff: Yeah, it just, really?

Jamie: Yeah, we have alcoholism in my family too.

Jeff: Okay, so I just never drank, and it just – people drink, it's all good. I've been around the biggest parties and everything, people can drink, it's all good. It might be their path. So, that's been my path. So, since I've been 20, never drank a drop of alcohol in my life. And drugs, never did any drugs. Never smoked, still haven't smoked weed. You know, it's just not my thing. And, it doesn't make me any better; I'm still an idiot, and everything else. So, I just, it's just kinda like, that's it. And, but, I had a really deep meditation practice. From 20 years old, meditate. No drinking, no drugs, meditate.

Then, I'd spend time in the ashrams, then I'd read Rumi, Hafiz, I was in my midlife crisis car, 911. You know, black 911 convertible, with Rumi and Hafiz poetry in the front – you know how they have the trunks in the front? While I go to my banker meetings, and then, when I go home, I'd stop in the park and read

poetry and watch squirrels, I was just, it was a mess. It was great, you know? Closet spirituality. So, I was growing myself, and I'd develop, and I'd go spend time in silence. My biggest quest is, who am I, what am I here for? And, that was my question. And, I wanna have this direct experience, my connection to everything. So, I'd meditate.

And, I'd had these moments in my meditation, where I'd experience my connection to all things. And, I do encourage everyone listening, no matter what, for sure meditate. You're kinda weird if you don't. It's like –

Jamie: I've never heard that before, but that is amazing.

Jeff: It's actually reached a threshold. People need to do some research on the people that – if people wanna have success in their life, well, I've noticed that's a big distinction.

Jamie: Yep, me too.

Jeff: And, if you never do, that's cool, just, you're kinda missing out. So, I'd meditate, and I still couldn't crack it, and I'd read books, and still. And then, I was the guy training people how to have a better life, and all these – learning how to do healings and transformations with other people, and still, I was like, something's missing. I was like, what haven't I done? Ah! I haven't gone to the jungle, and done a whole lot of medicine, and – now, I'm gonna call it, the mainstream calls them drugs in the jungle, okay? I'm gonna call them entheogens; I think the mainstream around this subject is totally asleep, and has no idea, and I'll stand by that until I die.

So, essentially, the thing is, I couldn't seem to crack it in my meditation. And, I was always seeking. You know, meditation, I'm gonna sit, I'm gonna meditate, I'm gonna put my foot on the gas, I'm gonna reach peace. And I'm gonna keep my foot on the gas. And then, I went to the jungle, because I was like, what haven't I done? Ah, I haven't gone to the jungle. And, my mom's like, what are you doing? You're crazy! And, -

Jamie: How did that come about? Like, I haven't gone to the jungle, that's not normally the first thing people think of as the one thing I haven't done yet.

Jeff:

Totally, totally. One thing I'll – I'm talking about ayahuasca, I'm talking about wachuma, camposito, and there's other ones. And, it kinda happens like, you've done it, and then you feel this calling from inside. And now, this is how it happened for me, everyone's different. I'm sitting and meditating, and then, my friend goes, check out this documentary. And, it's a documentary about these medicine men and medicine women in the jungles, right? Experienced yogis, experienced spiritual teachers. I'm going through it, I'm like, hmm. And then, I watched, I'm like, that's kinda cool. And then, I'm meditating, and it won't leave me.

It's like, go to the jungle, go to the jungle. I'm like, I don't do drugs, I don't do that! And then it's like, go to the jungle, go to the jungle. I don't do that. I'm scared to do that, I don't wanna go to the jungle. Why would I cheat, supposedly cheat, and drink an indigenous medicine? That's like cheating. Wait a minute, then I'm like, wait a minute, it's actually not. I've been programmed, as a human being, to work really hard all the time, because basically, I'm a slave in a system that – I was so enslaved, I didn't know I was a slave. And then I said, all right, I'm gonna challenge that.

