

Fear Me Out Podcast

Episode 27

Hosted by Clinical Psychologist - Dana P. Saperstein PhD.

Guest Speaker

Omar Medrano – What if it Did Work

Kim Fauskee 00:00

Inside every self made man is a fearful kid who followed his dreams. Our guest today can be described as a modern day Horatio Alger story. Omar Medrano grew up in Miami, the only child of a single mother, he lacked self confidence growing up and allowed fear and anger to hold them back. It wasn't until after college and through a series of jobs, he began the process of conscious introspection, which eventually led him to become a successful entrepreneur, and now sought after business coach, mentor and author. Omar has a way with words and as a great storyteller, you will not only be fascinated by his journey, but also entertained along the way. So please join us as we sit down with Omar Madras.

Dr. Dana 00:51

There are two basic motivating forces fear and love when we're afraid we pull back from life. When we're in love, we open up to all that life has to offer with passion, excitement, and acceptance.

Fear Me Out 01:10

Coming to you from our studio in Santa Barbara, California. This is the fear me out podcast. We're not your typical Self Help Program. Our show takes a deep dive into those psychological issues that affect us on a daily basis. We hope to shift your perspective and have you experiencing emotions differently. Now here are your hosts Kim Fauskee. And Dr. Dana Saperstein.

Kim Fauskee 01:31

All right, Omar, thank you for being our first guest from the state of Florida.

Omar Medrano 01:35

Wow, that that I'm impressed. I'm amazed and I'm completely honored.

Kim Fauskee 01:42

So I want to describe to our audience that that this is the best analogy that I could come up with. I think you're the modern day Horatio Alger story. And so that may take up the next 59 minutes and 30 seconds but I'm gonna have you I'm gonna have you explain who are Omar Medrano is

Omar Medrano 02:03

who Omar Medrano is, I'm like a modern day real life. Rocky Balboa I know you know, Rudy ruettiger. I'm probably just the same height, but even less athletic ability. He could make Varsity. I could only make Varsity if like, the school was only with like, 12 males and I'd probably be the 12 guy on the

bench. No, we're also a society I product for the 70s Mom and Dad divorce 1973. I was raised by a single mom. She was only 20 years older than me. Mom went to school full time went to work full time. And I was like the complete introvert and I was just like, so filled with fear because one my mom would tell me hey, you know what, your dad's gonna kidnap your dad's good. It's like, hindsight. Now it's like, Mom, he left us. I still haven't met the guy I can only imagine. Don't talk to strangers. Don't do this. This guy want to touch you. And it was just like fear after fear. None of us were born with fear. It's all placed by our parents by society. I got to school, Miami Dade County Public School System. And the first couple of years I was an East soul English speaker of another language. Now they did such an amazing job that I have zero accent. Or maybe it's a simple fact. I was born here in English, which is my primary language. Yes, I'm Hispanic. But English is my primary language. And I rarely spoke. Arnold Schwarzenegger spoke more than I did in Terminator of all high school. You know, it was just that fear of rejection. I couldn't ask out a girl on a date because oh my gosh, the Miami Herald would post this front page article, my whole neighborhood of Westchester would know that I was such a loser. I had so much self doubt, unworthiness, and even my junior high principals said it'd be a cold day in hell, the day I graduated college. Now people say that's a sad story, but I use that to motivate me as rocket fuel. And not only that, he was completely right. I graduated December 21 1995. Louisiana State University LSU never snows and like the first time in 30 something years, it actually snowed and I was thinking during commencement day, I'm like, Man, that guy was so right.

Kim Fauskee 04:37

It's okay. I told my esteemed co host here. If it weren't for assistant principals like that, or your parents, there would be no use for him.

Omar Medrano 04:45

Oh, yeah, but you know what so many people want to live in his story or her story. You know, I can't blame my mom. She did the best that she could, you know, and I've I've sat you know, with a counselor I've sat We're shrinks. And at the end of the day, you know, I get it. But I've been an adult for 30 almost, well, it's gonna be 31 years. I can't play Mom, I can't blame dad. You know, we have to hold ourselves accountable. I am here currently, based on every decision that I ever made in my life, the good, the bad, the inconsequential. I have to go look at the man of the mirror, I have to look at my reflection and go, Hey, I can't say why me. I can say why did I do this? Or why can't I do that? But you know, it's all in the past. To me, it's all in the present. What are we going to do now? So from a complete introvert at LSU, I learned how to sell how to speak because I joined a fraternity. I left Miami because it clearly sucked. It had to be Miami. And but you know, here I'll be honest with you, I could have been with you guys out in southern cow. Because there's always better somewhere else. The grass is greener somewhere else. It's Hoya. I could have been in Maui, it was me. But you know, I felt like moving to Baton Rouge was the key to my success.

Kim Fauskee 06:15

So how did a kid from Miami that was an introvert end up in Louisiana Louisiana school, it would seem like you'd want to be at the U or, or somewhere near home for

Omar Medrano 06:26

that. Oh, oh, because I wanted to go far away from home because all my problems resided here. So you know, I didn't realize that once you travel, you know, day calm the baggage comes along, you know, the, the introverted, the you know, fear of failure, the fear of rejection, all that traveled with

Kim Fauskee 06:50

me. So, so you had that feeling as a lead or teenager? That I gotta get the hell out of here because there has to be something better outside of where I am.

Omar Medrano 07:01

Oh, yes, yes. And the reason why I flunked French to and in high school, and I had to go to a neighboring Junior neighboring high school to take the course there was a beautiful girl, I could barely speak. So it was like, ah, and she kept on talking about Louisiana State LSU. And I bought a book, party school book and the top 20 at Walden books on dating myself. Walden books were still around, and I opened up and the first school was LSU, Louisiana State University. Shaq was playing. It was all good. And, you know, nobody. Everybody heard from me saying, I need to go to Syracuse, I need to go all these schools. But all of a sudden, you know, I told my mom, you know, LSU has the top business school, which is among the top anything,

Kim Fauskee 08:00

so you did exactly what people do when they want to move or go on a vacation. It's like close my eyes, pull out a map. And wherever my finger lands.

