In this episode: Tommy Collier



Guest Bio:

Tommy Collier is the owner and founder of [Denverheadshots.com](http://Denverheadshots.com) as well as Creative Media Director at the Proctor Gallagher Institute (PGI) and Executive Director of [MSI Connect](https://www.proctorgallagherinstitute.com/programs/msi-connect). The vision of PGI is one that Tommy has adopted as his own personal life purpose: Our vision is to significantly improve the quality of lives globally by elevating the quality of thoughts individually. We do this by educating and empowering our audience through products, services and events that expand awareness and harmonize people with the natural, immutable Laws of the Universe. We intend to play a significant role in creating a world in which true wealth—spiritual, material, intellectual—flows to, through and from every person in an ever-expanding, never-ending cycle of abundance.’'

Links:

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Tags:

Extraordinary wealth, finance, money, women’s issues, self-development

Full transcript:

You are listening to ordinary women extraordinary wealth with Marcy Predmore-McPhee. This is the show where we talk about how ordinary women achieve extraordinary wealth. We interview successful business leaders and entrepreneurs to learn about their journeys, discover what success means to them, and go over the various forms of wealth they've been able to achieve. And we'll learn all the best tips and tricks, you can start applying in your own life and career. While extraordinary wealth comes in a variety of forms, we don't neglect the financial side. And it's so important for women to feel comfortable talking about money. So in this show, you'll also learn how to put your money to work, keep your money in motion, and use your money to enjoy life today, without stealing from tomorrow. Be sure to like and subscribe wherever you listen to podcasts. And if you find this show valuable, make sure to share it with your friends and colleagues. And now your host, Marcy Predmore-McPhee McPhee.

Marcy Predmore 0:59

Good morning. This is ordinary women extraordinary wealth, and I am Marcy Predmore-McPhee. Your host. Today, I get an extraordinary extraordinary interviewee that's become a dear heart friend of mine. And I am going to get to introduce him, share a little bit about him and have him share a little bit about his journey. But one of the things that I really wanted to get started with is ordinary women, extraordinary wealth. It's not all about women. It's not all about wealth. But yet, we all have an extraordinary that I want to shine that light on. So one of the reasons this podcast is gaining momentum, and I so appreciate you viewers out there or you listeners out there is I really want to share that we've all come from ordinary. But we truly are extraordinary. So right now I would like to introduce you to Tommy Collier he is again a dear friend of mine, he is actually a mentor of mine, he makes sure I look beautiful, and you'll find out why in a minute. And he has had a company for about five years in the Denver area, Denver headshots, that was truly a passion. But you know what he continued to look, and he continued to listen to what's inside that he needed to take that quantum leap forward. So we're going to hear a little bit about how he went from successful to even more successful. And Denver headshots is really something that you do need to look up though if you if you need somebody to help you grow your business in just appearance. I really would recommend that you take a look at Denver headshots, for your headshots and and just really for some of your social media, headshots, any of that type of thing. So Tommy, without further ado, welcome this morning.

Tommy Collier 3:03

Thanks, Marcy. It's so great to be here with you.

Marcy Predmore 3:06

It is so awesome to have you. So I'm of course I can't fill in the blanks enough about who you are and what you are. So tell us just a snippet about Denver headshots, and then moving into your next success because it's so important for people to hear.

Tommy Collier 3:24

Yeah, I guess well, to make a long story short, so I'm, I'm, I'm kind of a photographer, filmmaker by trade. My degree is in video production and filmmaking, digital filmmaking. And I've worked in TV and advertising and graphics, I've been running my my own business for Gosh, 1212 or 12 plus years now I guess. And headshot photography is something that I kind of got into just because it really intrigued me. Several years ago, actually, but but within the last five years, that's when I started the Denver headshots brand, and went kind of into headshots full time for a few years there because I had a mentor that is basically the best headshot photographer in the world. And I really gravitated to him got into his orbit and wanted to learn about everything that he's done to build his wildly successful business and kind of wanted to do the same. So that's what I did. And it's it's amazing. I love it. I still love it. I don't shoot that much myself anymore, because I've kind of kept on going and my, my, my trajectory, if you will, but, but our business is still is still booming. I have an awesome photographer named Aaron, who runs my studio and Denver. And it's Yeah, it's just we did it. We had an amazing year actually in 2020, despite the, you know, COVID quarantine stuff, where we were kind of shut down for a while, but we still had an amazing year. So yeah, it's just been a really, really cool business to build and To work in and now to kind of hand over to kind of a you know, protege, so to speak and watch him run with it. So it's been really cool. So and then, and they'll go ahead.

Marcy Predmore 5:13

No, I just gonna say and I just can't say it enough people need to just at least look it up because Aaron is phenomenal to go ahead. You've got some other exciting news right behind it.