Because maybe the process of discovering who we are is actually easy, and I'm making it hard. But, then I was like, oh, you know what, but I don't do that. I said, you know, these are – and then, did research scientifically. And nothing in these substances are foreign substances. Nothing. It's the same chemistry as our brain. And so, and this is just my path, so I said, I'm gonna go. And then, booked a plane, went, and my parents thought I was nuts. My whole family was like, what are you doing, oh my gosh! And then, went, within the first hour, it was like being in the deepest meditation I've ever been in, and it just kept going. And then, instead of my foot being on the gas of going inward, my feet are on the brake.

My feet are on the brakes, trying to manage, oh my gosh, we really are that connected.

Jamie:

Okay, so let me ask you this. So, this – let me put a little bit of context to this, because we were talking about this before. I have so many super high level friends that have told me about this over and over again, and I kept – at the beginning, I was like, oh, this is what rich playboys do, is that they go to the jungle, and they find their spiritual medicine and go down that path. And then, more people I trusted came back and said, you have to do this, I just did this. And, they came back. I have a friend going there for a month

next week. And, I'm going; this keeps coming up, over and over and over again. So, tell us more about the scientific side, so that people can understand more into that piece, and what actually happens.

Jeff:

Sure, well, I'm actually pretty horrible with the science of it, because science is actually; science is useful, up to a point. And, if they wanna go read about it, they can, there's lots of science to back it up. Actually, I'll give people a resource. I created this initiative of mine, called thegrandinitiative.com. Thegrandinitiative.com, because how I operate is, I know something, and then I feel it, and then I see it. And that's confusing for the rest of the world, because they have to see it, and they have to have scientific evidence before they move. I just know it, and the whole world can be against me, except for my own soul.

I don't want the world against me, you know. I'd rather have the whole world against me than my own soul. So, my soul says, time to go to the jungle, I go. And then, I do a little research, it shows up what I need to know, I'm out. I go. But, at thegrandinitiative.com, there's videos, they can go have their little science – which is great, they can go have their sciencefest if they want. But, here's the thing is, I too understand that, because, what I mean is, I can't share the names, or anything like that. But, the people that I look up to, the people who are supposedly really successful, if people knew who was doing this work...

And, I'm not just talking about ayhuasca. Ayhuasca's not for everybody, either, for sure. You can die on it, you can get hurt on it. It's not necessarily the ayhuasca that hurts them, it's that they have antidepressants from the system, and they mix those in there. Or, you're not getting ayhuasca, you're getting something else. Or, you're in an unsafe place. So, they have to really do their due diligence, and make sure they're in a safe place. But, I just got over myself, and I've spent enough time with enough "successful people", puking next to a bucket, getting what I wanted. Puking into a bucket, purging, that's what they call it, getting the stuff out of me.

And, it's actually not just the physical remnants of a toxic world, because it is, and this is the energetics of it. Getting it out of my body, so I can feel at home in my body. I've learned that I was a tourist in my body. I had no idea. I had no idea what a gift this body was, as a vessel. See, it's so easy to put – I had all this attention on the spiritual world. The world I can't see, that's so –

there's this majestic world. But, the material world is also energy too, and it's just as sacred as the energetic world. And, I wasn't actually realizing that this vessel is actually a sacred vessel. And, when we get into our bodies, our empathy comes online, and we start to realize that we are far more than we ever thought possible.

And the conversations that get had with the so-called really successful people, around what they call maloka, after the ceremonies, they don't talk about their money. They talk about their kids, they talk about how they wanna change the culture in their company to be more human. It's transformational, and I would just challenge anyone that's really successful, go spend some time in the jungles, with some of the top medicine men and women in the jungles. And, in the end, come out of it, and tell me that something doesn't exist beyond the five senses.

The most hardheaded, doesn't exist, it may not be their time. It'll floor you.

Jamie: So, what is that, that exists beyond the five senses? Because I think we're in such this physical body, and where we are, and buying the Ferrari, because that's the cool thing. If there is more, of course people wanna know what that is. Can they know what that is, without having that experience of going to the jungle?

Jeff: Yeah, you can. Sure, I guess, if – I meditated for fifteen – this is all my – this may not be other people's path. They've gotta do their own research, their own calling. These medicines, they're not for everybody, at all. If you want them, they're there. They're there for people. But – and, I'm calling it a medicine, and an entheogen, and look at the term entheogen, for people. It's a spiritual catalyst, done sacredly. I'm not an advocate of do some mushrooms at a festival. If people wanna do that, that's fine. But, I'm talking about sacred plants, sacred ceremonies for entheogens. But, I lost track, I was very passionate about – what'd you ask?

