

Kimra Luna: All right. Thank you guys so much for being here on this episode of The Stellar Leader Show. I am super, super, super excited to be talking with today JP Sears. He is the author of his new book, which is called "How To Be Ultra Spiritual." I'm having a tongue twister here. Ultra Spiritual, and if you haven't seen his super famous YouTube channel, you need to go and subscribe to his channel right now. His videos are hilarious.

[00:00:30] I've been following JP for a little over a year now. Everybody in my house, you're like a household name in my house. Everyone's like, "Oh, JP's new video," and we're all tagging each other and I'm tagging my [nannies 00:00:41] on. Everybody in the house loves your videos. That's why, like I said, I'm super excited to have you here. How are you doing? How's the book launch going?

JP Sears: Well, Kimra, first off, thank you for being weird enough to invite me on. I'm so honored to be talking with you, sister. I think I'm doing pretty good for a redhead. [00:01:00] My people have been through a lot, a lot of sunburn and ridicule for being carrot tops as children. Life is treating me really good.

The book launch, the book officially hit the shelves on Tuesday, so just a few days ago, and I'm really thrilled with it so far, one, because I feel like the book was a win for me before anybody ever read it because it was just internally satisfying to dive into this creative well of the book, [00:01:30] and then also externally I feel very blessed that it's being received well by the outer world. I think the morning that it launch, I received the news. It was number one in spirituality on Amazon and so hopefully it keeps going up, but for me that's secondary because putting my heart and soul into something for me is the priority. The priority has been accomplished.

Kimra Luna: I love it. We were talking a little bit [00:02:00] before this about how you were getting advice from all these people that are number one selling book authors, and you decided to go a way that really went for you. How important is that for you to follow your intuition, even if it's business decisions like this?

JP Sears: I'm going to sound super irresponsible for a second, but it's me speaking from my heart. I don't like to make decisions based on what I think. I love to make decisions [00:02:30] based on what I feel. As you pointed out, Kimra, at an intuitive level, what I feel and how that registers for all of us can be different. For me, it shows up in a very simple but powerful language like hearing an idea that feels heavy or constricted, and I've learned that's not for me, then. When an idea feels light and expansive and I actually get excited by it rather than feeling burdened, then I know that's for me.

[00:03:00] When it comes to strategies, you mentioned I've had really, really ... People have been so generous to me over the past year about, "Here's what you need to do with your book to promote it well and make this New York Times bestseller list." I would hear 98% of that, I'm like, "That sounds like really great advice and I'm not going to do it because it doesn't feel right to me." It's [00:03:30] just like if you don't like spicy food and someone makes you an amazing pie dish that just tastes great to that person but it's too spicy for you, it's like, "That's not my thing. That's you."

Being incredibly strategy can work really well for you, but I find for me ... and again, I'm not trying to be on a soap box saying, "Everybody should be like JP." I think the world would be incredibly boring. That's the reason why there's like

seven and a half billion of us and we're all pretty much different. [00:04:00] I find for me, I am an incredibly unstrategic person, and what fills me up, and ironically what has been the best thing for my business, again, it's not strategy, it's giving freaking value, giving value either through creativity or connection, and I know that can have many forms, but I find when I give that value rather than trying to give strategy after strategy after [00:04:30] strategy, which inherently, I'm going to get opinionated here and say inherently, I think as entrepreneurs, being strategic doesn't give value to our customers.

I don't think there's anything wrong with strategies, but when we put 90% of our focus on what strategy is going to grow my business, we realize we are focusing 90% of our time, effort, attention and maybe money as well on things that won't give anybody else value. It's [00:05:00] like we're in a taking posture, and I think it's really inherently a poverty consciousness posture. I think if we realize, "We're a freaking human being. We're a walking miracle," I think we are our greatest value, the creativity, the perspectives that we have inside of us, whether or not we've learned to let them out, that's up for each individual, but those things we have inside of us, I think, are immensely [00:05:30] valuable. When we can focus on giving, giving value to other people, I think that is something that will just relentlessly grow our business. I think it's a strategy list strategy. It's very sustainable. Then on top of that, if we're like, "Okay, let's 80 to 90% give, give, give value," and then have strategies [00:06:00] on top of that, it's like there's a solid infrastructure for the strategies to enhance.