Tommy Collier 5:22

Yeah, so Okay, well, I guess. Um, so my, my kind of my story in the last couple of years has been well, so my original mentor, I would say he's kind of like my main first mentor in my life. Well, not actually, that I'm thinking about it, but one of my most significant mentors in my life. So his name is Peter Hurley. And he is the best headshot photographer in the world. And he taught me everything I know. And I got into his orbit in 2016. Because I wanted to go into my business at the time was a lot of a lot of different things. I was doing video production and graphic design and website stuff and social media stuff. And it was like a bunch of different things. And none of it I was really loving, except for I really liked my the headshot side of my business, which was a really teeny tiny part of my business. So I wanted to grow that. But it didn't like the work I was doing. I felt really old school to me, and I wanted to modernize it. So I decided to look, look around and find out, okay, who's doing this the best in the world? And could I learn from them. And not even knowing that that's kind of one of the best pieces of advice you could ever take in your life is if there's something you want to do, find out who's doing it the best ever, and then go and do exactly what they tell you. So that's what I did. And lo and behold, I find Peter Hurley and discover he has a coaching program called the headshot crew. And I got in and I was just hooked. Okay, Peter is amazing. And a lot of the teaching that he does, he references, this guy named Bob Proctor. And I'm like, okay, who's that? That sounds kind of familiar. And then realized, Oh, yeah, he was in that movie, The Secret. And I had been seeing that once, many, many years ago. Like when it came out, I think in 2006. And Peter was always saying you need to study Bob Proctor, because he would always credit Bob with a lot of his success in building his business, and he also became a United States Olympic sailor on the US, you know, Olympic team, and all this, you know, and built this fabulous business, millions of dollars, all that kind of stuff. So I finally towards the end of 2016, after I kind of, you know, got my head wrapped around the headshot stuff and, and all of everything that Peter teaches, I was like, let me look into Bob, let me see who this guy Bob is and, and I ended up streaming one of his seminars and was like, Oh, my gosh, this is amazing. I mean, he's in the, basically the field of he's like the grandfather of personal development. He's kind of the best teacher on the planet. Today, teaching about how the mind works and how to maximize your human potential, right. So I kind of just immediately got hooked. I've been into personal development since early 2010. A lot of Abraham Hicks, Wayne Dyer, Deepak Chopra, Marianne Williamson, but I've never really kind of gravitated towards Bob or really even knew who he was. But once I saw him and started listening to him on YouTube and stuff, I mean, I was just hooked right away, and ended up meeting one of his PGI Proctor Gallagher Institute consultants, and getting involved in this amazing program called thinking into results. And that program. I mean, it changed my entire life, it blew the lid off everything in my life. I was literally just about to launch or relaunch my business, Denver headshots, I kind of was going from the practice phase into the Okay, now I'm gonna start charging money for this phase. And I and that's when I started thinking into results. And I mean, I went from basically not charging for headshots to transitioning my business exclusively to just headshots. And going from, you know, like maybe a five or $10,000 a month business doing all kinds of different things to just doing the one thing headshots, and it took it up to over $30,000 a month with then about six to eight months. Wow, from as a result of that program. Yeah, so that's really where I think this started in a big way. And I just couldn't get enough of this material that Bob teaches. And it wasn't too long after I started having all of this success in my headshot business. I started getting Peter Hurley as attention. I was getting the attention of all kinds of other photographers in the headshot crew, and everyone was looking at me going how in the heck are you doing this? because let me tell you something. It is not common for a photographer to be earning anywhere near $30,000 a month. 10,000 a month is a pretty decent amount for a photographer. You know, unless you're like, you know, on like the super, you know, high end commercial scale, right? So they're just looking at me going, how in the heck are you doing this? And so I was like telling them I'm doing this this amazing program and and then it kind of dawned on me Well, what if I was to become a PGI consultant and offer thinking results myself, because that's a that's available.

Tommy Collier 10:25

And, and so I got inspired to become a consultant, one of Bob's consultants, myself, and I started that and I got started right away. And I was helping basically just photographers I had about 20, or 30 photographers in my program, facilitating thinking into results for them, and helping them grow their businesses. And that was, I mean, Whoa, that was so much fun. Oh, my gosh, it is the best joy in the world to get into, you know, a space where you're coaching, helping someone else, you know, go after their dreams and goals. Oh, my gosh, I know, you know what that's like Marcy, for sure. Yeah. So I mean, that was just the best. That was in 20. That was all happening in 20 2017, end of 2017, early 2018. And it was kind of a blur, because at the same time, I was getting more and more deeply involved into Bob Proctor's company, Proctor Gallagher Institute, I was going to all the events, just attending everything as a client, you know, just soaking up everything I could from Bob. And I just my mind was would not stop expanding about what what was possible What, what, what I could do, and how I really wanted to show up and serve in my life. And I got inspired after I went to Bob's matrix program, and it was April of 2018. Yeah, the years blend together. So I don't think PGI time is like a time warp. So anyway, yes, April, April 2018, when I went to matrix, and I got this idea that I think Bob needs me like, and that sounds weird, right? That sounds kind of like I don't mean that to sound arrogant, or anything like that. But I could see that this. So I've had all these skills, right, that I've developed over the years, all these video production and, you know, marketing skills and advertising and I could just I could see a gap in his company that I thought, I think I think he I think he kind of needs me, I think he needs someone like me, who's really good in the areas that I'm good at, and is really easy to work with. And that's what I was thinking I was like, Who do I know that I could hook Bob up with? That can do all this? And I was like, not thinking of anybody like, Wait? I think that might be me. I think that's me. So anyway, yeah. So I just started going towards that goal. I kind of set that goal as like, you know, I want to go work for Bob, I want to see how I can help at a at this higher level, because I want to I want to help spread the message that he teaches to the whole world because it's honestly, I don't know what I did before I knew this. I mean, well, actually, I do know what I did before I knew this. And it was not that great. So I just was like, yeah, how can I go work for Baba. And anyway, long story short, this is already a long story long. But long story short, I ended up getting an offer to come work for the company, internally. And so I'm the Creative Media director of the Procter Gallagher Institute, and also executive director of one of our programs called MSI Connect. So that's what I'm doing today.