Omar Medrano 08:10

It's like the marriage that's on the rocks, that they go away on vacation to go away. Vegas, Hawaii, and oh, everything's amazing. But then they come back and it's like, oh, all the problems are still here. Yeah, I just chose I had zero family, zero friends zero ties to Louisiana.

Kim Fauskee 08:31

So no siblings here. Are you and only I'm an

Omar Medrano 08:35

only child. Okay. So that complete introvert. Yeah. So

Kim Fauskee 08:39

what was your college experience and you said that you're away from home in another state. You joined a fraternity? You're in the business school at LSU some some somewhere along the way complete metamorphosis happened for you.

Omar Medrano 08:53

Oh, complete metamorphosis. i I want to tell you, and what my first choice was, you know, the but my mom nearly had a heart attack. Las Vegas.

Kim Fauskee 09:06

So you weren't you weren't? Let's see. Are you old enough to be there when the whole Greg Anthony and

Omar Medrano 09:15

I graduated high school 9091. I think they won 9090 And then they lost 9091 to do right. Okay. Yes. But, you know, as a kid, they always had those Evil Knievel specials and all those specials Live from Las Vegas shows. Oh my gosh, you know, nobody sat in Vegas. That looks like a cool place. So I think that's why I wanted to move to Vegas. There's a kid. Um, no, my college experience. I go to LSU and my roommates are like a 30 something year old. Graduate student from Costa Rica. And it's like, oh my gosh. So I decided to join Africa. Originally but and I've combined I become president my pledge class, but I still don't speak

10:10

how could you do that if not speaking?

Omar Medrano 10:13

Exactly. They see me as a stand up guy this and that, but only speak when spoken to. Okay, so so they you know hazing which is still around even though we pretend it's not they made me go out it's a drink in town number one party school so there's no Cinco Demayo it's cinco drink. Oh, every day. And Louisiana. You don't have to wait. We Mardi Gras, right. Yeah, yeah, it's there was no man. There's no need for man made made up goofy holidays by Hallmark or anything. You just drink every day. And we would go out, and my fraternity brothers would make me ask out women. Hey, would you like to dance? Would you like me to buy you a drink? Would you like to go out? Well, most of these women were friends in the fraternity. Okay, so no way. No, no, thank you. No, no, no, no, no. And then there was other women. Men, because you know, a fraternity. It's a glorified gang. Just wear nicer clothes. So if they were bored, they would send me out. Clearly the woman was with a guy. Hey, would you like me to buy you a drink? Or would you like to dance with me and it would be Friday night fights. And after a while, you know, for it one time it literally took me? Well, it's a funny story. I wanted to go out with the girl I grew up with. And I asked her out like, almost 40 years later. But I didn't have that fear anymore. But the fear of rejection, the fear Hearing no, just subsided. Not it has become nothing. And then the running joke was I would have to introduce people. I'm Omar Madrona. Call me goose man. Because all I do is crash and burn. things coming out. But yes, so I'd have to introduce myself as goose goose man.

Kim Fauskee 12:11

So the fear of rejection just became so normalized within your conscience that it became a non factor anymore, because that's what the expectation was.

Omar Medrano 12:21

Oh, yes, yes. From being like that. I rose up the ranks. I was the youngest vice president in the 80 year history of the chapter. i They had me as a social director, I was the guy that would go ask businesses for donations, and I would have a high success rate. So I can't. I became a guy that was oh my god to a guy that no was nothing. And I actually had a high success rate. And I, although I originally did go to

this school of business, but I'm horrible at math. So I have I have two degrees in journalism, and mass communications. I have a bachelor's and a master's.

Kim Fauskee 13:08

So you were the anomaly. You are the honest, frat boy. Right. So somehow, people saw that, you know that there was legitimacy within you and vulnerability within you and and you had this honest face. And you're you're believable.

Omar Medrano 13:27

I was believable and I could connect and I could if they didn't see me because clearly I don't look like I'm from Louisiana. I look Hispanic. I look Latino, especially the early 90s 90s PC, LS us grown in that aspect. A lot of fraternities go and ruin me during rush, which means like, put you in a room full of dorky people, because oh my gosh, how can we let a Hispanic guy in the fraternity? But no, um, it just saw me is a wholesome, I could connect with people I could connect with. I became the trusting guy. I wasn't the guy that would sleep around with guys, girlfriends. Just just different. Just and I could connect, I can relate and yeah, it became when I graduated I should have gone straight into sales. But I didn't. I was a journalist for a little while. But yeah, I could connect with business owners and I got them to donate for parties.

14:43

It's really remarkable. You're the first person that I've ever met you actually benefited from hazing.

Omar Medrano 14:49

Oh, hazy night I also benefited from in the sense ah, I would quit you know, and but I got that doubleness ever since my junior high principal told me it'd be a cold day in hell, the day I graduated, well, one main guy was hazing the hell out of me. And he said, Are you only here because you can't go back home, you can't go back to Miami. What? It flipped the switch. I'm like, I want to prove this guy wrong. So it bled into other aspects. Because my first job after graduating college, I worked at a local Fox TV station. And after I was hired, my boss thought I was a multimillionaire, because he watched a lot of Miami bias. And clearly, everybody from Miami has a million dollar car. And you know, we all live on the mansions. So he would always tell me, why don't you quit, and let somebody that is more deserving, who really needs his job, go back to your mansion. And originally, I thought that guy just was in a hazing period. Once, once he learned that, you know, I could stick around because he would make me work like Monday through Sunday. And it was a salary of \$15,000 a year, which was horrible back then below minimum wage. And I kept on working, working in work and thinking, Well, this guy is going to turn, this guy is going to turn he just wants, he just wants to make sure I'm, I'm worthy. And I'm up to snuff. So you know, I the workout that came from that too. And between that and my amazing first boss it. It helps in the road of being an entrepreneur.