Kimra Luna: Yeah.

JP Sears: You got me excited. I'm going to shut up before I ramble on for another 12 hours just narcissistically [crosstalk 00:06:13].

Kimra Luna: Yeah, that's really interesting that you say that because one of my phrases that I teach my students, it's like "Throw value around like confetti." You want to be having this ... It's like this sparkle that just goes over top of [00:06:30] the people that see you, that come in contact with you, and most of my audience are people who are building a personal brand. I'm like, when you're so focused on just, "Does this strategy work? Does this strategy work? Does this strategy work?" you're not focused on, really, serving. I feel like serving is something we all want to do as people unless maybe you are some kind of psycho person, but most people want to serve in some sort of capacity.

I feel like when we focus on that, that's what brings us in. Even when I started doing my [00:07:00] webinars, I had people tell me, "You're giving away too much information." Like that was constantly something I got, and I was in it ... When they said it, I just felt so icky, and I was just like, "I don't care. I'll give away as much as I want to give away," right? It worked and I was able to grow a large audience because I was giving and giving and giving. I still have this big capacity to give because I see the results that people that people are able to have from my giving. It's just like this circle [00:07:30] and it just keeps filling up and filling up.

There was something that you mentioned about poverty consciousness. I do have a lot of people in my audience who happen to be what they call woo-woo-preneurs, and these are people that are psychics and tarot card readers and different types of healers and Reiki masters and all these people. I've also saw

in your book, it was talking about the guru part and how the gurus aren't supposed [00:08:00] to make money. Basically they're completely poor. Where do you think this mentality that people that are healers and people that are giving and serving aren't supposed to financially be well off? Where do you think this comes from?

JP Sears: Here's what I think. I think it's a shame based belief that's hidden under a very altruistic sounding rationalization. Let's just pretend that we're all human beings. I know [00:08:30] that's a radical concept and we're really stretching it here, and personally I think there's two types of people. Those who are emotionally wounded and then those who are in denial of being emotionally wounded. I know at times we'll call ourselves business people and entrepreneurs, but it's like, "Screw that. You're a human that might be doing entrepreneurship, so guess what? You have emotions. You had a childhood. You've had tough experiences in your life."

With [00:09:00] that said, shame is part of the human condition. I've been doing emotional healing client-coaching work for the past 15 years, and what I've found is shame is an emotion that basically carries a message that says, "I'm not worthy. I'm not good enough." Very painful, and we relentlessly try to cover it up rather than just vulnerably feeling it, and I get that. I've done plenty of covering up of shame. With that said, oftentimes in [00:09:30] the woo-woo community, and other parts of entrepreneur community do their own way, but let's talk woo-woo for a second.

In the woo-woo community we can become motivated in the first place of, "I want to help heal people," because underneath we desperately feel unworthy, but we think if we can heal people and give to people, that'll make us worthy, and that can be a great motivator, actually, to get us into a wonderful [00:10:00] career of giving genuine value to people, but if we don't deep dive into our hearts, we can still carry residues of the shame that says, "I'm not worthy. So if I'm not worthy, don't you dare give me a bunch of money because that won't validate a core belief of mine created from the emotion machine that says I'm not worthy."

In other words, I need to create rationalizations. Again, if I'm coming from the place of shame, to [00:10:30] repel anything that will actually make me feel worthy. Part of the repelling of money can be we start to rationalize it with what I call spiritualizations. It's just like altruistic mental jargon that helps justify how unworthy we feel inside. "You know, honest, genuine healers, it's not about the money, so don't worry about the money." It's like, "Well, [00:11:00] maybe, but maybe you just don't feel good enough about yourself to receive money, which is really ... Money is just a symbol, as we all know, but for a lot of us, it symbolizes some sense of worth. That's why we're weird enough to call it our net worth and then we use currency terms for that.