Marcy Predmore 13:34

That is absolutely fantastic. And again, I have had the privilege of being on a portion of that journey. And it has been a whirlwind. Since we we actually heard one of Tommy's goals at being with Bob or working with Bob, and then to see it come to fruition. That's why Tommy is here with us today. I want you all to be encouraged. Before we start our questions. Think Big. Absolutely think, massive. And if it doesn't scare you, it's probably not big enough. I'm not worthy of you. That's right. That's exactly right. So Tommy has so much to share. But Tommy, I want to start with some questions. Because again, you have started with an ordinary journey, and just the rest of us. So I want you to just to, from your heart, just share with us. What does success mean to you?

Tommy Collier 14:32

Well, I've heard several definitions of success over the years. I didn't really think that much about success. Before I met Bob, and then when I met Bob, I kind of adopted his definition of success, which is actually Earl Nightingale definition of success, which is success is the progressive realisation of a worthy ideal. And I really, really like that. And I would say that's my kind of foundational definition of success. However, just this week, I was watching an amazing interview on YouTube with Lewis Howes, he interviewed a bunch of billionaires. And he was interviewing Paul Mitchell, you know, the hair product guy. And he gave me the best definition of success. Well, maybe not the best. But my new kind of favorite definition that I'm gonna roll with for this year, and it is success is how well you do what you do when nobody else is looking. And you keep on doing it.

Marcy Predmore 15:28

That is, Isn't that the truth? Yeah. And success is always evolving. You just said it, you had this one success phrase that you love. But as you continue to grow, there's others that just speak to you. And I totally agree with that.

Tommy Collier 15:45

Yeah, I love it. Because it ties right in with the the law of compensation that Bob teaches about, which is that there's only there's three parts, your ability, or your, the need for what you do your ability to do it. And the difficulty there isn't replacing you, the only one you have to focus on is your ability to do it, how well you do what you do. And I have really honestly built my career, my whole life on a foundation of becoming extremely good at what I do in the areas that I'm which I've, I've done in many areas. So that's that really resonated with my heart. Success is how well you do what you do when nobody else is looking. And, and keeping on doing it.

Marcy Predmore 16:25

truly extraordinary, truly extraordinary story. And success is really personalized. But if you need a mentor, don't hesitate to reach out, have somebody, you know, walk you through that journey and help you to dream big, my gosh, big. That's one of the things that Tommy and I are going to talk about a little bit further on in the podcast is just for you to hear how you can grow you and why you should grow you. Tommy second question, and it's a big one. It's a big mouthful. But what does wealth mean to you?

Tommy Collier 17:01

Yeah, that's such a good question. And you know what, Marcy, I would say that I'm still working on that. I'm still defining that for myself. But I think that one of the things that it means to me, because, you know, it's, as you said, when you started, it's not all about money. But anybody that thinks that money isn't important is really kidding themselves. So in terms of like money, but it's not even really that much about money. But my one of my definitions of wealth is being able to do whatever what you what I want to do when I want to do it.

Marcy Predmore 17:33

Freedom. Yeah,

Tommy Collier 17:35

yes, totally freedom. Absolutely.

Marcy Predmore 17:37

And I and I really love that too, because the words on my wall for probably the last 10 years is freedom to move. When wealth is involved, or a solid foundation? And yes, money is a part of that you do have the freedom to move, you do get the opportunities that actually come your way that maybe wouldn't have come your way. So I really want to encourage people again, on their wealth story, take a look at your wealth story. Do you need help? Do you need a mentor? Do you need somebody to really help you flesh through what wealth means to you? So again, next question. So in when you became an entrepreneur, and again, you share just a little bit about Denver headshots, but really, I feel, and I see the passion with Procter Gallagher Institute and the MSI. And we're going to talk just a tiny bit more about MSI, because I think it's super important for everyone to hear about it and know about it. But tell us just a little bit. Again, we're in some new, we're some new waters, I guess, in the world that we all live in at home, mostly. But tell us about a day in the life of Tommy.