16:47

And this is at a television station that you're talking about. Yes. Guy on the top floor. A guy in a television station actually believed that the narrative of male yummy Vysa you're because you're from his rich there.

Omar Medrano 17:02

Yeah. It's crazy. Well, he was okay. I was 22 He was probably 40. So Miami Vice Friday night. NBC. I'm sure he was glued to the TV. But yeah, I mean, and he's friends with me on Facebook. But clearly, in his warped head. I know. He feels like all this success that I ever had from then on was because I you know, my parents, I'm wealthy, you know, because clearly anyone who wouldn't want a \$15,000 a year job. You know, I you know, I, I, it was before Coachella. But you know, I could have taken the private jet to Vegas every other weekend. But you know, I decided I'd rather stick around in Baton Rouge, Louisiana and work my ass off for a year. So Right.

Kim Fauskee 18:04

So when did they when did the old familiar pattern start changing for you? When you're talking about Go ahead, it

Omar Medrano 18:12

was a gradual process. Because it always goes back it always I always go back to you know, this is stretching for me. Some people see me as this extreme extrovert, but then it's like, you know, the gas tank is empty. I go back to being the introvert. So if I'm at a party, I remember like my ex wife taking me to places and then all of a sudden, I'm the guy that's, you know, sitting in the corner, that's not saying anything, and everybody's like, Oh, that guy's such a jerk or That guy's a derrick or, and it has it's, it's all about stretching. But there comes a time that I always have to check myself because those feelings of doubt or unworthiness. They're, they're always there.

Kim Fauskee 19:00

So you left, how long did you stay in that job and Fox?

Omar Medrano 19:06

I got I got fired because I took a day off. Because I wanted it to was my birthday. And I took my girlfriend at the time. She was on TV. She worked there. And lo and behold, he hated me even more that everybody wanted to date me at the TV station. But he didn't realize because he told everybody I was wealthy and I was super rich.

19:29

So he set it all up for you.

Omar Medrano 19:34

Yeah, exactly. And then he was hating on me because at the time he looked like he could have been on The Biggest Loser he was already like morbidly obese four year old guy, attractive guy, I mean, good looking decent guy, but really overweight and he would always be like, you probably think I look like crap. You probably think this because you know he wanted me to say it. And I would always be like, no, no, Mike, you look just fine. That God made you Perfect. I don't see anything wrong with you. But no, I got fired even though I was always ahead of schedule, because I had I did my work. I took her to the house with a mouse, we spent a weekend but I took an extra day and went to Disney World and came back and got fired, but that wasn't the end of it. I I wanted to stay in Baton Rouge. So I became

the producer of the Jimmy Swaggart show. Seriously, as serious as possible. Yeah. After the I said, because that was like a 19 Ada night.

Kim Fauskee 20:41

So how did that come about? I mean, was it just one of those things that you answered an ad and went and interviewed for it? Or did you have an in there or how,

Omar Medrano 20:49

oh, 00 in but I had to do so you have to sign all these illegal things. You know, my body is my temple, I denounced homosexuality, blah, blah, you know, like hardcore, hardcore, like, extreme stuff that was illegal back then now it would be like, and I wanted to, and you had to sign it, and they kept in the safe all, you know, their, their stuff. And I not that I wanted to do anything legally. I wanted to show my fraternity brothers because everybody still lived in Baton Rouge. And you know, they, at LSU. It takes like six or seven years to graduate. So students, so I was probably seen as an outlier. I graduated four. And I'm like, Can I show? Can I keep this? And they're like, oh, no, you can always read it. But it was horrible. And I'm, I'm Roman Catholic, and Jimmy Swaggart found out. So he first tried to convert me. And he, he had my mind boss, gave me books on Catholics go to hell self published, because you know, and you can't buy these books out at borders, or Barnes and Noble. And then, after a while, he asked me, Why am I Catholic? If they're all going to hell? And I'm like, Well, think about it, if my family is already there, you know, why would I want to go somewhere else without them? I don't know anybody. Yeah, exactly. So it got weird. Like, he would always have to have my boss around, even though we're in the same room. So he could communicate with me. He was tell him the message. And then my boss would tell me word for word, like verbatim

22:47

what needed to get done. And this is Mr. Morality himself. Exactly. Unbelievable. And so how did you tolerate the hypocrisy and the craziness of

Omar Medrano 22:59

Well, well, this is one if you can't drink. Because even though Jesus turned the water to wine, but not for some evangelicals, not Jimmy Swaggart church. Well, it was also mandatory since I was the producer. Well, when I'm Catholic, when we do go to mass, which is only on special occasions, it's only like one hour for service. While for these people. It's like four hours on a Sunday, Sunday morning. At the end, hey, donate, just like other televangelists do spirit of tithing, the spirit of healing, through donating. But it was four hours but it's Sunday. Saturday's LSU football, everything in the south revolves around football. So I'm heavily drinking. And then I would go hungover, and then I would have to listen out for four hours. And yeah, yeah. And then my boss would always be like, Oh, you look, you look sick. I'm like, yeah, maybe I need some time. Maybe I need some Nyquil. Well, NyQuil has alcohol in it. Oh, no, no, you don't need that. You don't need that. But yeah, and that was the end of my journalism career, although I came back to Miami, because those thoughts, those negative thought patterns, was the press. They were seeping back into me. And my mom has a bachelor's, but never, never doesn't have a master's degree. But she told me, if you get a master's degree, that's just as much fun. That's where all the funds that are come back, go go to the University of Miami and get your

master's degree and that's what brought me back home. I wanted to relive my undergrad which which was the furthest thing from it?

Kim Fauskee 24:50

So we got asked to go back and ask two questions. One is that obviously Jimmy didn't convert you

Omar Medrano 24:57

know, not not not at all.

Kim Fauskee 24:59

And then how long did you last in that job?