I think that's one of the reasons why a lot of us are in the woo-woo field allergic to money. I think it's really [00:11:30] not we're allergic to money. We're allergic to the unworthiness that we still carry inside. Truly, my experience, and I've had to work through my own version of this, and my experience is that when people are really giving, really woo-woo field or otherwise, for them it's not about the money, and that's what allows them to receive a lot of money, so I [00:12:00] think it can be easy for us to sit back in

our woo-woo rocking chair and say, "Well, no money for me, and that person over there making millions, it's all about the money for them," but it might not be. The money might just be a symptom of them giving their heart out, giving genuine value to the world.

Kimra Luna: Yeah, and that fits like my core belief about money right there. When you give [00:12:30] genuinely, you're going to get in return what you give out. I am a person who I have been criticized for this, but I don't check my bank account. My husband and my CPAs and accountants, they work with that, and the reason why is because it's not about the money for me. When I sit down and I want to create new content for my audience, it's because I just want to help them, and I'm like, "Oh, this is such a great idea. I just want to do this and I want to be able to create [00:13:00] from that space," rather than the, "I have to create this new course so I can make more money to pay my bills."

JP Sears: For sure. I've tried to do that in the past, like, "Okay, let's create the course to bring in a bunch of money," and I end up resenting myself. It's like, "Wow. I'm really selling myself in a way that's not authentic to me," and I think you and I have a lot in common. I love to unstrategically, [00:13:30] like, "What does my heart want to give? What does my heart want to offer?" and then let the, "How will that make money or not?" come in. I know that in a way that sounds like irresponsible for a non-

Kimra Luna: Business owner. Yeah.

JP Sears: Yeah, and at the same time, I think we're all different. You and I seem to be very similar in this regard where it works for us. I wouldn't be delusional enough to say everybody [00:14:00] should act like Kimra and JP. However, I think more people out there than just us will find their sweet spot by test driving some of the leading with their heart strategy list strategies.

I also, to be responsible human beings, I like how you shared you're not really monitoring your bank account, and I'm not either, [00:14:30] but you have people doing that for you. To me, that's a beautiful ... Like you know you're not in your power zone when you're monitoring the numbers. However, you have team members, if you will, and your husband who do that for you. I've had to do the same thing, too, because I feel like I'm ... It's like I become uncalibrated with my purpose and I feel like I'm wasting time when I'm doing much of that kind of thing, so I bring on team members [00:15:00] that parts of their strength are what I despise doing the most, what feels like something that takes from me rather than gives to me.

Kimra Luna: Yeah. Yeah, exactly. Even with analytical things on my team and things like that, I'm just like ... Just the other day I was applying for a passport for my son and it comes up with this big checklist of things. I immediately stop. I call my husband on [00:15:30] the phone. I'm like, "You are going to have to help me walk through this because I already can feel this is going to overwhelm me and within an hour I'm going to be snapping at everybody in the house."

JP Sears: It's in his best interest to review that.

Kimra Luna: Yes. I was like, "This is in everybody's best interest, everybody in the household, assistants, everybody around me. It's in everybody's best interest for

somebody to help me with this because I know, and I feel like as business owners sometimes it's like we have this giant checklist of these things to do and we're [00:16:00] doing the things that just aren't fulfilling us or are going to make us snap, which is what happens to me is I have this capacity and then all of a sudden it hits a border and I'm like, "Okay. All hell's breaking loose."

Do you think that sometimes people not wanting to let go and delegate things out. Do you think that's like a form of just self sabotaging themselves or what do you think is going on when people don't want to delegate those [00:16:30] types of things out?