Tommy Collier 18:55

Sure, yeah. Well, it's it's always constantly evolving. But right now, I'm very much involved in the daily operations here at Procter Gallagher Institute. So I'm in charge of as the Creative Media director, I'm in charge of basically all of our media operations, which is a lot of stuff, we produce a lot of content, a lot of video, a lot of live events, live virtual broadcasts, things like that. So I oversee all of that, execute some of it, and then kind of guide my my team through just pumping out the amazing content that we're putting out like on a daily basis. We just hit a million subscribers on our YouTube channel, which we're very, very proud of. We got the plaque back here. Very, very proud of that. Yeah. So we've, yeah, we're really big into media. So we're, we're doing a lot of media stuff. And then also, I've, basically since about six months now, yeah, I've been executive director of one of our programs called MSI Connect, MSI standing for multiple sources of income. And so I'm very involved in that program day to day we run in that particular program, we run seven different, we have seven broadcasts a week that we do. So I'm busy with those a lot of the day and planning the next ones and kind of really growing this program, which is just really only starting, but it's, it's really, really amazing. So, and then, I'm honestly not that not that involved in Denver headshots on a day to day basis, I have, as I mentioned, Aaron, Lucy, who has my just amazing, amazing photographer and business partner. And it's his passion, and drive and goal to make a wildly successful headshot business as well. And I, I when I met him, and that's what he wanted to do, and, and it just kind of evolved over time. And I invited him to join me in doing that, because he needed like some kind of support on the marketing and sort of, you know, he didn't have that much experience running a business from the business side of it, or kind of some fear around that. And I'm like, I'm really good at that part. So why don't you come work with me, and let's grow this together? You know, and so that's what we've been doing for the last like, couple of years now. And so he's really just taking the ball and just run with it. So he's running the studio on the date on day to day, and we keep in touch and, you know, keep marketing and everything, rolling and whatever. Yes, but that's kind of, yeah, that's what a day in my life looks like I'm especially this last year, you know, haven't left my house a lot. I'm used to prior to, you know, COVID we were running at least one big event every month with Proctor Gallagher. So traveling was a big part of my life until all of this shut down. So now I've been basically kind of, you know, locked in front of this screen right now where I'm talking to you for about a year or nine months, I guess it really is. But but I love it. I'm so grateful that we we moved into a big house before all of the shutdown happen. So we're like, you know, in a, in a good, comfortable spot. So

Marcy Predmore 22:12

yeah, that is so fantastic. And, and again, I before we get into maybe a challenge for you, I just want you to just share with the audience, some personal things that's been going on with you that you've been growing you that that you felt like that was one of your main things you were aware of, to get going and 2021 to share just a tiny bit about that. Before we go into that next question. Absolutely.

Tommy Collier 22:38

Are you talking about? Let's drop it? You bet. Yeah. Okay, cool. Yeah. So, um, I have a, I have been on a journey of developing myself my mind basically for about 10 years, but one of the areas I've kind of always had a little bit of struggle with, or from anywhere from a little to a lot of struggle with is my physical body. So I've always struggled with my weight. And I decided, you know, in 2020, after really after quarantine started, and we were just landlocked, and just all we wanted to, you know, eat was comfort food, because it was kind of scary. And whatever. I was, like, you know, what, enough is enough here. It's time that I get control over this area of my life, because I've got control over all the other areas. Now, frankly,

Marcy Predmore 23:25

yes,

Tommy Collier 23:26

I need to get control over this physical side. Not I need to, but I want to because it's important to me, it means something to me. That I to be able to create the body that I want to create because it's it's my, it's my house. That's where I live, right? And I want to be able to do what I do and help other people that I helped for a long, long time. Yeah, so I want to get that into control. So I started a community last summer called let's drop it, it's a Facebook group, all dedicated to helping me and 600 plus other people who are in the group work on dropping the things that are no longer serving us. So for me that is, you know, getting getting in control of my, my food and my exercise. And yeah, it's just been a really, really amazing, amazing journey. So far, I dropped about 80 pounds over the over the summer and into the fall. And I picked up I found a few of those pounds over the holidays. So I'm starting back up again, with a new plan. I just got a peloton which I'm absolutely loving. So it's definitely an ongoing journey. But a really, really cool fun one and I'm learning a lot about myself as a person doing this too.

Marcy Predmore 24:39

And you know, Tommy one of the things that just popped into my mind as you were sharing that is, you know, you found a few of those pounds. But isn't this discipline? It's just you know, you just have to shift gears. Yeah, that's life. We all have holidays. We have celebrations we have whatever that may be. But isn't it just discipline To help us to get back to where we need to really get started again, it's failed.

Tommy Collier 25:07

No. And I learned things about myself that I didn't know before during the holiday period when I was kind of like, you know, taking a break. Yeah, and just sort of observing what's going on. And it's all all feels like it's leading to where I'm headed, which, you know, is really, really beautiful picture in my mind of where I'm going. So, yeah,

Marcy Predmore 25:31

you bet. Well, and one of my next question was actually going to be what are some of your challenges. And before I asked you that, what Tommy just got done saying, and I am the same I'm in, I'm in the let's drop it group. And I just love the connectivity in the group seeing other people, again, with an everyday ordinary issue of, they want to just release what they don't want to hold on to. And so a challenge in life just means to if you if you get off course, and you squared he talks about when something when they send a rocket to the moon 90% of the time, it's off course, it has to course correct. So to me, that is just discipline coming back to getting started again, but a challenge Tommy, is there anything out that you can think of that comes to mind, that's a challenge for you.