Jamie: What is beyond the five senses, and how do we get there without necessarily –

Jeff: It's possible, I just, after meditating for years and year and years, I thought I reached it, what I wanted to, and I still haven't reached it. I realized that, I'm actually at the point where I have less questions. And, I've also come, what I've learned for myself is, in the beginning, I was a real seeker. Find this, what are the biggest questions. Now, the questions are gone. They're still there, a little

bit, but they bubble up. The questions themselves soon become distracting now, and I used to wanna solve the mystery of the universe, like it was a problem to solve. And, then, I realized I was programmed by this crazy system.

I am a problem solver, and so what I did was, I applied that I am a problem solver to this incredible, beautiful mystery, called the universe, to that. And, I realized that I was missing the point. I was trying to solve the mystery of the universe, instead of just being the mystery. And, that's who we are, we are the mystery. So, for me, I don't know what's out there, it's a mystery. I don't even know what's within me, a mystery. But I'm no longer trying to solve the mystery anymore; I like to sit in it. So, it's just nice. And, have I mastered it? I've got so much more to learn. And, I don't know, these guys in the jungles, they've got so much more to teach us, but there's something.

I'm just a student in this. There's some medicine in the western world, and there's good people in the pharmaceutical companies, and there's good people in the doctor's as well. But, there's things to learn from the western world, and they have much medicine, and there's things to learn from the ancient culture, and somehow, the alchemy will happen when they come together. Just like spirituality, business. Your business will fail if there's no culture in it, if there's no spirit, if there's no humanness in it. It will not be sustainable. You've gotta merge business with spirituality, you've gotta merge the western world with the indigenous world, and we've gotta respect the land.

You can own a lot of land, but forget it, the land owns us. If we don't remember that presupposition, we get owned by suffering, by being disconnected to Mother Earth, and we silently suffer through our lives, and we don't know what it is, and sometimes, we're suffering so much, we can't even feel the suffering. And, until someone takes the time to go really deep into themselves, and feel. Because if we don't feel it, it's like it never happened. If we don't take the time to feel, and slow down and feel, then, essentially, we are owned by our minds.

And, the furthest path for anyone to travel is from their minds to their hearts. And, what I'm noticing is that the next generation of entrepreneurs, the ones that are doing it, especially the ones that so-called make it, they're now on the journey from their minds to their hearts, because their heart is a supercomputer. So, if you haven't made a million dollars yet, you might as well get on that

journey soon, or now, because when you do make your millions, you're gonna have to do it anyway.

Jamie: So, you might as well start now. All right, so tell me this, because you were just going down the path of problem solver and spirituality, but I feel like in business, we have to be a problem solver. Right?

Jeff: Yeah, there's usefulness to it, yeah.

Jamie: So, how do we merge the two, because it is such a heart-centered thing, but our brains are the problem solvers, how do we connect as much as we can?

Jeff: Well, some, I mean, most people live in a concrete jungle. So, this is gonna sound very simple for most people, but many people are gonna pooh-pooh it, because it's so simple. But, actually, are you doing it is what matters. Who cares what you think about it? Are you actually doing it? And, a medicine man or medicine woman will ask you a few things. When was the last time you sang? When was the last time you danced? When was the last time you spent time by the fire? When was the last time you gave somebody a hug? When was the last time you put your feet in the ground?

And, if you haven't done any of those things, most likely, you're pretty miserable. So, essentially, what I'm sharing is, feet in the ground, ten minutes a day. Minimum. Do you work in a concrete jungle? Get out of it. Find a way to live in a place that feels like a sanctuary. Okay, take walks by yourself, in nature. If you eat toxic crap food, you're gonna feel like crap. It's very simple. What you put into your body is a direct communication to your body. So, superfoods, organic foods, stay to that. Clean water. Next thing is, is spend time with yourself in meditation. And, basic. Listen to music in the morning, stuff that uplifts you. High frequency stuff.

