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Speakers: Venessa and Hunt

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Venessa: Thanks for talking to me today.

Hunt: Absolutely.

Venessa: Greatly appreciate it, I guess I can see you ... can you see me?

Hunt: Hello!

Venessa: So, now where are you located?

Hunt: I live in Jersey City, but I work basically primarily in New York City.

Venessa: Oh! Okay. Okay, I didn't realize that you were in New York City or in Jersey City... Okay, I'm in New York, as well.

Hunt: Oh yeah? Where are you?

Venessa: I'm in Manhattan.

Hunt: Gotcha. Uptown? Midtown? Downtown?

Venessa: Uptown. I've been here for about three years or so, so ... that's cool, I didn't realize that. For some reason I was thinking that you lived overseas. Why did I think that?

Hunt: I don't know, that's interesting. I have this European flair, I guess ...

Venessa: That must be it. I totally thought you lived somewhere else. Probably because I had to schedule the call with Carly Lester [sp??], and she's in the UK.

Hunt: Yeah, I work a lot with her. She's a character, isn't she?

Venessa: We have not officially talked yet. We've gone back and forth on email, so I'm looking forward to interviewing her next week.

Hunt: I like her ...

Venessa: Cool. Very cool. Well thank you for taking the time to talk to me today. This is fantastic! This is our first week of launching our new podcast, the Love Right podcast, and we are talking with all types of relationship experts, and I wanted to talk to you because you are the International Dating Expert Guru. So, tell us a little bit about what that means.

Hunt: Sure. Well, I've been in the love industry for over ten years now, I think. As I was starting off it was more about the coaching, one-on-one, and then more and more, you realize, as I'm sure you know, that one-on-one there's only X amount of hours in your week and X amount of reach that you can get with that so we wanted to try to find ways to get more people educated, disseminate the knowledge, and at the same time create at least a small barrier to entry in that right now, because it's not a mature field yet. I equate it to being almost like a stylist, somebody can wake up in the morning and go, "I'm a dating coach today" and they – God Bless, we need more, welcome into the fold, however, for the average consumer, they don't know whether this person over here has any more or less knowledge than this person over here and, in fact, may just choose the flashiest website because there's no way to know whether this person has a breadth or depth of knowledge. We just wanted to start making it more transparent, easier on the consumer, because that, in turn, makes it easier on the field if people are having better interactions, they're – it's working for them. it's going to reflect well on us in the field.

Venessa: Right.

Hunt: So, trying to educate and at the same time bring some standard accepted practices to the industry so that we can be thought of as more honest, open, and trustworthy as an industry to make it less confusing for the consumer.

Venessa: Right. Right. You made a really good point. I did not realize how huge the love industry is – there are dating coaches and counselors and dating strategists and matchmakers and people that have apps, and there's a plethora of information. So, like you said, for the average consumer, how do they know where to go?

Hunt: Yeah, so one of the things that I've realized when I was going to get my MBA. I learned the difference between push marketing and pull marketing, which I had never heard before. And push marketing is your standard advertising, you put ads in papers, Google Adwords, whatever it is, and you're pushing people towards what you do. But a lot of times for our industry, that doesn't really work because you need to be ready to be helped before you seek out help. It's not like you're thumbing through a magazine and think Oh! Dating Coaching – you know what I need? I'm going to do that.

Venessa: Right.

Hunt: Instead, try to focus more on the pull marketing, where, instead, you just have to be present across as many mediums and as many places as possible so that people do see you and oh ... I like this article or I like this video, who is this person, and then it pulls them towards you. Basically, trying to be in as many places – trying to develop relationships and trust within the industry so that when one does say something, there's a little more weight behind it. Like, as you know, Paul says something, people will listen.

Venessa: Absolutely.

Hunt: Because of the pedigree that he comes from. So, it's trying to – my fantasy is basically to create a love board that just watches over everything and is a place that the media can go, that we can have one voice across all of the aspects of it so that we can help bring the good, and block out the bad, I guess.

Venessa: Gotcha. So, essentially what you're saying is that we're really talking about exposure, for the most part. The more you're out there, the more you've spoken, if you're on television, if you coach celebrity clients, this is really how people will get to know who you are.