Tommy Collier 26:25

That's a challenge currently,

Marcy Predmore 26:27

currently?

Tommy Collier 26:29

Well, I would say that's the biggest challenge I'm working on. Like personally, but I would say, my, my biggest challenge like that I'm presently working on is I'm I'm so a lot of my career, most of my career, if you're to look at the span of time, I've had a career, most of that career was spent, or invested, I guess, was an N executional role. So me being the one who's punching the keys and making the things, getting the things done. And now I'm getting to the point in my career, where I'm moving more into a leadership role. So I'm having to learn how to delegate more and, you know, not feel like I have to do it myself, and then I'm the one that is going to, you know, execute it the best, but rather help a team member that I'm, you know, bringing up or, you know, developing, help them learn how to do it the way that I would do it, you know, or to the best of their ability or whatever. So that's, that's something that I'm definitely challenged by at times, but growing and working on is transitioning my, my kind of mindset from that, you know, executer person into the leadership person. So,

Marcy Predmore 27:51

yeah, and in really, I think as you grow in your, whatever it is you're involved in, in your career, or your entrepreneurial endeavor, you change roles as that grows. So thank you for that challenge. And I'm going to skip one question, we're going to go to another question, but we're going to come back to your motivation. The next questions I want to talk about is we're going to talk about tradition. We're going to talk about traditions in money, and how you grew up. Was it Mom, dad wasn't an aunt or an uncle? What were some of the traditions around money that you still carry today? Or you let go up today?

Tommy Collier 28:32

Yeah. So I've been working on basically changing a lot of that stuff, I had some pretty good programming, honestly, coming up. I had very loving parents, there was not a lot of, you know, we were not, you know, we weren't rich, but we weren't poor. You know, so we had had a lot of good examples, a lot of good models to look at, I will say, being an only child. And, and the only nephew of a very, very loving, supportive aunt who had no other family herself, and, or, you know, kids or anything, that I got really, really spoiled as a child, like, very, very much so, and in a good way, but also in kind of a bad way. Because I kind of felt like growing up I was I learned, I learned some things about, you know, getting what I want, that weren't weren't that true, you know, like, I didn't learn that much about work. When I was younger, however, I have an amazing work ethic today. So somehow I, you know, figured that one out. So I wasn't like, personally, I didn't want for much, honestly, as a young kid, but I did pick up I do remember observing and picking up some ideas about hearing my parents talking about money, not unrelated to me, but just hearing conversations about like, oh, there's more coming out from there's coming in, or it doesn't grow on trees, or, you know, we can't afford that. Or you know, oh, that's Wait, that's way too extravagant. You know, that's, that's I think maybe the the main, the main thing that that has kind of bothered me that I've been working to overcome and kind of really have in a lot of cases is that whole? Well, that's too much. You shouldn't want that much like you don't need all that that kind of idea when I'm like I want all of it. Yeah. So that I think was probably the the main thing that I have been working on transitioning for a while I think I'm I think I'm pretty much getting there.

Marcy Predmore 30:34

That And really, that's such as true story. Even myself growing up. I know, one of the things that I said as I was moving into kind of my baby steps of making goals and dream boards and those types of things is I used to say I want to be rich, but not that rich. Yeah, I want to have this but not not that because I felt like I was taking away from someone else. Yeah, so there's the same.

Tommy Collier 31:01

Oh, yeah, there's this. So there's this weird thing, right? Where even my my amazing loving parents and everyone, everyone's, you know, who loves their kids and everything. You want your children to be successful, and have it all, but yet, we're kind of subconsciously programmed that it's not okay to want.

Marcy Predmore 31:19

That's exactly right. That's what I'm exactly what I'm saying.

Tommy Collier 31:22

Yeah. And, and that's it. I think that's and I don't even think they realized that they were teaching me that because their parents didn't realize that they taught them that you know what I mean? So I think that's, that's one of our big, big societal shifts that we need to make is to teach our kids that it's okay to want and to dream big. And to, you can have it all, you know, absolutely. And, and and there's enough for everyone.