Omar Medrano 25:02

Oh, that one unfortunately or fortunately, six months.

Kim Fauskee 25:06

Wow. Right.

Omar Medrano 25:07

It's great. It's a great conversation piece to tell patients a great icebreaker to say I was the producer the Jimmy Swaggart show

25:14

well he always appears unless you're evangelical to be such a despicable human being that it's just remarkable

Omar Medrano 25:22

even even in the movies like going Great Balls of Fire and whenever they have anything on Jerry Lee Lewis that what you see that that that was that that was my boss. And you know, all I remember. I would tell anybody YouTube the famous I have sinned after he got busted. He was on his morality kick getting porn out of seven elevens all that and then he gets busted with the prostitute with like, his whole trunk was full of magazines.

25:54

A true believer.

Kim Fauskee 25:56

True Believer for sure. Do as I say not as I do.

Omar Medrano 25:59

Exactly, but ya know, I love to tell people that I've worked. That's not my bio but I it's a true story. Star calm Swaggart television. Who knows what the rest of the acronym stands for?

Kim Fauskee 26:14

Fear Me Out Podcast

So anyway, you go, so you end up getting out of journalism going back home? You went to the EU for a Masters in Business? Oh, unfortunately,

Omar Medrano 26:23

not again, because I'm horrible at math. Mass Communications, even though it's the same, same thing. And the head of the department's like, you're not going to learn anything here. Why are you here? Well, I couldn't tell him. I want to have fun. But I did it. He was a waste of time. It was 20 pages, again, treated like crap by doctors. One of my fellow students was a successful woman with an MBA, which to me is way higher than saying, Oh, I've got I've gotten a doctoral degree in communications. But yeah, yeah, no, I, it looks good. I can tell people, it's all about you or whatever. So I

Kim Fauskee 27:08

was gonna say when did the entrepreneurial spirit embedded see entrepreneurial

Omar Medrano 27:12

spirit didn't even kick in after that, um, something that I never told anybody. I worked in the aviation industry. So breaking news here. Yeah, first time, not even my podcasts, not, not my book. I was making good money. I was flying off every week to Vegas to numb the pain. It was at a time where you can do that the airlines were real cheap. And cops were galore because when you're losing money, and um, yeah, 911 happened. I was engaged to my wife, or my ex wife, I got fired. And I'm like, this was the start of my entrepreneurial career. I became a financial advisor for a brokerage firm, which I'm good at sales. So I lasted there for a few years. And the entrepreneurial spirit really kicked in. And Anthony Robbins' coach, or sales guy came into one of our sales meetings, and he's like, do you really want to sell more? do you want to sell? I guarantee you can sell twice as much. So I'm gonna come on down Unleash the Power Within? Well, I didn't know anything. I had zero clue on personal development and business development. In fact, my mom from before, it was always it is what it is people don't change. To this day. My mom calls him Anthony Roberts. She's never read my book, never listened to my podcast, and doesn't believe in personal development. Nothing. So you know, if, if you can't swear I can't. So yeah, so I did the Buy One Get One to impress my wife, because she's a big fan of Anthony Robbins. And we did the, you know, the firewalk, the whole nine yards, three days, and what we got out of it. She was a pharmaceutical sales rep for Abbott. And I was a financial advisor. And it's like, why not be our own bosses? And that's where it kicked in. A little over 20 years ago.

Kim Fauskee 29:28

So go ahead.

29:29

That was you said 20 years ago.

Omar Medrano 29:31

Yeah, like 2021 I'm bad at remember. I'm bad at math. I'm an arts and science guy.

29:37

So it sounds like that. That's not necessarily what you went there for but it really turned out that you got inspired to be your own boss.

Omar Medrano 29:46

Oh, yeah. Not only that, but it got me into believing in everything in personal development, business development. It opened up that's how I got rid of all the end Anger and the living in the past and the resentment and the unworthiness. And yeah, I'm a business coach. But I have a lot of the woowoo personal development stuff mixed in because I've read the books and I tell people, either you're growing or you're dying. So ya know, I from from being a guy that would only read fiction, plenty of fiction like everybody else. From that moment, I was knee deep in nonfiction, and still still a student of life.

Kim Fauskee 30:33

So it only took about one seminar with Anthony. So yeah, to kind of think in a different way. I'm sitting here and thinking, I'm not you Oh, and

Omar Medrano 30:48

I was the furthest believe I was not a believer, I literally remember asking my wife, what am I going to do? Am I going to be in a room and I'm going to be crying to a bunch of strangers,

Kim Fauskee 30:58

you have to you have to be the self help seminar anomaly, right? Because, you know, the whole, you know, the whole premise of the seminar businesses, right? Does teach enough to want you to come back to take the next seminar on the next seminar and the next seminar. So

Omar Medrano 31:11

oh, he's, he's a business guy. I'm not saying he's my guru. No, no. Emotional

Kim Fauskee 31:16

cell. And that's why I'm saying you're the anomaly. Right? You had a complete change of direction from that. And I think that is a little bit of the beauty of the self help of somebody like you that that isn't it, addicted to it and go into seminar after seminar and reading book after book after book, which is, which is most people that get addicted to self help, but you are like, Okay, well wait a minute, he changed my perspective on this. And I can go a whole different direction, and you have the balls to be able to go do that.

Omar Medrano 31:47

But I'm also the guy that picks and chooses because that seminar junkie, he goes, every seminar, he's in a room filled with like minded people, right? He gets the high, and then he gets the low once it ends, because it's not, you know, it's not real life. I'm not going to be walking on coals saying cool moss and doing the, you know, being in a peak state with 2000 people that that I know, I also know he wants you to do all those programs. It's called Emotional selling. And then also you have all these people that drink the Guru, the Kool Aid, the complete kool aid the guru Kool Aid. I know plenty of people. I mean, I love Grant Cardone. I'm a licensee. But there's people that literally walk the walk talk that it's like, no,

you're not Grant Cardone. There's only one. Oh my gosh, Anthony Robbins is worse. There's people that become full vegetarians and drink their green drink. They wear the lucky hat because the big man wears it. And if Tony Robbins says to stand on your head for two minutes, they'll stand on their head. No, what I know is they're great at what they do. And yes, they do help people. But they're No Mother Teresa.

