

E111 - 6 habits to break in 2025 that will 5x your online education business.

Welcome to The Empowered Edupreneur Podcast. My name is Michelle Smit, and I am an ex-teacher turned online business coach for Edupreneurs, the owner of Digiteach and a six-figure entrepreneur. I am in love with empowering educators just like you to create freedom filled online businesses and lives they love.

If you are looking to up level your skills, your finances, your mindset, and change the trajectory of your life as an educator in business, then you are in the right place. Think of this podcast as your weekly dose of business and mindset development to help unlock the infinite potential within you to play bigger with your life and go after your dreams. We are going to have so much fun together. So thank you so much for pushing play today. Now let's dive in.

Hello, hello, happy whatever date is that you're listening to this episode. Hope you're having an amazing day. Now we are in December and basically my mind is literally in 2025 already. It's jumped ahead and I'm really thinking about like the things that I can do as a person to improve myself as a person in all areas of my life.

And as a business owner, right. And I think that's a really valuable thing to look at. And I was thinking about habits and how I have been really working on this year, is building consistency habits. And I've done that with exercise. This is the first year that I can remember in my life that I have pretty consistently exercised.

It's because I found something which is sweat 1000, where I have it on my phone and I just do 30 minutes, sweat 1000 sessions. My best friend actually introduced this to me. And I've been able to relatively consistently stick to it the entire year, which was my goal. One of my biggest goals from last year that I set moving into this year.

It was more of an intention rather than a goal, but I really wanted to lean into consistency in all areas of my life, not just in business, because I'm pretty consistent in business. But in health specifically and exercise. And I've been able to do it. I really feel like it's improved my life in a big way.

And it was a habit that I leaned into that made such a big difference in my personal life, in my mind, mindset, and my mental health. But also it really added to my business. I would feel more energized, and I would then be more productive in business. And overall it made everything better.

So it was one of those habits that I was like, yes, this is amazing. So then I was thinking, okay, well, what are the habits that I have that I need to let go of moving forward into 2025? So instead of a habit to lean into, what are things that I'm doing that are not serving me and that are actually limiting my growth as a person and as a business owner.

And then that prompted me to record this podcast. And so, that's what I'm going to be jamming on today. I'm going to be jamming on the six habits that you should let go of in 2025 to have your most successful business year yet. And also a personal year. I think it's going to impact both. I feel like they're both very important.

But specifically to grow your business. And I really do believe, when you let go of these habits and you replace them with better habits, that you can 5X your business growth. Because the habits and the small actions and all of these little things that you do all the time make such a big difference in your output and in everything that you do in your business.

And yeah, I feel like it can make or break a business ultimately. And these are all habits that I have done myself, I've implemented what I'm sharing with you over the years. Over time, I've really done this myself. So I can say I have seen the reward of what happens when you let go of some of the stuff and you replace it with better things.

So I'm going to share with you the six habits to break in 2025 that will 5x your online business. All right. Habit number one is consuming more than you create. This is a big one in the world of social media and all of the stuff there's a lot of reels and short form videos and things like Tik-Tok, all of the stuff that kicks up your dopamine.

And you know how it is, you lie in bed, and you doom scroll for an hour before you sleep, you wake up in the morning and the first thing you do is look at your Instagram and doom scroll. And during the day you're scrolling and you're consuming, you're consuming, consuming. Now, when you're an online business owner, I want you to think about it like this.

Every time you are consuming content, you're not creating content and that is costing you money. Ultimately, that's costing you money. That means people aren't seeing you. People don't know you exist. You're not getting more traffic to your websites and your funnels. You're not building your list by consuming content.

Straight up consuming content is not making you any money. It's just swallowing your attention. And so, can you shift that time to creating of some sort? And it doesn't necessarily mean you just need to be creating actual content, but even if you took away the time of consuming and you just meditated, for example, that would be more valuable.