Marcy Predmore 31:47

Yes, there's enough for everyone. It's a renewable resource. Yeah, money is a renewable resource. And only because I know you well enough, Tommy and with the business that Tim and I are in it's called private banking concepts. Tommy and I and Tim actually work together, Tommy is a client of ours. And can you just share the fear around money that you are actually working your way through right now? Oh, yeah,

Tommy Collier 32:18

absolutely. I mean, and I think we're getting there, but talk about mentors. You and Tim have helped reshape my life in so many ways. But I remember, just before I met you guys, you know, I'm, I'm, I've got a definite left brain side of me that works well. So I've always been able to kind of do my own bookkeeping and manage my, you know, manage to do my own taxes and, you know, kind of keep things together. But really, it was not that well put together. And, and I, I just remember before working with you guys, about once a quarter or so I would be waking up in the middle of the night with just this like pit in my stomach. Just terrified about what happens if I lose it all, or what happens if it stops. And I don't really know what my financial picture even looks like, I can't even begin to think about what retirement looks like, because I'm not planning for that at all. And just all of all of that stuff. And it was just such a kind of blurry picture on one hand, really good at making it making the money, but not that good at hanging on to it or, you know, doing smart things with it. And I remember when our mutual friend Melissa suggested that I come not even suggested she told me you need to come to this seminar and hear my friends Tim and Marcy speak, because you need to know what they know. And I was like, Okay, um, I've never heard her tell me, you know, order me around like this. So I guess I better go. And I remember being in that first seminar with you guys hearing about all of the things that you know, and it was like, you know, another veil lifting over my eyes going, Oh, my God, I had no idea. I had no idea what I didn't know. Like, there's so much I didn't know. Yeah, and, and, and oh, my goodness, I can work with these people, and they can help me even more. Oh my god. So I think that was in, like, 2017

Marcy Predmore 34:31

That's why I think it was 2017. You were in the front row.

Tommy Collier 34:35

Yeah. Yeah. And yeah, just since then. It has been amazing. I mean, you guys have helped me ditch about $100,000 worth of credit card debt from all of the money that I paid to Bob Proctor that year. Yes. Yeah, like no credit card debt anymore and have helped me and it's just been this building process and we're working together and more and more ways and I I now have a virtual CFO, thanks to you guys who's just taken it to an end even an even bigger level for me where I don't even have to look at that anymore. I mean, I could look at it, but I don't have to worry about it. It's not my job to manage my own finances anymore. I have someone that's directing me to do that. And I can't tell you how much sleep that has garnered how much additional sleep that's garnered and how much time it has saved. And oh my gosh, the amount of money that has had has costed it has saved me 1000s of dollars more than any of it has ever costed.

Marcy Predmore 35:36

Yes. Oh, and and tell me the reason I really wanted you to share that just personal story is because there's so many of us out there that are in that same boat, is you go to work every day, you're on the rat race of life, you make a paycheck, or you make really good money, or you work two jobs or whatever that may be. But then all of a sudden, you look at your scorecard, and it's not there. And it does turn up all of those insecurities, fears, worries about what about tomorrow, I guess I got just got to double time it I just gotta

Unknown Speaker 36:12

work harder,

Marcy Predmore 36:14

work harder instead of smarter. And the one thing I have to grab from what you just said is, yes, we helped you with that credit card debt, because you needed a lifeline thrown. Yeah, but one of the things that I'm encouraged is one of the things that you did spend money on was growing you and talked a little bit about tradition, your parents were phenomenal, your aunt is amazing. They really gave you what they knew. But there was a stirring in you that really needed to find more. So as we talk a little bit about money, fears of money. Let's talk just a little bit about why you spent that $100,000 and what motivates Tommy, what do you look at during the day? Who do you listen to, again, share just a little bit about that.

Tommy Collier 37:07

Yeah, I think, um, I don't know, who taught me this. But I just feel like I've always had this feeling that there was more for my life, and maybe ever, you know, everyone's life, but I've just, I remember having these kind of episodes, if you will, when I was a kid, where I would have these, these moments where I would just be so upset and like crying and my my parents would try to be like, what's wrong and whatever. And this this, I just always I had this feeling like, I feel like I'm, am I an alien from another planet or something, I just feel like, I'm different from everyone. And there's, there's something missing in my life, that I don't understand how to even talk about it or whatever, but there's just there's, there's got to be more than what I'm seeing around me and what, what I'm seeing in school, and what everyone says is important, just wasn't important to me. And yeah, so it's just always been this thing. And, and then, you know, went through teenage years and, you know, early 20s and stuff and, you know, have those having fun years and whatever, and just was always just kind of carrying around this, like little bit of like, an empty feeling. At the end of the day, you know, not every day, but a lot of days was just like a waste. This is not enough, there's got to be more like this is just, it's not enough. So I started getting into personal development. And that's really all that is, you know, is you learning more about you? Yeah, and the more I learn about me, the more I learn about what I'm here to do and why I'm here and how all this you know, this game of life, this school of life works, yes. And, and that, that that pit, that empty feeling is no longer there anymore, because I know more about me and who I am and how everything works life and what I'm here to do, which is to help other people feel that, that pit in their stomach, you know, help other people learn about who they are. So I think that's, that's what motivates me is learning more about me, so I can help others do the same. That's just that's at the core of it, basically.