JP Sears: For me, it's self sabotage, absolutely, it can be. To me, it's a big control drama. I remember about nine months ago, it's before I had any team members with me. It's like, "Wow. Looking back, like how did I live that long doing everything myself?" I'm not even convinced I'm alive. I might've died and I'm just in denial of it because death is [00:17:00] so traumatic, so maybe it did kill me. I don't know. Let's pretend it didn't though.

About nine months ago I was burning the candle at both ends and in the middle, barely having any time for what was bringing value to me and my audience, barely having any time for creativity and giving good offerings to the world because 99% of my time was taking incoming communications, looking at offers, like great blessings that became [00:17:30] a course because there were way too many of them relative to just me and it's like, "Wow. I'm fighting for time to even make one video in a month." That's like only eating one meal a month." [crosstalk 00:17:50] too scarce, but when I look back at, "Why was I like that?" It's because I was in control [00:18:00] of 100% of everything. It was killing me. However, it's weird, human nature, huge, big-time self sabotage. Sometimes we are willing to die in the name of having control, and it was killing me.

I'm a little dramatic with my language. It would've taken a long time to actually kill me, but it was wearing me out. I still wasn't even able to keep up with nearly everything. The idea [00:18:30] of surrendering control, I think, is one of the greatest fears that we have deep down inside from a self preservation point of view. When we're in control control equals "I'm safe. I'm vigilant and my survival is likely to be guaranteed, much more likely to happen anyway." However, from a self realization perspective, I think the more we're in control, the more we constrict our life and the quality of our life goes down [00:19:00] even though it seems like the quantity of our life goes up, like how long we're going to live a miserable life because we're in control of everything that can go up.

When it comes to growing a business, that is not about self preservation. To me, it's about self realization. Each of us are creators, even if you're not creative enough to call yourself a creator, your business is your creation. It's an act of self realization, [00:19:30] and to me, that suggests to energize an expression of our self realization, our business, we have to surrender control. Now that's not to say being indifferent and not caring. It's to say, "We have to surrender control in order to allow our creation to expand." Otherwise, control just confines creativity or our creation.

To [00:20:00] me, it can be very scary to let go of control. In fact, a lot of people would define fear as simply the experience of not being in control. Someone jumps out from behind the corner, screams, and then you get scared because you didn't expect that to happen, so you lost a sense of control for five seconds and you recognize, "Oh, it's a friend playing a stupid joke on me." Ideally, [00:20:30] we have to be willing to be scared to death in order to truly live and to bring a lot of life into our business. For me, letting go of control, bringing team members on to join me was scary and simultaneously liberating and very fertilizing.

I think a willingness to be scared is a necessary ingredient if we want to grow. I think growth [00:21:00] always happens out of our comfort zone. A lot of us start as a one man or one woman show. Like, "Oh, that's our comfort zone. That's all we've ever known." However, growth is on the other side of our comfort zone. By definition, if we're in our comfort zone, we're not growing. We're stagnant. To breach the membrane of our comfort zone, to piece that, we realize the opposite of comfort is discomfort and fear is often [00:21:30] one of the spectrum of discomfort, so I think a willingness to be afraid, which means we're willing to surrender control, is very, very helpful to the entrepreneurial mindset and just human beings in general, in my opinion.

Kimra Luna: Yeah. It's interesting because when I started growing my business, my brain immediately went to hiring people because I was three months in business and I ended up [00:22:00] pregnant with my third son at that time, and I was like, "I've got to grow really big so that I can have a nanny." That is the dream. "I've got to have a nanny." Because I knew if I had a nanny, I can actually continue to be creative and continue to produce. Now I have three nannies. Now I have a lot of virtual assistants, I have all sorts of people running tons of things [00:22:30] on my team, and it was scary at first because a lot of people have that fear, especially of having a nanny coming to their home and the person is with their kids all day. There's a lot of these fears that are around those sorts of things, but even with the virtual assistant, it's like, "Oh my gosh. Are they going to set my webinar up right? What if it crashes because they didn't do it right?"