Hunt: You've got to toot your own horn, too. I know that men think they're more buff and fit and athletic and good-looking than they actually are, and many times females can be critical of themselves and don't think that they're as awesome as they actually are. So, men are more used to tooting our own horn. I like to see – it's a necessary thing. It's not ego. If you don't say that you're great, why would I believe that you're great?

Venessa: Absolutely. That's a really good point. So, you honed in on two things that I want to get back to. And you started talking about men and women, in terms of who you are actually working with and your target. Who do you work more with?

Hunt: I'm sort of like coach-in-residence to five different matchmaking firms as well as having my own practice, so it kind of depends on the pipeline that it comes from. For me, personally, I usually get more male clients. When I work through the matchmaking and other industries, it's mostly female. I'd say across the board I have about equal men and women which, as you know, is two completely different styles of coaching.

Venessa: Absolutely, and that was leading into my next question. When you talk to men – what men come to you? Most people think that men don't have any challenges around meeting women. They say I can go out to a bar, I can go to a club, there are just more opportunities. That's what people say. Talk to me a little bit about that. Is that the case or no?

Hunt: That's what people say. And, as you know, too, that's just so not the case. First of all, you have to understand, a lot of women don't understand that men's egos are much more fragile than they think, and even, sometimes, than women's are because being the traditional aggressor, if you will. The approacher, the man has been turned down hundreds of times in his life, and that doesn't NOT affect you. And some people are affected, obviously, more than others, but it's not Death of a Thousand Cuts almost. Sometimes, you're just tired of having negative responses, and it's just easier for you, sometimes, to give up and stop trying because you don't have the pain of being rejected. One of the things that I found interesting is that men go out to a bar, club, or whatever, and they talk to five people, and the first four don't work, out and the fifth one does. Their "win" ratio is 20%. But, they had to walk through four pain points to get there. Online, they send out 100 emails, they get one response back. Their response rate is 1%, yet they didn't have to go through any pain points to get there. So, I find that a lot of the men will avoid the pain so much that they'll be happier with a 1% return ratio with zero pain than a 20% return ratio with pain. Part of that is educating them that failure is part of the process. Failure is not only figuring out what you like, what people like from you, but just figuring out how you interact with the world, and of course, a lot of people that don't have a lot of interaction think that this way is the way you act with women, where you've got a former nun and you've got a former stripper, there are going to be very different ways you act. My goal is to teach them tools. Like any project you're not going to use every tool for every job. In fact, if you use the wrong tool at the wrong time, it can actually end up hurting you. But to educate you so that you have a large toolbox so when you have these situations, you have the knowledge and the ability to choose which tool you need and then how to use it best.

Venessa: Gotcha, okay. I like that. I like it a lot.

Hunt: I was just going to say that the fear of pain is always greater than the actual pain itself. So, I take the guys out, and they physically get to see, in front of their eyes, that there is no worst case scenario. You know, getting slapped and telling them to go away. Oh, okay, this isn't as bad as I thought. YES! I know!

Venessa: Right. Right. Do you find that more men gravitate towards you than women?

Hunt: No. They just suffer through different things. Again, I'm over-generalizing, and this doesn't work for everybody, but to boil it down, all the men want to learn how to approach, and a lot of the women have to learn or relearn how to be approachable. Especially in New York City when you've got strong, powerful women that masculine energy that has worked for them in the business world. They try to translate that into this aspect, and it doesn't work the same way. They have to unlearn some things, and trying to explain to a woman to be more feminine does not, in any way, say to dim her star/make her less than she is. But, that's what a lot of women hear when it's really just tapping into different energies, that's all.

Venessa: Absolutely. You're totally and completely correct about that. That's some of the work that I do when I work with women, and their bosses at work, and they say I don't understand why I've got everything but I don't have a man. I say it's because you're treating this like a job.

Hunt: You've got to come at it very, very different. Yeah, absolutely.

Venessa: Exactly. So, the women that come to you. Do you think the women come to you moreso because they feel that you have the inside track on what men are thinking?