So instead of doom scrolling on Instagram or social media in the morning, replace that with a meditation. And even though you're not creating content, you are creating stillness and space in your mind that lets your creativity shine through. Because obviously when you're consuming your information overloaded, that's going to swallow your own creativity ultimately.

Sometimes you might feel inspired, but I think a lot of the time you're just going to compare yourself and it's going to make you feel like crap. So, how to overcome this, is just setting boundaries on your content consumption. Whatever you're consuming, look at it, see if it's adding value, how it's making you feel.

If you're watching the news and stuff as well, really check in how it's making you feel. If it's causing anxiety and all of that stuff. So set boundaries and start replacing those things that are making you feel bad or the things that you are low key addicted to. Just don't even bring your phone into the room, for example.

That's one thing I've been doing. I've been putting my phone far away. And so, it's not next to me before I lie in bed. And so then I don't spend time on Instagram or whatever. Because I know it just affects my sleep quality as well. So what can you do now to shift that habit so that you are not consuming so much and how you can take that energy and time to either doing something healthy, where exercise or meditating or going for a walk or journaling or something that's more beneficial to you.

That's going to let your creative activity shine. Or where you can actually spend more time creating. So if you've got a YouTube channel, maybe you spend that time creating more YouTube content or a podcast or Instagram content. So that's number one. Look at if you're consuming a lot more than you're creating and realize that's actually costing you money and it's not good for your mental health in general. And try shift it so that you are becoming more of a creator than a consumer.

Okay, habit number two is avoiding discomfort and letting your resistance win. This is huge because, I see this all the time. People avoid doing the thing that scares them. Because it scares them. It feels really uncomfortable.

They feel vulnerable and they've got all this resistance to it because they're scared of failure, and they've got imposter syndrome, and they've got perfectionism, and they've got all these things that are showing up as they're meant to do the thing in their business. And if you let that win, if you let your resistance win. You are not going to win the business game. It's not possible.

Business requires you to get uncomfortable. It literally requires you to lean into your resistance. When you feel the fear, instead of running away in the opposite direction and avoiding it, you need to lean into it. That is the main thing that I have done in my business to get it to where it is today. And how I've had the success I've had, is because when I feel resistance, I don't take that as a message of, oh my gosh, I should stop.

I should slow down. I should avoid. I actually take that as a message of this is the thing I need to do, and this is why I need to do it. As soon as I feel it, I know it. And it's the same with exercise. I don't know if you ever feel resistance before going to the gym, because I feel resistance all the time around gym and exercise.

It's a difficult thing for me. It's been a lot better this year, but in general, most of my life I've struggled with it. And my mind, it feels the discomfort of gym. I didn't enjoy the feeling of cardio and weightlifting, and it would feel painful.

I would feel pain and I don't want to feel pain. Why would I want to do that? And I would like make all these excuses about how I don't want to feel pain. And then I'd have all this resistance. Because I'm trying to avoid the discomfort of the pain. But I know that in order for me to step up and be the best version of myself and feel the healthiest and just be a healthy person.

I needed to go and do the thing. I needed to go and do the exercise, and I needed to go get uncomfortable. And even though my mind would say no, you don't want to make all these excuses, and the resistance would always kick in, always. Always have resistance before exercise. Most of the time. I don't feel like I want to do it.

I still push through that resistance. I'm very aware of that resistance and I don't use that as a signal to be like, okay, stop. I lean into it. This is a normal pattern. I always have resistance before exercise.

I push through it, I go do the exercise, and I feel better. And everything is better as a result of that. If you can apply that to your business, when you've got to do the things that scare you, whether it's launching the thing, and you've got so much resistance. Selling the thing, getting visible, going live, speaking in front of people, all of these things that will scare you, that will feel uncomfortable.

You're going to have resistance to it, your mind's going to tell you, don't do it. And it's going to feel so difficult, but if you listen to that and you don't do the thing, you are not going to be able to grow your business, guaranteed. Because business requires you to get uncomfortable.