Turn the news off. Now, but people are listening to this going, yeah, but I've heard all that. Okay, that's great, but do you do it? Because we can know something, and what I've learned in my life is, what I know sometimes stops me from directly experiencing it, because I confuse knowing something from actually doing it. And, I also sometimes confuse learning something, like; I'm learning something, from action, okay? And then, the other confusion I've found within myself is, trying to find out the next modality. When in actuality, the thing that transcends all modalities is just love, that's it.

But, of course, people listening go, that's just foo-foo stuff. Reconsider. You cannot be a skeptic, a true skeptic, unless you can be actually skeptical about your skepticism. And, we as a human family need to be skeptical about our skepticism, about our connection to Mother Earth, and to ourselves. And find a way to reconnect to our true nature. Otherwise, we will be lost, because who gives a crap about the Ferraris, the big houses, all that stuff, if you're miserable? And, money just amplifies what we already are. So, if you're a dick, and you have a lot of money, you're just a big dick.

If you're kind, and you do work on yourself, and you wanna bring things out to this world and make a difference, and you have money, you just make a bigger difference. So, it just magnetizes.

Jamie: A thousand times over. So, we're supposed to enjoy the journey, right, but let me ask you this. Is there an endgame? Because when we think of journey, there's usually an endpoint. Do you think that there is, or what's your thought?

Jeff: No, we are eternal beings, having an experience, there's no end. So, no end at all. We've never had a beginning; we've never had an end. But, that's my truth; people can think what they want. I've also learned, the best I can. I like to be liked. I wish everyone likes this podcast. At the same time, the biggest shackles I have found have been the opinions of others. And so, I'm just, my job, and I ask this of my fellow human beings, is for me to just share what's true for me. And for us to share what's true for us, and be ourselves, as much as possible, and, but, we gotta get to know ourselves.

So, no, I don't feel, on my journey, there's no beginning and there's no end. So, and then, I'm less attached to having the good times, and I'm less attached to making sure the bad times don't happen. It's just, it's part of the flow. Whatever.

Jamie: One or the other.

Jeff: But, I do like good food that tastes good, you know? There's gotta be food stocks.

Jamie: So, I know we need to start wrapping up in just a second, and I'm gonna ask the last question in just a second, but I, to move forward your note that you just said that you want people to like you. I have

that same thing, Right, and I've grown up that way, and it's always been a line, throughout my entire journey. So, what advice do you have for me, to let that go a little bit more?

Jeff: That's a good question. For you, well, many people were taught, and this is the old paradigm, that our internal world creates our outer – that everything happens externally. Is actually a reflection of our internal world. So, we're taught that if we change our internal world, it changes out there. So, whenever someone has their opinion, most of the time, you think it's, well, that's something to do with you, right? Well, it is, and then a whole other paradox says not.

Consider that we embody, and you embody, in ourselves, in our DNA, the future of the human family of this new Earth. You actually embody the future of humanity, in your body, and in your cells. And, the external world has nothing to do with the internal world, it's autonomous. So, know that many of us carry, in our cells, in our body, in our hearts, the future of humanity. Peace on earth, peace within ourselves, dissolving boundaries between life, between death. So, perhaps the people listening carry the future of humanity in their hearts, and where we're going.

But, of course, for many people, the mind cannot grasp what I'm saying, because we're moving from our heads to our hearts. This is a conversation of hearts, and I'm not interested in having conversations with purely the mind anymore. It's exhausting, frustrating, just like living in the mind is. So, maybe reconsider that you actually carry the future of humanity in your heart, just like many others.

Jamie: It's so funny that you say that, because it's something that I'm trying to get out of my head, and go into my heart a little bit more, because it is hard to solve all the problems of the world in just your head.

Jeff: Right. The heart can actually do more computations, so if you wanna do – the logical brain can only process seven to 15 bits of information per second. The brain. The heart can compute, is a quantum computer. So, wouldn't it make logical sense to get into our hearts, to solve some of the biggest problems of humanity? And so, that's our job, that's what we do, and we do our best. I haven't mastered it, I'm still real, like, in my head, I'm exhausted. So, it's a continuous journey.