Hunt: Yes. I definitely know that that plays an aspect of it, too. I think, in general, that women were built to help support each other, so sometime women feel like if they're going to another woman, especially a close friend, a mother, a sister, that person will actually be there to support them instead of actually saying what they might need to hear. For instance, one of my – the worst pet peeve advice is, "Oh honey, don't worry, it'll happen". If I wanted to learn German would you say, "Don't worry, it will happen"? Do you know how dumb that sounds? But people feel that they can translate that into this aspect of it, too. I think that they think they can pick a guy's brain. I will give it to them straight, and that I might have a different perspective than other people in their life.

Venessa: And so, in your work with men and women, how have you found in this dating space of online dating – how do you approach that with your clients? Obviously, from what I hear, people tell me that men meet way more people online than what women do, and the women that I know who are on 50,000 dating sites are absolutely disgusted because they can't find that one person.

Hunt: Yeah. Yeah. Well, see, one of the things that is interesting is that men have changed the definition of dating success. For instance, I used to have a lot more male clients, 45- 55 because they weren't getting dates. When online started getting larger and larger, they started having a lot more dates. The problem is, they have been having first dates. They have not gotten any better. So, they've had very little second dates. But, because they had such a multitude of first dates, they felt that they were dating successfully.

Venessa: Hmm, interesting.

Hunt: And then no, obviously, they were not. Also, sometimes guys are meeting low-hanging fruit, because it avoids rejection. Sometimes women can have unrealistic expectations. Especially in online dating. One of the problems with online dating is that you only get what you ask for, meaning if you're out at a bar and some six foot five carpenter with hands that could crush a walnut and a five o'clock shadow that looked drawn on, and you're just sitting there like "Hiiiiii!". But online if you actually saw it online, like high school education, carpenter you'd be thinking, "No ... no". So, we're sabotaging ourselves, unfortunately, especially with the OkCupid and Match where you can get your parameters that small, you're really hurting yourself because online should be about casting a wide net and then slowly making it smaller as opposed to these people that are trying to pinpoint three people in Manhattan. I've had some clients that matched their online profiles, female clients go on all of Match.com, New York City, put in the parameters they asked me and there are 116 choices. That doesn't even include whether they're looking for them, within the brackets or they're attractive. So, you've got 50 ... 40 people that fit these tiny brackets so it's hard sometimes, to try to get women to understand the difference between having realistic expectations and lowering my standards. That's where some tension exists.

Venessa: Oh yeah. Absolutely. I hear that all the time" 'I don't want to settle" and "I have this criteria". and I think "Are you serious?" They've got to be six feet tall; they've got to be dark and handsome, and they've got to have ...

Hunt: Have got to earn \$150,000 a year.

Venessa: Oh yeah, all of that. He's got to have a car and a house.

Hunt: Explaining want and need, too. Trying to get people to understand that is very difficult sometimes.

Venessa: And that is really key, and I'm glad that you said that because one of the things that I often talk to people about is what are your must-haves and your can't stands. So, talk to me a little bit about some of the things that you talk to these women and these men about so that they can set real expectations for dating success.

Hunt:

That's one of the things that I'm glad that you mentioned that, too. Because one of the first things is goal-setting, correct goal setting. For instance, a guy says I'm going to go out to the club tonight, I'm going to get three phone numbers, and it's going to be awesome. He goes out, and he doesn't get the numbers. How does he feel? Like crap. Because he chose the wrong goals. Whereas if he started with tonight at the club I'm going to smile at three girls, he goes out, he can do that, and when he does that and succeeds in that, that makes him want to do more. Want to expand things like that, too. Women, same thing. A woman says I want to meet a guy that I'm going to marry and you're having to say, "Slow down there, Lone Ranger ...". Step-by-step. I remember going out on dates when I was single, and the woman would stop and say so. I've decided that I'm going to get married this year, and I just want to meet some guys. It was like a job interview, and needless to say that one didn't go anywhere. But a lot of the stuff – basically the way that I come at this is I – my goal is not to get you more dates. Because if you get more dates, and you haven't fixed some of the underlying problems, that's a meaningless statistic because it's not going to help you in the long run. My goal is to turn you into the best, most dateable of yourself. So, you get out there, and you're the most prepared. One of the first things that I have to do for both men and women is switch that mentality to the end. What is your goal? My goal is to get more dates. My goal is to get more women. My goal is to meet more men. Okay, what's a goal? Something that's out of reach. Something that you're reaching for. If you put men up here, you're unconsciously putting them on a pedestal looking up at them, and then if they turn around and look down at you is this the type of person you want to date? No, because they're busy looking up at somebody else. So, the goal is not to meet more men. The goal is not to meet more women. The goal is to turn yourself into someone that is so interesting and dynamic and fun that it in turn draws people to you. So, there's no – it's one of the things I hated about the pickup artist stuff. It was all about memorization and routines and bullshit like that, too. It's not about impressing them, it's about becoming the type of person that people think, "Who is that guy? He seems like he's having a blast". I'm going to go find out what his deal is.