33:00

Right. All right. Well, I mean, I guess you can learn that from genius Jimmy Swaggart better than anybody, right?

Omar Medrano 33:06

Oh, yeah. It's all an emotional sign. Whether it's timeshare, whether it's Anthony Robbins, if you can sell somebody emotionally? Yeah, it's a little on the manipulation side. But it works. Right? I mean, I don't do that. But to me, what they're selling is a little different than timeshare. timeshare. It's 100% manipulation. And manipulation is when you convince somebody to do it. And both parties don't get a benefit. It's only one person the sales company and major corporation Wyndham or whoever that's selling

33:44

it. So it sounds like it changed your wife's orientation toward her life also, is that correct?

Omar Medrano 33:50

She was always a student Ziggs . she read the Zig Ziglar is the Jim Ron's she was always level headed. Yeah, she's still in business development, personal development, we still go to business development more than personal development, because, you know, we don't have the mommy daddy issues anymore. But no, I'd say at times, I've been more of the I have to reflect and go is this because I have daddy issues or, you know, the, oh, well, this this this guy might might be the savior. And you know, that's why a lot of people donate to like, the wall. That's not an evangelical like Joel Osteen. Right. You know, he's a good guy. He wants to help me. He's prosperity

Kim Fauskee 34:54

except when Houston floods and he won't open his church to for refuge. But he's a good guy. He's a He's a good guy Other than that,

Omar Medrano 35:02

you know what? Joel Osteen is? Jimmy Swaggart. 2020 Compared to 1987, right? Yeah, just a different version, just a different version, way. Same, same issues, better PR. I knew he was going to survive the Houston debacle. I knew, I knew he was going to survive when Victoria got into a scuffle with the flight attendant on first class, flying to Aspen because they're going to ask him to help out the homeless

35:47

when you're talking about your life, and the way that you relate to the situations that you've been involved in, it begs the question about your intuition, and that, I'm just curious about whether you're actively pay attention to your intuition as a guiding force in your life.

Omar Medrano 36:06

It depends, there's been times that I'm like, Hey, everybody, it's a hot stove. Do not touch it. But hey, let me turn it on for you. And let me show you what happens when you touch the hot stove. So it's it. I do have my intuition. But then there's times that when I do go back to my limiting patterns, my beliefs can sometimes get in the way.

36:40

Okay. Well, and again, Kim and I are big on helping people recognize that usually the biggest disasters that we create for ourselves have to do with not listening to our intuition.

Omar Medrano 36:50

Oh, completely. Be. You've got that gut feeling. Is there a reason. Yes. But a lot of times people push way past that, because they're like, Oh, not this time. Not this time. This guy is not here to hurt me. This guy's not here to scam me. But yeah, the gut is always right. And there's a reason why, you know, it's a cliché, it's the same but yeah, your instincts. It's the instincts of me being alive for almost 49 years telling me, you know, don't do this, don't do that.

Kim Fauskee 37:25

You have the competing conscience and intuition on both sides of your shoulders, competing against each other. And you know, your conscience and your subconscious are always going to try and override your intuition. And if for some reason in life, we got conditioned to listen to our conscience more than our inner gut feeling. Right. And it's in again, like Dana said, the reason that we wrote our book and the reason that we're doing this podcast is really, to get people to start listening to their intuition as their best navigator in life.

Omar Medrano 37:59

Absolutely. 100% It's there for a reason. God, the universe, Mother Nature. It's, it's just, it's the reason why we're still alive. Yes, that bag that gut instinct from whether, you know, we were Fred Flintstone trying to run away from the saber tooth or the woolly mammoth or whatnot, to right now to you know, hopefully not go with the burn he made off and get Ponzi or, yeah, I'm sure all those people must have felt like that gut instinct. When you know, the market is like free falling, and somebody's telling you, you're no, you're up. 25% 30% Yeah, but everybody's down. 20. Don't worry about it. Next Next year, he'll

Kim Fauskee 38:52

be up even more. That's why That's why you heard me.

Omar Medrano 38:55

Exactly, exactly. But in hindsight, we all look at stuff like that. And it's black and white. But there's people that don't want to see the truth, even though it's in front of their face, like colds, if you think

about it, Jim Jones, we all laugh about it. We talk about drinking the Kool Aid. If somebody had said, Do you want to go to Guyana? Do you want to go all the way to South America and do that? We'd all laugh our asses off right? Yeah, absolutely. It makes zero sense the heavens gators the you know all that. But for some people, either something's not clicking, or they want to see beyond the truth and think you know, this will fix me. This one thing that sounds crazy. Is the answer to all my problems when literally, I am the answer to my problems. Oh, absolutely.

Kim Fauskee 40:01

So we had mentioned fear. Early on when we started talking, obviously, you know, Dana and I's premises. And what we're working on, is about managing fear. A lot of what's been talked about in popular media was written about overcoming fear. And you had mentioned about, you know, how your intuition, you know, saving is there to save your life, right? And that's what, you know, fear is hardwired into us to keep us alive, right. And what I mentioned to people when we talk about, you know, overcoming fear, smashing through it, or going around it, or going under it, or going above it is, the analogy I use is like, you can situationally, but it doesn't work sustainably for you. Right, it'd be like if again, there's a lot of electric cars out on the market now. So maybe this analogy isn't as prevalent anymore, but it's like taking your carburetor out of your car and expecting it to run fine. Right? It may run fine. For a block or two before you're actually going to need the tow and so this was a thing about overcoming fear to us is it's like taking the carburetor a car, you just can't. You can't rewire your body. It's innate in all of us. And, you know, if you're in Hawaii and your friends have all jumped off the cliff into the ocean, they're all yelling at you to do it. And you're petrified with fear. And yeah, granted, you succumb to peer pressure and close your eyes and jump. But good chances you're not going to climb back up that cliff and do it a second time. Right. So you had talked about fear holding you back and in not only in in growing up, but in your early adult years as well. And, and I'm kind of interested in how you finally embraced fear in your life and how that has led you to, you know, more success and joy and fulfillment in what you're doing.