It requires you to push through resistance over and over and over again. And what happens is the more you push through that resistance, and you get uncomfortable, the less uncomfortable the things get. So you just get used to doing the thing and it's not as scary anymore. And then you don't have as much resistance.

So it really does work like that. So you're going to have all this resistance, and the goal for you is to lean into it, to do the thing that scares you. When it comes up and keep doing that over and over again until it no longer scares you anymore and your resistance just melts away. So now when I go live, and I launch, and I do things like that.

I have so much less resistance to what I used to have in the beginning of my business because I've just exercised that muscle and I've just expanded my abilities and capabilities, right? So that's important. You need to embrace discomfort. And when resistance comes up and you don't feel like doing that thing.

You need to go and lean into that resistance, right? Because that's where the biggest growth comes. The growth literally happens way outside your comfort zone. And I'm sure you've heard that saying before, but that's a real thing. That's a very big one.

Now habit number three is letting how you feel dictate your actions. So this can actually relate to habit number two. And letting resistance win and not going and doing the thing that you need to do because you don't feel like it, right? So if you let how you feel dictate your actions, you're going to not do the thing you need to do. Because you're not going to feel like it a lot of the time.

And that's just the reality of it. If people are going to tell you that everything you do in business should feel in alignment, should feel good. And it should be something you want to do. It's a lie, it's a lie. There's going to be stuff that you don't want to do in your business. And there's going to be a quite a bit of it, right?

You're not going to love every single thing your business requires from you. You are just not going to. But your business requires it and you're going to have to do it. So you may not love selling so much, but you have to sell as a business owner. It's part of it. You may not love content creation, but it's part of being an online business owner. In some way creating content and connecting with your people and growing your audience.

So there's going to be things that you don't enjoy doing in your business and you're going to have that resistance to it again. And you're going to feel like not doing it. Now, if you let your feeling of not doing it, win. You're not going to go and do the thing that is required for your business to grow. And you're going to let your emotions dictate your actions, and that is going to lead to inconsistency, lack of growth. All of this stuff.

Let's go back to Gym. I don't feel like doing gym, but I don't listen to how I feel because I know that I don't feel like doing a lot of things, but I should do it, right. So I say, I feel like watching some reality TV and I, that's what I feel like. Okay. I'm like, I had this literally yesterday.

I think it was yesterday I was working. It's like middle of the day. And I just had this urge to watch reality TV. I wanted to watch this episode that I wanted to

watch of Love Island because I'm a reality TV fiend. And I had to push through that because I was like, that's what I feel like, but that's not what is going to help me grow.

What is going to help me grow is finishing this work that I had a lot of resistance to, because I had a lot of resistance to this task that I needed to do yesterday. And I had to acknowledge, if I had let my feelings win in that moment, I would have watched reality TV at like two in the afternoon and I wouldn't have done the thing that I needed to do.

I wouldn't have felt better about myself. I would have probably felt very crap at the end of the day, and I wouldn't have move the needle in my business. I wouldn't have done what I needed to do to grow. And that would have not been a good vibe for me. I would not have felt good about it.

So I pushed through it, and I said, no, you know what? I'm going to get this task done. And at the end of the day, I'm going to watch that episode. And that's what I did. So don't let your feelings dictate how you show up. You're not going to feel doing the thing all the time. Do it anyway and train yourself into doing things anyway.

And that's all about leaning into resistance. You're going to have the resistance. Your brain's going to make the excuses. If you let that win, if that's your habit, by letting your feelings win, letting the excuse win, then you're going to just miss opportunities. It's just going to be very hard to grow a business when you do that. Develop a routine and stick to it, whether you feel like it or not.

Sometimes I don't feel like recording this podcast every week, but I do it anyway. Stick to the thing and don't let your feelings dictate what you do. Habit number four is comparison. If you're going to compare yourself to other people, you're going to make yourself feel like crap.