Venessa:

Exactly. Exactly. Like attracts like. If you love yourself, if you're happy with yourself, then you're going to draw the right person to you, and I think that that's a lot of what the challenge is today. That people just don't really like themselves, and so they want this incredible mate with all of this criteria, and the first thing that I ask people is are you living your best life?

Hunt: Would you date you? If you were in this room – you would choose you out of all these other people?

Venessa: Exactly.

Hunt: I'm just sayin'. But, yeah. And of course, it's not usually what people like to hear because they want easy tips, tricks, and things. There is no shortcut.

Venessa: Exactly.

Hunt: Especially, this is something that I have to focus on a lot with my female client. As you know being a female in New York you can get jaded and cynical after a bit sometimes. Especially when talking about the dating world. So, I call it reconnecting with [??] You have to – if you're out on a date and you're saying, "Oh. Yeah. It's great. Love. Great". No one wants to date this person. But, if you're out there doing the things that you enjoy, and someone comes up to you at a party and asks, "What did you do last week?" and you say, "Oh, Saturday morning I went and met some friends for coffee, and then I worked on my hobby, Sunday I cleaned my apartment and danced around listening to some music, and then I actually found this really cool documentary", I'd be thinking "Alright! This person's got some stuff going on". This person is enjoying life. A little enjoy life WITH this person. Kind of exactly what you said previously, from Jerry Maguire – you complete me. NO! NO! YOU BE COMPLETE!

Venessa: Before you meet me!

Hunt: Seriously. I'm not a puzzle piece that's going to make your life suddenly complete. That reeks of desperation and neediness from both sides.

Venessa: Right. Oh my God, that's so key, what you just said. People just do not understand. You're going to meet people doing the things that you enjoy doing, and when you're out having a ball with your friends, enjoying yourself, you just attract the right people. And so, from friends to clients to colleagues, I tell them all of this, and I've only been in New York [??] years, so ...

Hunt: You're still not quite jaded and cynical yet. You've got some time.

Venessa: Well, no, because I think that the one thing that I realize that a lot of people don't realize is that I'm loving my life. So, I travel a great deal, and I've been married, and I keep a date in the grand scheme of things and in the relationship so - people ask how do you meet people, literally I have people asking. "Well, how do you meet people here?" and I just go about my day-to-day.

Hunt: Walking down the street, in line ...

Venessa: Hi, how are you?

Hunt: Walking past the subway. Hey! Look that bag, I've been to your school. Fun times!

Venessa: Exactly.

Hunt: One thing that I – a phrase that I just came up with two days ago that I'm going to start injecting into more of my things is go a little bit out of your way a lot of times. Because that way it keeps the risk low for you. You don't have to have to do any grandiose things, you just go a little bit out of your way here and there and it has ways of cycling back to you in ways that you would never have thought of.

Venessa: Absolutely. Absolutely. Oh my God, that's so key. I'm so glad that you said that. So, tell me, what are the ages of the individuals? You talked about 45-55. What's your target? Who are the main people that you work with?