There's all these types of things that go on, but I know for sure my business would not have been able to keep growing if it was just me. I'd have been completely stressed out. I'd have been yelling at the kids and husband. [00:23:00] I would've just been maxed, I feel a lot of entrepreneurs are at that point, and I feel like maybe if you're watching this, it's time for you to be like, "It's time to hire somebody to help me," because I feel like that's somewhere where people, they get this kind of stagnant. They're like, "I want to grow. I want to grow. I want grow," and I'm like, "Well, you can't grow unless maybe you hire a few people."

JP Sears: Yeah.

Kimra Luna: Yeah.

JP Sears: Of course, hiring the first person, [00:23:30] there's also the fear based self talk, I believe, for a lot of us that says, "Well, spending money on another person means I have less money." In the short term. Of course it's an

investment. It doesn't have a guaranteed pay-off. Kimra, if I'm allowed to hijack the microphone, I'd love to ...

Kimra Luna: Hijack.

JP Sears: In your business slash life, what's the difference is something [to consider 00:24:00] [00:24:00] , but if your business and life right now, what scares you present day?

Kimra Luna: What scares me is I think not having as much impact as I would like to have in the world because I feel like for me, my whole goal is just impact. I'm like, "Okay, if I sell this course to one person and that helps that one person get a thousand followers and that's like [00:24:30] a thousand people that have been impacted by me." That's how I do it, so I'm like, "Okay. When can my program be affecting millions of people?" For me, my fear is that dwindling. I like to ... Big. Everything for me is big. That's just how I roll, and I don't know if my husband knew he was on for a journey like that when he married me, but I was just like, "Everything's going to be big, and that's just how it's going to be. [00:25:00] Sorry, dude."

JP Sears: I love it.

Kimra Luna: Having less impact than, I guess, maybe I'm used to having now.

JP Sears: Makes sense. Yeah. Well, thank you for sharing your fear. I like that.

Kimra Luna: Yeah. That's a big fear for me. I don't know. It's like I feel I just want everything to be big, big, big, big, big, big and I've learned recently with my spiritual coach, it's like sometimes there's expansion and contraction, so now [00:25:30] I'm working on the contraction part instead of everything always be expanding. I need that opposite. I'm working on it. I am.

JP Sears: I think that's a beautiful and very wise analogy your spiritual coach would use, and to me, you need some contract with the expansion sometimes. To me, that's a rule of nature. Breathing in, if we don't do [00:26:00] the contraction, our lungs would literally explode. Long term, we can increase our aerobic capacity if we allow the contraction to be there. Inhalation, expansion, exhalation, contraction, over the long term, there's so much more oxygen in us if we're able to honor the contraction. I love how you can say the contraction scares you. I would [00:26:30] daresay whatever you do in your business, your life to allow the contraction, the price you pay is that's scary to you, and you're willing to feel it in the name of continual growth, but I think short term what will keep us expanding short term is what will explode us, not so much in the get bigger kind of way, but explode as in a destructive kind of way if we don't honor the balancing forces of nature.

Kimra Luna: Yeah, [00:27:00] and I feel too a lot of the contraction is just focusing into my inner work, and me as a person because now it's like once your brand starts getting big, it becomes about other people too. All of the followers and what types of content they want and all that sorts of stuff rather than you just being like, "Okay, what do I want?" Like "What is this internal thing that is for me?" Yes, I've been doing a lot of work on it, and I also ... I [00:27:30] have a lot of past trauma and things like that, which, it's funny, because even some of those

things I can see why behaving a certain way with my business even, so it all overlaps in the thing, so working on resolving all those sorts of things. I'm working on a lot of stuff right now.