And that's going to lower your energy and your frequency. And that's going to bleed into your business. You should not be comparing yourself to anyone else, except who you were 10 minutes ago, a week ago, a year ago. So the only person you should be comparing yourself to is yourself.

And in business, comparison is rough with social media, it's rough. Your mind's going to compare you all the time, but you have to be aware of it and you have

to shift it. So you need to find a mechanism to stop doing that. What you need to do is focus on your own progress and celebrate your own achievements.

And measure yourself against yourself. Don't measure yourself against anyone else. If you're going to measure yourself against other people, you're going to make yourself feel like crap, and that's not going to lead to you growing your business anymore, because if you feel like crap about yourself, you're not going to feel compelled to be bold and play bigger and do big things.

You're just going to feel like your energy is going to low frequency vibes, right? So yes, you can use people as inspiration. But really watch out on comparing yourself. And if you find yourself comparing yourself to people, then stop following them completely on social media and manage it. Find ways to manage that, because it's not actually getting you anywhere. It's not adding value to your life. If you can let go of that, that's going to be massive for you.

Habit number five is people pleasing and saying yes to everything. I am a people pleaser, that's just me. I've always been a people pleaser, and I hate conflict. I struggle with boundaries. It's always been difficult. But since growing a business, I have improved so much. And I realize how important it is to not people please. And to actually say no more than you say yes. Because every time you say yes to something you don't actually want to do, you're saying no to something you do want to do.

You're saying no to the goals that you have and the things you want to do. I want you to think about your energy as being the sacred currency that you own that you've only got a limited amount of it per day. And every time you go and do something that you don't want to do, you're giving away that energy and you're not getting it back.

And that energy is going to something that doesn't add value to your life. So if you are invited to an event on the weekend and you don't want to hurt that person's feelings. So you just say yes, but actually you don't want to do it. That's not going to work because that's energy drained from you that you then can't put into the areas of your life that you want to grow in.

Your business, your health. Whatever it may be. And every time you say yes to things that are a no, in your gut, you are abandoning yourself and it's going to lead to you basically being burned out by doing all this stuff. So if you're saying yes to everything, even in business.

If you get opportunities in business and you say yes to them all, you are going to overcommit yourself and you're going to burn out. And it's going to prevent you from focusing on the things that actually matter to you in your life and in your business. So you've got to learn to say no and be okay with saying no.

You've got to start saying no more to the things that you don't want to do. And you've got to have boundaries to protect your time and your energy and be quite ruthless about it. Because your energy is your most valuable currency. The energy that you have is what is going to grow your business, and if you're spilling that energy out in things that are not actually adding value, making you feel good. Like hiring your frequency. You've just got these leakages basically. These constant leakages in your energy. That's going to stop you from growing your business. And then you're going to wonder why you don't have time to grow your business or do your business stuff. It's probably because you are trying to please everyone else.

And you're trying to make everyone happy and you're saying yes to all the things, and you are basically just abandoning yourself and your business in the process. So really look at that and be honest with yourself. We're all guilty of it, as am I. But if you can be honest with yourself, you can make a change. And if you want to grow your business in 2025, that's going to be one that you want to let go of.

All right. Habit number six, last but not least. Negative and bad self-talk. So I know we all have an inner critic in our minds that is harsh, right? I'm not really talking necessarily about the inner critic because I feel like we all have that, and we have to learn to manage that.

You can't really turn off your inner critic. It'll always be there. But I'm talking about outwardly verbalizing and talking badly about yourself. And breaking yourself down in front of other people. I find this a very, very difficult thing to see in people.

And it's getting harder and harder for me to tolerate it in people, because I just find it so uncomfortable. Because I've never done this. And a lot of people do this, and I'm grateful I've never done this because I think it's a really bad habit. And I've seen clients do it and I've seen friends do it and I've got family that do it and it makes me so uncomfortable. But it's basically when you talk bad about

yourself to people. I don't know if you've ever experienced this, you're sitting in a big group of girls and the one girl's like, oh, you've got really nice hair.