Hunt: Well, there's the ideal target and then the demographic –I have seen that a lot of my male clients, now are in their mid to late 20s, and even into their early 30s. Which I'm glad they've realized at a young age that this is an aspect of their life that they don't know a lot about, and they're actually taking steps to alleviate that, to bring that in. Because it is losing its taboo so younger and younger people are into it. If you want to learn tennis, you get a tennis coach. You want to learn Spanish, you get a Spanish coach. You want to learn how to date better? Go straight to the source, and get a dating coach. So, I love it that the age for the guys is getting younger because it means that they're getting more skills, and they're attacking this problem head-on. For the women, it has stayed about the same. It's that 35-45, the career woman type thing. Put the head down and then - oh yeah, where am I? I need to take ... I need to get on this real quick. And the biggest question that I get from the women is what's wrong with me? Because with breadcrumbing and ghosting and all of the things that guys do, it can seem mind bogglingly confusion. We went out on four dates, we had a great time, we didn't sleep with each other too soon. We dated each other for a week later, and then there's nothing. What is wrong with me? That's another thing that's tough to teach, too, because it isn't something wrong with you, it's wrong with them, and you have to learn to teach yourself. It's very hard that this is a positive. That I'm so glad that I found this out now as opposed to three months/ three years down the line. It freed up my time to find someone closer to kind of getting that mental switch of being able to look at it as a positive. It doesn't mean that it doesn't sting. It doesn't mean that you're going to be all happy go lucky, but if you can focus on the positive side. Train yourself to think of the positive side, it makes you okay, alright, open for the next opportunity, let's see where this goes so ...

Venessa: That's a good point, I was talking to a woman this morning, and she told me that she had been married two times prior, and she finally figured out that she had some things that she needed to work on. I told her, you know what? You're doing what you need to do, and then, ultimately, you're going to attract the right man for you because you have done all the work on yourself, you've loved yourself up way more than anybody else could ever love you, and so, that's going to shine bright.

Hunt: I've had to tell some of my clients stop dating. No more dating for you for two or three months until we work on you.

Venessa: Take some time ...

Hunt: It removes the anxiety, too. Okay, I'm just not going to worry about that aspect so I can just kind of start breathing again and just start enjoying things for the sake of enjoyment.

Venessa: Absolutely. I'm all a fan of the dating hiatus. Just chill out. Stop being on this hunt. Relax. Take some time. Chill out. A month, two months, six months, whatever it is that you need to do and particularly if you just came out of a situation. Get your mind right before you jump back into something else because all you're going to do is repeat the same patterns.

Hunt: I've got a former friend on his third marriage now. While he was going through the divorce of the second one, he jumped into another relationship with the next one. We were like Dude, BANG! Go drink, go have some fun, drown yourself in whatever it is that you need. Don't be jumping into a relationship again. You need some you time to do that. So, that's why we're not friends anymore ...

Venessa: I've got a bunch of those, too. They're like, which Vanessa is showing up today? Is this Vanessa my friend or is this Dr. Perry, and they're both the same.

Hunt: They accuse us of being mean when we're trying to – everything that I said to not do, to marry the second woman, we were right, right? So, maybe we know what we're talking about here? Just ...

Venessa: Yeah. They don't like to hear that.

Hunt: I joke, too, that if people had common sense, I'd have no job. So ...

Venessa: This is true. We would not be in business.

Hunt: I think you and I have both been dumb, too.

Venessa: Oh, absolutely.

Hunt: You see it when you're on the inside.

Venessa: Yes.

Hunt: It's not different from the outside. Not that we're up on our high horses here.

Venessa: Well, we weren't.

Hunt: You got it, yeah.

Venessa: We've learned some things, from our own experiences and from working through other people to let us know that, yeah, these are the things that you don't want to do, and these are the things that you do.

Hunt: That's also one of the things that's tough for my guy friends. I have many versions that have come through, and they're making the rookie mistakes with females that we made 7, 15, and we've had plenty of time to make those mistakes. Now it's like you did WHAT? You punched her in the arm. This isn't recess. Oh my God. But everyone's got to go through those steps and some just later than others.

Venessa: Exactly, oh my god, that's so cute. So, tell me about success for you. When you look at success and when you come into the dating coach or relationship expert relationship, what does success look like for you? Do you define it or does the client define it?

Hunt: I define it.

Venessa: Ok.