I have to, though. I have to because I know it's going to just make me a better person, but also allow me to give and serve to the higher capacity that I do want to serve [00:28:00] in. I have a question for you about building a personal brand. I know you've been doing your coaching for 15 years now. When you started being so well known online, like your videos were like, "Oh my gosh, they're going viral," and all these people are looking at you, was that scary for you? Because you don't seem super crazy outgoing. To me, I feel like you're an introvert. I just [00:28:30] feel like, "He's a chill kind of guy." Was that this startling thing for you to all of a sudden have these videos going viral?

JP Sears: It was definitely unexpected. Startling, yes. Scary, yes. Exciting, yes. That too. Joyful, yes. It wasn't just one thing. It was a whole collage of emotional colors. A whole rainbow [00:29:00] of them. I think you might know me better than I know myself. You learned about me quicker than I've learned about me in 35 years. I used to fool myself into believing I'm a straight-up extrovert, and why I fooled myself, I think a couple reasons is, one, I didn't allow myself to be honest with my needs. I'd have shame about neediness. "Neediness? Oh, that's not a good thing. You can't be needy. That's bad." [00:29:30] Really, I had the need to not be needy. I was needy squared. I was so deep into it but trying to avoid that I couldn't see how needy I was.

Then I wouldn't allow myself to honor my introverted needs for freaking quiet time. Then the other factor that had me fooled about myself is I can function very well in an extroverted capacity. I can really turn it on whether I'm on stage or ... Just [00:30:00] a couple nights ago I did a ... It was really a beautiful event to a sold out crowd, a little over 500 people for my book launch. I'm on stage doing standup and talking from my heart and then afterwards it's, I don't know, two hours of taking pictures, signing books, talking with hundreds of people, kind of like one after another rather than everybody jumps on the same time on stage. I thrive in that environment. I absolutely [00:30:30] love it, and at the risk of being as narcissistic as I actually am, I'm good at it, too, and I have a finite capacity for it.

The whole book event a couple nights ago, just this example, I don't know, the whole night was maybe four hours or so, and after that, I need to just be freaking alone. I need to go back to my hotel room and be alone. I still [00:31:00] feel like I'm still recovering from that massive amount of extroversion. It's just like if I did a hard workout, I'm not going to recover instantly. It's going to take a couple days.

Getting back to your actual question, the unexpected virality of my videos and then the recognition that's been coming with it over the past couple years, it's been something that I've had to learn to [00:31:30] deal with. It's just sort of like a surfer. He or she isn't necessarily a great surfer when they begin surfing, but they learn, "Okay, here's how waves behave and I adjust my center of gravity." I've been learning that. There's big-time adjustments, honestly. There's times where I'll literally just not leave my house because I'm in a time of really needing to be introverted and I know if I go to the coffee shop, [00:32:00] very likely I'll be recognized by some people and there's an amount of introverted

bubble that I just won't have. Having to figure that out and recognize, "Okay, there's a need for an adjustment and what is the adjustment?" It's definitely been a big learning process since I've been getting more recognition, and I would daresay the learning process is continuing. [00:32:30] By no means have I got it all figured out.

Kimra Luna: Yeah, and especially once you start getting even more and more and more and more popular. I'm not even that popular, and people will recognize me, and I'm just like ... I'm like, "Woah." It's very startling when someone's like, "Oh my gosh," and they're running up to you and wanting to take a selfie with you. You're like, "Oh. Okay. I guess I'll stop what I'm doing."

JP Sears: Can I ask, how is that for you?

Kimra Luna: I don't freak [00:33:00] out about it too much, but sometimes it's really weird. A lot of times I'm just walking with my kids in the stroller down the street and a person walks up and I'm like, "Oh. Okay. Yeah, I guess we could take a selfie. I have no makeup right now, but all right. I guess so." One time I was in Brooklyn and I had ordered delivery, and the delivery driver knew who I was, and so I'm in my pajamas and this person wanted to take a picture with [00:33:30] me. I'm like, "Okay."