Omar Medrano 42:04

Fear is always there. It's if we had a cure for fear that we'd be selling it more than a Pfizer Viagra when it when it first came out,

Kim Fauskee 42:19

right? It factors into 99% of our decision making, whether we're conscious of it or not, right.

Omar Medrano 42:25

It's it's fear base. Usually we make decisions to run from fear, run from pain, then run towards a goal or a reward. It's that fear within us. You spoke about Hawaii, and my book I talk about on my honeymoon in Hawaii. I can't swim. Even though I grew up in Miami.

Kim Fauskee 42:52

We won't we won't judge you.

Omar Medrano 42:55

And my wife booked a snorkeling excursion for you. You jump into the unknown, right? You know, watching plenty of movies. I'm almost 49 So I've seen Jaws a million times. I can swim now. But you know, I can doggy paddle, I can pretend. But that fear kicked in. Once. Once I jumped in. I nearly drowned her and they threw those like floaties. No, there was no smart phones back back and back 20 years ago because I'm sure you wouldn't who wouldn't be like

Kim Fauskee 43:35

video sensation right now?

Omar Medrano 43:38

Exactly. So yeah, no, no fear is how do I how do I just deal with it? You have to go past your comfort. You have a fair fear of public speaking, I just spoke yesterday to a commencement for at risk high school kids that graduated. And I I felt that fear right before you know, the fear of flying. If it gets now, if it's minor turbulence, I can sleep through it. But if it's like, oh my gosh, you know, flying out to Colorado during the winter or flying in and there's major turbulence Yeah, it still scares me or especially when my two teenage daughters are on because, you know, I've lived a full life. But it's like what happens? What happens? You know, if their life is cut short, fear you just, you either have to You either run away from it, or to me, you just you just use it as if you look right next to you and it's like that companion. I use it as my companion, you know, I Just use use it to push forward. I use it as my friend. Now would I go rock? jumping off a cliff and Mexico or Hawaii? Hell now, that's a fear of mine. But, but you know if I had to, because, you know, there's always you know, the benefit to risk. You know if Bob Barker's like come on down, Omar, you know you do this and you know, your life is sad. Yeah, I'll do it. But you know if it's if it's to go on the Insta, and in tick tock videos, I'll be like, No, thank you. I don't know, it's not for me. So I pick and choose it, but yes, I am still the introvert. I can still be socially awkward. At times. I was socially awkward at the gym last month, because just some random woman's like, Oh, I know you and she was like, Oh, I heard your podcast estimate. Oh, cool. But it was unexpected. And she had that look like, Oh, that guy's a dick. Yeah.

Kim Fauskee 46:18

Yeah, that's the problem with being an introvert sometimes. Right, you

Omar Medrano 46:22

were under Sperber so misunderstood. Because they don't believe they don't believe that you're, you're a functioning introvert.

Kim Fauskee 46:31

No, and especially since she heard you on your podcast, right? And oh, yeah.

Omar Medrano 46:35

Because, you know, women that have gone out, or my ex girlfriend would be like, oh, you know, I want that guy, that that's on the podcast. I want that guy that's in the big,

Kim Fauskee 46:48

I want that big personality that I hear every week.

Omar Medrano 46:51

Exactly. Where is that guy? Well, you know, I, that's not who I am. 24/7 I can't be that's not who I am. I'm not the guy that you know, the party doesn't start until I get there. That's just not, you know, and a lot of times people think introverts are like, like Rain Man. Like, like, like some guy that's high, high functioning in some aspects. But you know, I can't hold a conversation. And that's the furthest thing from the truth. It's just, it's not enough just to be out there. Do you know the life of the party? Right?

47:30

So what do you think about the notion that Kim and I present that one of the most effective ways of dealing with fear is by being connected to your intuition? And allowing it to sort of guide you through whatever? Whatever the fear is kind of holding you back from or moving toward from?

Omar Medrano 47:48

Oh, yes. You know it, other people call it street smarts, whatnot. But yeah. The closer you are, to going by intuition, the happier you will be when you go out with that woman that has all those red flags. But you know, you take the narcissistic approach that, oh, I'm the hero of the day, I'll change. I'll change her and things are going to be different. I see the red flags now. But trust me, this was meant to be like six months, seven months, eight months later, the guys crawled in the fetal position. Crying, watching Hallmark movies, being all upset reading Nicholas spark and no book and stuff like that. It was like, well, your intuition said not to write, but the ego, because we also go a lot by our ego. Because you know, hey, I'm different. I'm going to change her. Right? Yeah. Those other guys, that those were jerks. They the reason why she's dysfunctional was those guys. She hasn't been with a guy like me.

49:08

Right. You know, it's interesting. You mentioned that because as a therapist, I do a lot of counseling with people at the end of their relationship. And I asked everybody, you know, did you ever have any feelings or thoughts or, or, you know, any sort of an intuition that the problems that had ended your relationship existed at the beginning. And the most remarkable thing to me is that nobody has ever said, No, every single person and we're talking about hundreds of people at this point, because I've been a therapist for many, many years. And so my next obvious question is, well, what were you thinking? And usually what I, what I met with is what I call magical thinking. Right? And that's exactly what you were just describing. I thought he would change. I thought you would change. I was lonely. I just figured it would get better. It's some sort of a Magical belief that you convince yourself of so you don't have to deal with what's right in front of you. Oh, yeah.