Hunt: Like I said, too, my goal is not to get you the dates. My goal is to better you, polish you up, let the diamond shine, if we want to use clichés. So, 100% of my clients are successful. Because of the metric that I use, if you come through my office, you will leave a better, more complete, more wise, self-assured, life-loving individual. That's the purpose of my coaching, is to help you turn into this person that becomes this dynamic person. Phone numbers, dates, relationships, and weddings are side effects of becoming this person. Obviously, I love it when former clients contact me and say I got married, thanks to you, I wouldn't have had the skills and that makes you feel great that you're getting long-lasting effects from these people. But, like goal-setting, my goal is focused on the individual. My goal is to help buff you up as a human being. [??] through the lens of dating, if you will. So, because ... I've had multiple clients with Asperger's Syndrome, multiple angry virgins, I've had 15-year-old kids that their mom bought for them, as well as 60-year-old guys, and everyone's going to react differently, and everyone's goals are going to be different. What is success for a 22-year-old isn't necessarily going to be the same quantitatively measurable success for a 45-year-old. But I know that I can make each person better than when they walked in.

Venessa: Gotcha. That's good stuff.

Hunt: And honestly, at the end of the day, to have my advice found desirable, trustworthy and people comment on it, that's all that I can hope for at the end of the day because, as you know, nobody has the answers. We have suggestions, we have data, we have advice, but none of those are answers. So, it's always nice when your peers as well as your clients, recognize the quality of the work that you're trying to do.

Venessa: Absolutely. I completely agree with that. And there is something to be said that when you're in the industry and people know who you are and they respect who you are and can refer to you, that really means a lot at the end of the day. And you know that you know that you're affecting lives.

Hunt: To me, having that person next to you is the greatest thing in the world. What is success without someone next to you to share it with? So, being able to help people in this arena is life-altering to me.

Venessa: Absolutely! That's the favorite line from one of my favorite movies! Mahogany. Success is nothing if you don't have anyone to share it with. You're so right about that and a lot of people do not realize that.

Hunt: And a lot of guys don't realize, too, that you've got the millionaire that's jealous of his garbage man because the garbage man's got a hot wife.

Venessa: Yes. Yes. Yes. Oh my god, that's so key. So, we've got about 10 minutes left, eight minutes ... What are two things that you tell people or that you would tell our audience that they should focus on as it relates to love and relationships?

Hunt: Sure. Well, like you said, the first one is, "Would you date you?" Whether we like it or not, we are a brand, and we are competing with every other brand that's out there, whether it's everyone in the room, everyone at work, everyone online, you at least need to be knowledgeable about what your brand is saying and what your brand is offering. And, I hate to – it's not cut and dried but obviously there are ways like this to better oneself. So, again, that reconnecting with fun. Find something in your week that you dedicate a minimum of one hour to, at least, I'd like to see two or three that is just fun for fun's sake. Because we feel guilty now, we have so much to do that sitting down and sketching with some classical music on seems decadent because there is so much that you could be accomplishing during this time. But this expunges the bad energy and refreshes the good. It lets you have your fun again and lets you relax and then hopefully you might be able to find a group that you might be able to do this with. Do you like biking? Find a biking group. Because when you're doing something that you enjoy, what happens to your body language? You open up, you have more energy, you smile, you're excited, even if there is not somebody in this particular group that you are interested in, everybody has co-workers, friends, family. Dude, you've got to meet this girl, Venessa, she is dynamic and interesting and phenomenal in our hiking group so not using it as a tool to get dates, using it as a tool to enjoy yourself, better yourself in you will and that's going to be the you that's going to be advertising the best, showcasing the best of yourself. So, I know that it's good to do things that are new and different and meeting new people, and that's great. But, also do things that are comforting to you. And fun for you. Because that makes you relax and enjoy it. So, that's one thing that I would suggest.

Venessa: That's a good one.

Hunt: And this is another mental thing, too, but have you ever worked out, you personally? The act of working out – is the actual act of it painful or pleasurable.

Venessa: Pleasurable, actually.