Marcy Predmore 39:20

And really, I love the core. And one of the things again, that I have to say is, Tommy and I are like minded. We really enjoy being in each other's company. Because we push each other, create accountability, we create accountability and Tommy with his money, we make sure that he is staying on track, but we also are there to celebrate, and to really celebrate the wins with each other. He has been a true supporter of ours. We used to meet in his studio, and he would bring in his clients. But when you're with like minded people It really does something to that passion, it brings it forward it, it gives you the opportunity to just say yes, I do want that. So I just love Tommy, how you're, how you're growing you and some of the things, we all talk about different things that we do events, books, tools, some of the tools that you and I learn from our number one main mentor, Bob, is books, you know, if you're not reading books, and I don't mean to pick up a book and start from the front page, and then spend two or three weeks reading to the back page, you could do that. But Bob taught me how to read differently. Tommy, can you give us some books, podcasts, and of course, YouTube's are out there, you had million viewers share with us, your YouTube and some books that have really made an impact for you?

Tommy Collier 40:54

Absolutely. I have my collection of books right here that I'm currently working on. So I will share the ones that make the most sense to me to talk to you about right now.

Marcy Predmore 41:05

And we'll put these books in the show notes. So you can all see what Tommy reads every day and how he reads Go ahead.

Tommy Collier 41:11

So this one comes to mind right now. So this is YouTube can be prosperous by Robert Russell, I've been studying this book, and I say studying, not reading but studying for, oh, gosh, probably almost a year now, with now three different reading partners at different times. And it's just full of notes and highlights and whatever. So this book has really helped me to kind of take my my money, consciousness, my prosperity consciousness just up to that next level. And on that same level that we were talking about a little bit earlier. So this little teeny tiny book money is God an action by Raymond Charles Barker,

Tommy Collier 41:52

then that one, I want you to get this Marcy, yeah, this is so good. It takes about nine minutes to read. It is so good because it helps you put money in its proper place, which is that that's really all money is is it's got an action and it could be universe spirit, whatever you call the thing. That's the thing. You know, doesn't God not talking religion here. But money is just an energy. Money is an idea. It's an exchange of ideas and energy. So when you look at it that way, then you can see how there is an infinite supply of money. And all you have to do is learn how to tune into it, tap into it, you know, get on frequency with it.

Marcy Predmore 42:38

Yes.

Tommy Collier 42:39

So this, this book is incredible. Awesome. Yeah, of course, I would be remiss if I didn't mention Bob Proctor's book. You were born rich. Okay, this is like a classic. He wrote this in 1986. I believe it is. This also has helped me shape, shape and reshape my my ideas on money. And just, you know, the more you learn about this mercy, the more you see how money and spirituality are the same subject.

Marcy Predmore 43:06

Oh, so interconnected. So they're not two topics. No. Yeah, they are one topic. Yeah. And thank you for just giving a few tools. And, and if any of you found any of this intriguing again, we will put them in the show notes. So you can either order the book, we're also going to put Tommy's YouTube on there. So you can actually take a look at that. And really just begin to listen to the content that they put out is truly incredible. But it also has a fun spin to it. So I would encourage you to actually go there when we get that information for you there. Yeah, Tommy, one of the next things, and this is one of probably the most critical questions, because we all have them, or I encourage you to get one. But let's talk about one or two mentors that have actually shifted and molded your life. Can does anybody just come to mind?

Tommy Collier 44:04

Absolutely. I mean, aside from Marcin Predmore-McPhee, and Tim McPhee.

Marcy Predmore 44:10

Thank you.

Tommy Collier 44:12

But I mean, it's really the two that I've already been talking about a little bit. So it's Peter Hurley, my original mentor from my headshot world. And then it's Bob Proctor. But let me talk about Peter for a second. So Peter is amazing. You should check him out. Peter, follow him. Peter underscore Hurley on Instagram. He's just the most amazing human being. I know you've gotten to meet him, I think, Marcy, but he's just incredible. But one of the things that the two things that really, that I really admire and Peter that I'm constantly working at incorporating into my character, is his ability to express himself because he does that so well. He's just like, He's just this larger than life, personality and character. And he expresses himself in such an amazing, beautiful, beautiful way. And I love how he does that. But also, he is a MSI machine. So he is like, all about multiple sources of income. And he learned that from Bob, when he was in the coaching program, and, and I think, at one point, he told Bob, like, how many badass and how many MSI eyes do you have? And he said, 18, or something, and Bob said, well, that's good, but you should have 1800. So that's working on Yeah, and so he has, you know, as a result of what he's learned from Bob, he went from being, you know, just a, you know, a photographer to, you know, were a photographer, it's a very much like trading your time for money kind of job, really. And so he has learned how to leverage himself in such a way to build he has, you know, he's created the headshot crew, which is his coaching platform, that's a huge, you know, multiple sources of income type of deal for him. He's created and designed his own equipment, his own photography, equipment, and lighting, I use his lights that he designed in my studio, like, so do hundreds and 1000s of other photographers around the world. So he's learned how to, really, he understands what multiple sources of income means. And it doesn't mean having multiple jobs, it means adding things to your life in business that create more income, but don't take more of your time. And so he's learned how to do that extremely well, and is still, you know, working on creating more ms eyes, and I'm just always, you know, dazzled by his ability to do that. And that's what I'm working on, too. So, that's awesome. Yeah. And then, of course, Bob, and need we say more about Bob, I mean, it's me, Well, I'll tell you this. So, you know, a lot of people, there's hundreds 1000s millions of people who are aware of Bob who have been taught by Bob, who, you know, consider Bob their mentor, whether they've met him in person or not, I am extremely fortunate to call him like a close personal friend who I get to talk to and work with, you know, weekly, like all the time, and that is absolutely incredible. Um, my one of my reasons for wanting to come work here with PGI and work with Bob was, I was inspired by his story of when he went to go work with Earl Nightingale who was his mentor. Yeah. And how he just wanted to go work right with the man himself so that he could see how he ticks and how he works. And he got an education that he couldn't by working for Earl's company, right with Earl. And that's, I was like, I want to do that with Bob. That's what I want to do with Bob. And that's exactly what I've done and what I'm doing and it is, like, whatever, however cool, you think that might be, it's 10,000 times cooler. It is so amazing to be able to work with him and just, just even just casual little phone conversations. The way his mind works, is it's it's still continues to just transform my life. Yes, amazing. Yeah,