And then that girl's like, oh no, I hate my hair. My hair is hideous, whatever, whatever. And then all the girls are like. Oh, you've got such beautiful hair, la la la, I hate my hair. And then they all start commiserating on how they hate their hair. And it makes me uncomfortable because I've never been able to lean into that. It just does not feel good to me. I'm very grateful for that, but it just doesn't make sense to my brain why you would just hate on yourself to people. And maybe there's a thing of fishing for compliments and wanting people to compliment you in the moment.

I don't know what it is, but when it comes to business and trying to grow business. When you're verbalizing the negative self-talk. Thinking it is one thing. It holds an energy. You thinking bad things about yourself. It holds an energy. It's not a good thing. It's not going to help you grow a business, but when you verbalize it and you actually speak it out into the world, which holds a very different kind of energy.

It's like 10 X stronger when you actually say the things. So say your part of a mastermind or a group coaching program, and you're talking badly about yourself. I'm just not as good as you guys. You guys are so much better than me. That kind of stuff. It's not okay. And it's not going to lead you to growing your business and getting better. When you speak about that, when you talk yourself down, if you have an achievement and you can barely even celebrate that achievement because you're like, oh yeah, but I didn't do this well, I didn't do this and you just diminish, diminish, break yourself down. That negative self-talk, that's just going to undermine your confidence and it's totally going to limit your potential. It's going to just keep you at the same level.

And if you can grow a business with that then cool. But I just don't think you can. So you've got to get out of that habit. If someone compliments you, own it, say, thank you. Be okay with receiving praise and good things. If you have a win in your business, own it, celebrate it, don't diminish it by saying, oh, but you didn't do this and you didn't do this, or you didn't do this. Or it's not good enough.

Say you make like 2,000 and that's an amazing achievement for you. If you're going to say, oh, but you guys made 5, 000, that's not cool. So just look at how you're talking about yourself and know that that has power and just start

shifting it. As soon as you see it, catch yourself before you speak and shift the focus onto something positive. Something that is going to add value, that's going to make you feel better about yourself, and if you've got this habit and it's really bad. It's really ingrained into you, then you're just going to have to really strongly have awareness around it, and strongly catch yourself before you say the thing, and quickly shift into saying something else.

And making sure that you are surrounded by people who lift you up, who are modelling that behaviour as well is going to make a difference. So those are the habits. I'm going to read them out again to you or mention them.

Number one is consuming more than you create. Number two is avoiding discomfort and letting your resistance win. Number three is letting how you feel dictate your actions. Number four is comparison. Number five is people pleasing and saying yes to everything. And number six is bad self-talk or negative self-talk, especially verbally.

All right, if you can let go of even one of these habits. Hopefully you can let go of more of them and you can have awareness around them and you can shift, and you can rewire yourself and just create systems that work for you to stop yourself and build up better habits. You are going to become the version of you that you need to become to grow your business.

Because the habits you have dictate who you are at the end of the day. Shapes your identity, shapes your reality. So you got to go down and look at it and really audit yourself and be honest. And if you want to grow your business and you want to step up in the next year, you've got to look at these things because I'm sure many of them, many people are doing, and I'm also guilty of it as well.

And I'm doing the same thing as well. I've got to do better as well. So that is my message to you today. I hope this episode resonated with you. Let me know if it did send me a message on Instagram or email. I'd love to hear from you. And yeah, cheers to having an amazing 2025 coming soon. And building positive habits together. It's going to be a great year. All right. Hope you have an amazing day, and I'll chat to you soon.

Thanks so much for listening to today's episode. If you are interested in building your online business, but you have no clue how to choose a niche, then I've got just the thing for you.

Grab my free Niche Discovery guide, and it will walk you through discovering your niche for your business in three simple steps. This is your first big step to unlock in your business journey. So go ahead and grab that free guide to help you.

I appreciate you so much and I can't wait to connect with you in the next episode. In the meantime, go create a business and life you love.