Hunt:

Oh good, I'm glad you're doing your stuff. Because for me it is not ... It sucks. The minute I start on the treadmill I want to stop immediately. It sucks! However, we do it because we've attached the current pain to the future pleasure of how we're going to look, how we're going to feel, how we're going to be perceived. So, when you're doing something socially that makes you feel uncomfortable, that's a GOOD thing, because that means that you're growing. That you are changing. Growth and change are uncomfortable, by definition. So, you need to figure out a way to equate the present uncomfortableness with the future pleasure of how you're going to be in a relationship or be perceived by the opposite sex and things like that so when you feel uncomfortable mentally associate it with you should be patting yourself on the back. Now, if you work out and you're just bench pressing the bar, it's not going to be uncomfortable but you're not building anything. So what are you going to do? Slap on some weight, make it uncomfortable for yourself. Do that for a while, it stops being uncomfortable, what are you going to do at that point? Make it more uncomfortable for yourself. Keep upping your game and start low. Like I said, start with the smiles. Start with I'm going to step outside and go, by myself, to a bar tonight. I'm going to have one drink, turn around and go home. Great, no problem. And you slowly start to build successes upon successes. Psychologically, we're tricking ourselves. Or teaching ourselves, and that's fine because we all play these little mental games with ourselves. Sometimes you'll make games where you're going to win and be happy and be successful. So, basically, the second one is just understand the pain is part of it and mentally be ok with any time you feel uncomfortable, say to yourself, this is good, I'm growing, I'm pushing out of my box, I'm opening myself to other situations. About four years ago I was asked, and I did compete in the Mr. New York pageant. I was doing it as a favor for a friend of mine who worked for the Miss New York pageant. 36 years old, at this point, going up against 18-year-old Juilliard dancers. And I'm thinking I don't want to do this, I don't want to do this. I was taking my own medicine. Putting myself in uncomfortable situations and they enjoyed me so much that they actually asked me to come back the next year and host the Miss New York Pageant, and then I met this girl, and we became friends and wanted to work together, name was Mallory Hagen. She ended up winning Miss New York, and then she ended up winning Miss America in 2012, and then I didn't get to see her for a while after that, but then she came back to New York, she joined my team, and is one of my wingmen when I take my clients out. And all of this because I was willing to embrace the uncomfortableness of putting myself into these situations. Because if you go up and you interact with someone then it doesn't go the way that you want it to, what did you actually lose? Fifteen seconds. That's it. All the rest of it is mental. That doesn't mean that it doesn't exist. And that doesn't mean that it's easy. But, what it does mean is you have complete control over how you want to

Venessa: Perfect. So, focusing on yourself and making sure that you are the person that you need to be and that you would date yourself and stepping outside of your comfort box and doing something that you wouldn't normally do. So that you ...

Hunt: You don't really have to live in it all the time, it's exhausting. But, make sure that you are doing it sometimes.

Venessa: Absolutely. Those are two great tips and I don't think that a lot of people really realize those things and I'm glad that you shined the light on those two things so that we can highlight those two things moving forward.

Hunt: Definitely. That's kind of our job. Especially, like I said, trying to become more transparent and give good advice and you'd think that that would be – when people read you can get conflicting advice in the same article. So one of my goals is to try to break these things down into easily understandable, easily fixable things that you can do immediately that you can do to start bettering yourself. You've seen my advice "Be More Confident". How? That's what we're trying to do.

Venessa: So, this has been great, Hunt, I greatly appreciate you talking to us here. Some great advice and I know that our audience is going to love these nuggets of wisdom that you've given over your 10-year career. I look forward to talking with you again.

Hunt: Thank you. Me too.

Venessa: And since you're in New York, we'll have to make sure that we get together. I mean, I'm new to New York, so literally every time I go somewhere it's stepping outside of my comfort zone.

Hunt: Every street is something new, every place is a new experience. It's an infinite amount of possibilities to explore.

Venessa: Absolutely. And I enjoy it. I love New York.

Hunt: It's a great city.

Venessa: It is, Hunt, you take care and I will be in touch soon, and thank you again, and as soon as this drops, I'll be back in touch.

Hunt: You got it.

Venessa: Take good care.

Hunt: Bye Bye, thanks.

Venessa: Alright, bye bye.

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