Marcy Predmore 48:25

he truly is a man with a gift. Yeah. And Tommy and I both are very privileged. I don't know Bob, as well as Tommy, but whenever we have the opportunity be in front of Bob, it is just super important to be in front of someone who has been where you are. That is achieved what you are looking towards achieving. And Tommy has truly done that in his life and career and journey today is Bob was willing to work for free to get to his mentor. Tommy was willing to work for pennies to get to his mentor. Totally. And and you actually did that you actually said I'm willing to give it up to receive it.

Tommy Collier 49:11

Yeah. I would. I would have I would have paid paid to take this job. Yes. Like Bob said with Earl. Yeah. And I did. I took a giant pay cut. Yeah, come work for PGI, like I did. And it's and but it's totally transformed.

Marcy Predmore 49:27

Yes. And yeah. And it's okay. It's okay. If your journey feels like you took a step back. But what Tommy is saying is, yes, he had a cut in pay, but that what he's learning and whatever is exponential in growing you today, and I just I just really I can't believe the time is we really come into almost the end of the call. But tell me your story again. It started out as an extraordinary As an ordinary story, Mom, dad being amazing all the way to extraordinary, and your extraordinary needs to have the spotlights shined on it, because the reason I wanted you here is I wanted people to know that Tommy was double timing it sometimes triple timing it. Oh, yeah, actually on the hamster wheel of life. We asked about his finances. He was like, blank, I don't want to look, I don't know, I didn't want to even look, I don't want to know. Yeah, and and so one of the things that is so important, and it's going to be the tip of the week is, I remember that conversation with Tommy, one of the very first times we met with him, we did ask him for a budget or how much he made a year. And again, his eyes kind of glazed over like, I don't know, I'm not sure I don't, I really don't even want to look. So I'm encouraging each one of you today. And this is my tip, I want you to take a look, I want you to get out pen and paper, you don't have to do technology, just good all pen and paper. And I want you to write down everything you spend in a month, I want you to total it up and be aware of your scorecard, I want you to be aware of what goes out. Tommy is one of those people that he actually extended himself over and above to grow himself. And now he is in a position. If he could be on an airplane, he could probably have his own airplane. But at this point, you know he is in his beautiful new home. But I really want to encourage each of you to be aware to take a look at where you are. And Tommy, just as we close, can you just share with people just one last tip or tool that you would just really love them to have that small nugget as a gift from you to

Tommy Collier 52:00

them? Absolutely. And it just, it just builds on what you just said, figure out what your numbers are. But if you need help get help. Like we've been talking kind of about mentors and everything, this whole call and being around like my like minded people, but and so in terms of your financial picture, I know how scary it can be to not have that figured out. But there's so much help available to you out there with that, and especially if you need help. Marcy right here, her husband, Tim, they can help you like they've helped me I'm sure so you could always reach out to them. But find get some kind of help because it is so much easier to navigate that stuff with, with someone who who knows who can who is armed with some tools that can help you I didn't have any tools, you know, and you probably don't either unless you're in the world, you know, the financial kind of you know, world or whatever. So, you know, you wouldn't try to fix a clogged sink yourself or fix your own, you know, engine in your car. If it was broken. You wouldn't try to do that yourself. Right. So you shouldn't try to do your your financial picture yourself either. You should get some help.

Marcy Predmore 53:17

Absolutely, and not a better message has been said. So I just want to share with each one of you to have an extremely extraordinary day. Thanks, Tommy. Thanks, Marcy.

You've been listening to ordinary women extraordinary wealth with Marcy Predmore-McPhee. Be sure to drop us a line if you're enjoying the podcast. As we always love hearing from our listeners. Let us know what you think by looking us up at ordinary women extraordinary wealth.com or on social media where you can join our private group on Facebook called ordinary women extraordinary wealth. If you'd like to connect with Marcy on LinkedIn, you can find her by going to linkedin.com forward slash i n forward slash Marcy dash Predmore-McPhee. Also, it would really mean so much to us if you would leave us a five star review on your favorite podcast platform. If you found this episode valuable. Be sure to share it with your friends and colleagues. And remember, we publish new episodes every Wednesday, so be sure to subscribe. See you next week.