Omar Medrano 50:06

I could say the same for my ex wife and I Yeah, we almost lasted 20 years. Oh, opposites attract or, you know, we were further. That's some movie cliché. We had zero in common. There was signs that we would clash. We were arguing and fighting, like, well, not the first date, probably the third date. Even our honeymoon, yeah, we were arguing and fighting. And it was like, was there signs there was signs from from the very beginning. But then it was like, well, even though, while we got married at Caesar's Palace, and that was expensive, we would have had to tell 30 or 40 people don't come to the wedding. You know, it's all this irrational, stupid stuff. Now, I have zero regrets, because I have two amazing

daughters from it. But yeah, there's always signs that that didn't surprise me. And it's that saying, Well, it's hard work, to stay married, or it's hard work to be divorced, that you know, those memes, it's hard to do this to be fat or to be skinny. Well, why? Why does it have to be hard? Shouldn't you be with somebody that you connect that it's not hard? A lot of times people get into relationships, because I can change them, things are gonna change, I can feel it. Oh, she's going to change. Or I always wanted to date this woman, blah, blah, blah, five years ago, six years, you know, whatever, stupid story. And then you continue even though you see your your guts, like, oh, my gosh, you better get out of this. But you know, you're thinking, you're thinking irrationally, you're thinking with your ego, you're thinking, Well, you know, she's dropped good. Dead. Gorgeous. What about the 200 likes I might get with mine. You know, people have I know, it sounds stupid. But there's so many. Who knows what everybody's ego has, like, such crazy stuff going on.

Kim Fauskee 52:07

It isn't stupid. It's unfortunately realistic.

Omar Medrano 52:11

I know. But we laugh, but it's because it's true. You know, oh, she's beautiful. I, you know, she's out of my league. We create all these goofy, and it's both male, female, it doesn't matter. We come up with wacky reasons, even though our intuition is like, A, there's 2 million other women in the surrounding area, that aren't dysfunction that don't spew toxicity. Why are you here?

52:46

Yes, absolutely. So I'm curious, can you tell us a bit about your podcasts and what you do with it, and the type of people that you interview and so on and so forth?

Omar Medrano 52:57

Oh, definitely. My podcast is a business podcast, but it's not a business podcast. It's like me, it does not fit in any one box. It's what if it did work it I interview every buddy famous, the famous, the people that wish they're famous entrepreneurs, solopreneurs, gym owners, the sky's the limit, just to see we all have, there's a common thread, what if it did work, everybody's fallen. But we all have to get back up. We all have to deal with adversity. A lot of times people stick to the sidelines, oh, I'll take action. Once. You know, I'm planning on taking action. And that's just fear right there. They're not planning to do anything. You know, a lot of people are fearful of taking that first step, whether it's a relationship, a real relationship, not a toxic one, whether it's a business, it's a side hustle, whether it's finally losing weight, whether it's investing, so many people are on the sidelines, and what happens is they stay there. And the worst pain of all is regret. When regret hits, it hits like a bomb because you can't change that you can be too unhealthy. You can be too old in life. So that's why why can't do whatever you want to do now, do something. I mean, I'm Cree. I'm writing my obituary. I'm creating my legacy. I was born July 24 1973. I don't know when St. Peter I don't know when the Grim Reaper I don't know when whomever it is. That's going to say hey, you're not going to make it. You know, but I want that person to say you did so much with what you had

54:55

a great philosophy.

Kim Fauskee 54:58

So you had a really good career as an entrepreneur and maybe still are doing entrepreneurial things. Believe you did some franchise business that did really well.

Omar Medrano 55:11

I got involved with the Smoothie King franchise. But it was all based on the motions. It's a company based out wait for Louisiana. I

Kim Fauskee 55:26

was always in your destiny, Louisiana was in your destiny University, I plan for you guys,

Omar Medrano 55:31

to highly educated people going into the QSR quick service restaurants just based on that's where I went to school, I felt an emotional connection. Business should never be emotionally driven. Does that mean if I went to Michigan State, I'd be a Little Caesars Pizza owner, a franchisee? Or if I went to UConn, I'd be a subway guy, that's the mindset, you know that two of us, if we had to choose different paths probably would have been service based insurance. Clearly, if I was successful at selling mutual funds and stocks, I could do that for myself. But instead it was that I was a Smoothie King franchise for almost 20 years. Today, literally, is the anniversary of the day I signed my papers to sell.

Kim Fauskee 56:31

Wow. Okay, last year. So what possessed you to write a book? Which I think you've already mentioned the title of but I don't I think we kind of glossed over that. Oh,

Omar Medrano 56:42

What if? What if it did work? Because I always felt everybody always told me to write a book, write a book, write a book, that creative writer, journalist, et cetera, et cetera. But I'm not that good. I'm not who am I to write a book? And I was always into fiction growing up. So I couldn't be the next Stephen King. There was no Stephen King. And then Chuck Palahniuk. He's the guy that wrote the Fight Club. And I wrote that I read that and I'm like, Oh, well, you know, well, true. I can't be Stephen King. I can't be Chuck Palahniuk. I can't be Mark Twain. I can't be all these different people, but I can be the best Omar Madrona.

Kim Fauskee 57:32

So it's interesting that the title would work. When you thought about actually authoring a book, do you already have kind of the premise in your mind of what that book was going to be and what the outcome you were hoping to get from that book?

Omar Medrano 57:52

Yeah, yeah, the outcome that I got self published. Why not? Who I don't believe in filler. I didn't want to write a 300 page book to 60 to 70.

Kim Fauskee 58:05

Fear Me Out Podcast

Just post a handout as your new business card.

Omar Medrano 58:08

Yeah, it's a business card on steroids. But I decided my true purpose was to help out people if that book helps out one person two people three people and it changes their life. It shows what a guy the possibilities of what I did to get from point A to who I am today. And nothing special about me I'm not tall I'm not you know, I'm not Doogie Howser. I know I didn't score 1600 on the LSAT 30 on the AC T. I wasn't born wealthy, you know like what my ex boss thinks. The end it's it's it's a lot of action steps to every chapter you have to do some work. So and then at the end, I opened up a non for profit church and I tell people to give me 10% for salvation, no, did that last parts joke and but yes.