Jamie: I agree with that 1,000 percent. But, I've also found as we're going through and talking to entrepreneurs, the ones that are more successful – I shouldn't generalize like this. But, a lot of them started with headwork, and money, and this and that. And then, started to tune more into their heart after, which is a pattern that I've been seeing with all of the millionaires I've interviewed.

Jeff: You know what, the millionaires, and the billionaires too. Especially the billionaires, they almost, they actually really get it. And the conversations with billionaires, or with hundreds of millions, their conversations about that, they won't call it the heart. They'll say, how do I develop my leadership? How do I enjoy and have more fulfillment in my life, so I can bring more fulfillment to my teams? But, they don't say heart as much, because that word's not very corporate.

Jamie: But, it's Maslow's hierarchy of needs, right? So, people need to eat –

Jeff: It is like that.

Jamie: And then, as we go on up the chain, there's just so many more things that we can experience.

Jeff: Totally.

Jamie: I know I have to start wrapping up, so I'm gonna ask you the same last question, even though I'm sure we could chat forever. What's one action listeners can take this week, to help move them forwards towards their goal of a million?

Jeff: Take no action.

Jamie: You're the first person ever to say that, and I kinda knew you were gonna say that. No, continue, please, tell me more.

Jeff: Yeah, just stop being so fricking busy. Sit down. Sit in a forest. Chill out. And the answers will actually come, if you listen, if you listen close enough, you slow down. The energy from the core of the earth comes up, when you sit on the ground. But, of course, some people listening to this go, what is he talking about? I'm too – well, you're too busy, because you can't hear it. I used to think that nature had no song, but I was just deaf, and so, but, you've got to sit in it to the point of – you know, sit in it long enough to where

the mind settles down. So, sit, do nothing, and something will happen. You can't truly take action until you can sit in no action.

And then, from there, the answers will come up from the core of the earth, in a co-creative space, and you'll get the upload, not the download, because we don't download. We upload, from the core of the earth, up, and then the information will come. And then, your next action will not be something from a manic, have-to-get-it-done space. It'll be co-creation, and it won't even be effort. It won't even feel like much effort, it'll be like a calling. It'll be the next thing. Birds sing because they sing, they don't have a reason to sing.

And, what I mean by that is, we are obsessed with having reasons. Get busy, do this, because I said this! Here's the reason you're gonna do it! We're obsessed with that, and we put that on nature. Birds sing because they need to do this, they – no. Birds sing because they sing. Human beings have songs, and we have a song to sing too, and we don't need a reason to do what we do. And, the only way to hear that song is to slow down, take no action for a little bit, until action comes from an inspired place. Otherwise, you're pissing in the wind.

Jamie: I adore that. It's so amazing, I've been meditating for an hour every single day, and I keep a pen by me, because the inspired amount of action that I want to do as soon as I'm done with that, it's like, and now, I have to go do this! And, it's well and up. Instead of it being, oh, I have a to-do list, and now, I have to do this too.

Jeff: Right.

Jamie: Because that's, and then, you're not enjoying the journey as much as you possibly can, and that's kind of the whole point anyway, so thank you so much, Jeffrey. Tell us where we can find out more about you. I know you have books, and all sorts of amazingness to tell people, so where do we find that?

Jeff: Yeah, let's just support some people if they want. So, they can go to Jeffrey, J, E, F, F, R, E, Y, Slayter.com, S, L, A Y, T E, R. JeffreySlayter.com. I have thousands of documentaries on my site, and they can read research, they can go in there, and there's some videos, lots of videos, actually. On my website, there's a TV show, where I do videos all the time, and there's so much free content, it's awesome. And they can go to my events, if they want. I do

events, they can go to my events section, and there's free events, and there's \$30 events, and a way for us to get to know each other, and if it feels right, come.

If it doesn't then, best of luck on your journey, lots of love.

Jamie: I love it, it's so amazing. Thank you so much for A) getting up at 7:00 in the morning and making time for this, you have a fantastic day.

Jeff: Thank you very much, and thank you to everyone listening. Take care.

[End of Audio]

Duration: 59 minutes.