It's interesting, but I don't mind the rockstarness. I used to tour with punk bands. I was used to that, and so it's not something that really bothers me that much. Plus, I am extroverted. I am definitely an extrovert. I will tell everybody my entire life story the first five minutes I meet them. I am completely extroverted, but for you, it's hilarious, because I remember when I was watching your videos, to me it was easy to tell that you were an [00:34:00] introvert. You're very similar to one of my friends. He's all on stage all the time and does all these videos and everyone would assume that this person is an extrovert, but really, it's like he does this speech on stage and the second he's done, he's like, "I'm out of here." Like, "I don't want to talk to any of these people." Like, "I'm done." He talked to five people and he's already like max capacity type of thing." I had the vibe that you were very similar.

One of my favorite videos that [00:34:30] you made is the one about the essential oils. That's my favorite one because I am the hippie mom. I do have piles and piles of essential oils in my home. I used to sell essential oils on my mommy blog.

JP Sears: Are you going try to get me into your downline?

Kimra Luna: No. I'm trying to get you into my downline. I'm not with any company. I'm not affiliated with anything. My question to you is, "What is your favorite essential oil?"

JP Sears: [00:35:00] It can change. Right now I want to say eucalyptus, and really I gauge my fondness of essential oils purely on how they smell. I know there's great therapeutic benefit to many of them, and it's like, "Yeah. That's beyond me. I like the one this one smells, so let me keep this one around." Yeah, can I say "eucalyptus?"

Kimra Luna: [00:35:30] Yes. Yes, you can. Yeah, eucalyptus is a really good one. Right now I'm really into cedar wood. That seems to be my ...

JP Sears: I've got that one, too.

Kimra Luna: Yeah, cedar wood seems to be my favorite right now, and the kids actually like it. Some of the smells, my kids are like, "Ew, this is too strong." It's like I can't even use my diffuser because they don't like [inaudible 00:35:50] smells. Cedar wood seems to be the only one the whole family is okay with, so that's the one that ...

JP Sears: Interesting. Would they just be more sensitive [00:36:00] because they're younger and per unit of oil diffused [crosstalk 00:36:06]

Kimra Luna: That possibly could be. My middle son, he's actually allergic to lavender, which lavender is like seems to be one of the more gentler essential oils, but he can't even use shampoo or soap or anything that has it in it. He's actually allergic to lavender, which is weird.

JP Sears: Do you think lavender oil could be used to cure his allergy to lavender oil?

Kimra Luna: Probably [00:36:30] not.

JP Sears: Well, let me sell you lavender oil so that we can just try it anyway.

Kimra Luna: Awesome. My last question for you is, "What are three ways that you believe a person can get on the path, I guess, so to speak, to finding happiness?"

JP Sears: Look for happiness where it is, not where it's not. I think in the pursuit of happiness that we're all on to some degree. Some of us are just [00:37:00] more proactive than others. Oftentimes, when we're pursuing happiness, we're aiming in a direction that it's not. If we think that happiness is found in what we do or what we have, then I think we'll be pursuing happiness for a long freaking time without finding that. I think in my delusional experience, where happiness is inside of us. I know that's so cliché. It's like, "We all know that, JP." It's like, "Yeah, that's why we [00:37:30] all need to be reminded of it, because it's so simple."

I think happiness is found in what we are, not what we do, not what we have, not what we believe, not found in who we think we should be. It's found in what we are. Yeah. We've got to be connected to ourself, and part of that for me is being connected to our emotions and body sensations that helps us connect with a very primal [00:38:00] miracle that we are. I think when we're in our heads thinking too much, that actually disconnects us. It disconnects our awareness from what we are. Knowing where happiness is, number one.

