

Main issue: I am scared to talk to other people, let alone business owners.

I had made a few calls yesterday and I could hear my voice shiver and I felt so nervous that I mixed one word into another.

I understood the issue of being afraid of people that I used to accept and be comfortable about is in my way and that I must learn how to be more social and not be afraid to talk.

This is one of the scariest things for me- to talk to others, as I am afraid of being shamed and laughed at, but while walking I understood that nobody gives a damn f*ck about me and about my failures.

Even if I fail during a call with a business owner and they say “NO”, I may never speak to them ever again and I will probably never meet them.

And if I do, God will create a situation in which both of us will have something to offer to one another and we will be equal.

I understood that I am being lazy when thinking of this “great issue” of mine, as there are multiple courses in TRW about speech.

I decided to take Dylan’s advice- learn how to breathe and read a few pages a day, while recording yourself, loud.

Moreover, if decided to go head into the fire and stop being a bit*h.

I decided that during my outreach to local businesses, I will collect from 5-10 numbers daily, and I would call the business owners instead of emailing them.

Just like cold calling. And just like we say here in Lithuania: “No one is gonna hit you in the head for it”.

I've gathered some great insights and ideas throughout the Agoge and I am very grateful for that.