Kim Fauskee 59:19

You're a business coach. And there's probably some people listening here that are in business and maybe contemplating hiring a business coach or have hired a business coach before and thinking boy, I really liked this guy. You know, he has this wealth of experience. You know, he's positive. He's extremely knowledgeable. What type of business clients do you normally work with?

Omar Medrano 59:44

business clients, there's two types. Oh, the last guy. He hired me after he lost \$150,000 Business believe he bled out last year. I'm within 100 days 2022. I had him at breakeven. He's cash flow positive. Now, I've got either that, or those that just want to start out. The first client that I ever had, I was a Smoothie King entrepreneur. And he was a guy who just turned 50 felt like he was at a crossroads with his life, his net worth was only \$50,000. And that's after he liquidated everything. And he hired me. And we created an exit strategy. And he signed he sold his businesses four years later, a couple of months ago. So he went from 50,000 to \$2.2 million for his businesses. Very cool.

Kim Fauskee 1:00:54

In Utah, when we were talking earlier, you were in the process, or at least writing or thinking about a second book, what's that going to be?

Omar Medrano 1:01:04

The second book, entitled The Vacation CEO, and I got that moniker from my first publicist, but also a lot of people would, because they love social media, right? They would see, like five years worth of pictures of my ex wife, benign with our daughters going like on a Mediterranean cruise, or Caesar's Palace, or Alaska and Hawaii, and you're so lucky, you're so lucky. You're always on vacation, and you're like the vacation boss. So that's where the vacation CEO, they didn't see all the years, the Monday through Sundays, you know, we became an overnight success. And it was just that, and the book is entitled "Vacation CEO because a lot of people want to become entrepreneurs, because they think, Well, I'm going to make a lot of money. And I'm gonna have a lot of spare time. Yeah, a

Kim Fauskee 1:02:01

lot of autonomy, right?

Omar Medrano 1:02:03

Yeah. And then what happens is, they don't own a business. The business owns them. It's like that 40 year old son, that never leaves home. Yeah, a complete burdens always. Yeah, and just the book is there. The book is a guide in the process on how to create an exit strategy, how to leverage how to scale your business, how to really own your business, and not the business own you.

Kim Fauskee 1:02:34

It sounds I mean, that sounds completely appropriate in this day and age. Now we're, you know, the world has changed a bit in terms of how especially younger people are viewing jobs and staying in jobs or going to offices and, and again, not everybody can be an entrepreneur, but Oh, no,

Omar Medrano 1:02:53

I'm the first one and people get shot. Not that entrepreneurship is not for everybody. And that's okay, you can find success, you can find happiness and the corporate level for working for someone else. Not not one hat fits everybody.

Kim Fauskee 1:03:12

It certainly sounds like that you put some realism into your books and your coaching in there and don't mince words.

Omar Medrano 1:03:21

No, and that's why I'm not here to try to sell ice cream. Either you love me or you hate me, but you know, I'm going to be blind. I'm going to be honest, the what if it did work, the podcasts, the videos that the free videos that I give it, it's all it's all real you I'm the Ghost of Christmas Present. And unfortunately, the Ghost of Christmas Future that if you don't get off your ass, if you don't do something with your life, you're going to be playing the violin and playing the soundtrack for Titanic because, you know, woe is me playing victim.

1:04:01

Right. So, if the people listening to our podcasts would like to contact you, what's the best way for them to reach you?

Omar Medrano 1:04:10

They can either go on my website Omar madrona.com. I'm public on Facebook, Omar Madrona Instagram, Omar Medrano. 73 on public can unfriend me there I've got a free group. What if it did work its name of the podcast but also on Facebook. You can join free videos. I never pitch I never saw anything. And it's videos every day posts every day on how to get your mind your body, your spirit right and also business tips how to market

Kim Fauskee 1:04:44

and whatnot. We'll make sure we put that all in the show notes including your your web address and and Instagram and all your social media stuff. So if anybody can't remember from the the verbal

Omar Medrano 1:04:57

piece and I do I'm like the I'm a patron. I'm like St. Jude, but instead of the patron saint of lost causes loss entrepreneurship. I always answer any DM, as long as you're not trying to sell me crypto or forex trading,

1:05:14

or your journey swaggered looking to reconnect.

Omar Medrano 1:05:18

Well, yeah, he won't, or Downey his son took over. So if you ever have any free time, you can always watch them on TBN I think they had their own cable channel on DirecTV.

Kim Fauskee 1:05:36

So Omar, I want to in this, this conversation by asking you a question that you kind of answered before in terms of writing your own obituary, but I'm interested in in really the legacy that you want to leave? With? Yeah, whether it's to your children, whether it's to, to the world, you know, a lot of us, you know, we've had some success in our careers and some success in life, you know, you start thinking about those things of okay, if you know, I'm not going to be at my funeral. But what are people going to say about me?

Omar Medrano 1:06:09

Oh, no, no, completely my legacy. I decided, I was in control of my life. I'm the master of my life, the creator of my destiny, my legacy, I want two things. I want Lauren and me, my two daughters, ages 16 and 14, go. He was Dad, he was my father. He was an amazing guy. He did the best he could for me, and he was always there for me. That, and when people do come up at my funeral, I want them to say he genuinely cared about people. And he helped people he didn't see people is a and to the means are way to the means. And he didn't check us like if we were checking account, he helped us whether we had the money, or we didn't. That's the two things. An amazing dad. And the guy that was always there to help out whomever, whenever

1:07:09

very well said.

Kim Fauskee 1:07:10

Yeah, no, I think it's completely believable, because that's the impression I got from you from not only speaking to before, but also in this last hour here. So, Omar, thanks again for being here. We really appreciate your time.

1:07:23

Yeah, thank you very much.

Omar Medrano 1:07:25

Thank you. Thank you guys been a pleasure.

Fear Me Out 1:07:30

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