Number two, be willing to be uncomfortable, in my opinion, is essential for happiness. In other words, being willing to be unhappy, [00:38:30] be uncomfortable rather than avoiding it is essential for being happy. I think when we're trying to avoid being unhappy, avoid being uncomfortable, we're also avoiding happiness because we need unhappiness and we need to embrace that in order to have the polar opposite of happiness. I mentioned earlier my delusional opinion, and I'll just riff on that in a different direction.

I think happiness is found through [00:39:00] growth. We're not growing if we're in our comfort zone, and we're not outside of our comfort zone if we're unwilling to be uncomfortable. I think being willing to be uncomfortable is what allows us to break out of our comfort zone, which is what allows us to grow, and I think growing is what allows us to encounter more happiness. I think growing is also a function of my first suggestion, which is becoming more connected to [00:39:30] who and what we are. I think we play it so small. Our impressions of who we are are incredibly limited. I think growth, I don't think it means we're actually growing. I think it means we're growing our awareness of how freaking amazing and infinite we are, so we have to grow in order to encounter self in their foreign order to be happy, in my opinion.

Then third, at this point I forgot the question, but [00:40:00] I know it's something about happiness [crosstalk 00:40:01] answer. Giving to others. I'm going to have to do two G's on this. Giving to other and being grateful. A lot of us are just resentful for what we don't have. Good, have a nice life with that. What if we also figured out how to be unapologetically grateful for what we do have? If you have two pennies to your name, can you be so [00:40:30] grateful for those two pennies rather than resentful of all the millions that you don't have? Can we become grateful for what we do have and can we give to others genuinely? There's another G word. Genuine giving.

There is so much, honestly, in the entrepreneurial world. I'm a part of it, so I'm going to pick on us. Ready, people? I'm picking on you all. I think there's a lot [00:41:00] of taking that's presented as giving. There's times where people will say, "JP, what can I do to support you?" It's like, "Wow. Why is my body registering as though that's a take?" It's like I think I connect to the energy of it and what I'm connected to is this is a person who's trying to set me up to be obligated to doing something for them, and then another person can ask me the same thing, "JP, what can I do to support you?" and it feels [00:41:30] like a genuine give. It really does.

I think, really, it's not the words, it's not even the actions, but I think it's the heart space that we're in or not in that determines giving. When I advocate, "Okay, giving is an important part of having a happy life," we need to check ourselves, and when we're about to give, is it genuine or are we giving so that we can then take?" Nothing wrong with that, but let's just not call it giving because [00:42:00] I think giving deserves better than that.

Kimra Luna: I completely agree.

JP Sears: Was that three? I think that was three.

Kimra Luna: That was three, and a little bit extra, one of the G's at the end.

JP Sears: Just going with the letter G, any word, and [crosstalk 00:42:12].

Kimra Luna: Yeah.

JP Sears: That's a G word too. Goats are the key to happiness.

Kimra Luna: Yeah, the G's to happiness. You're going to have to ... That's your next book. Anyways, I'm so, so, so appreciate of you taking your time out of your

somewhat booked [00:42:30] tour type of thing to be here on the show today. If anybody wants to connect with you, they've just got to go to awakenwithjp.com, and what's the link to get the book?

JP Sears: The book is available on Amazon, Audible, Barnes and Noble, so all those easy places. There's also a landing page for the book, "How To Be Ultra Spiritual." You can check out any of those that you want to check out.

Kimra Luna: I feel like I'm like Vanna White. Whoa.

JP Sears: You are, I think, an upgrade of Vanna White. You [00:43:00] have so much more personality, not just the plastic Barbie doll. No offense, Vanna, White, if you're listening.

Kimra Luna: I don't know if Vanna White is watching it. Yeah, so anyways, guys, go and get JP's book, "How To Be Ultra Spiritual." It's super awesome. I've been laughing a lot with it and showing all the jokes to all the people in my house. I've even been snapping jokes and putting them on Instagram. This is some really great stuff in here. Be sure to check it out, and thank you guys so much for watching The [00:43:30] Stellar Leader Show and I'll see you guys next time.