Corey Andrew Powell (00:02)

Hello everyone, I am Corey Andrew Powell and welcome to another episode of Motivational Mondays presented by the NSLS where we are now serving over 2 million members nationwide. Now we are a podcast that fuels your week with inspiration and insights and today is no exception as we welcome Corey Cicchetti, a professional speaker and author who's passionate about helping people live with authenticity and

Now, Corey also teaches business ethics and legal studies at the University of Denver and is among their most beloved professors. And as the author of Inspire Integrity, Chase an Authentic Life, he's spoken in 350 cities across 46 states, challenging people to rethink success beyond money and status. This is a really great conversation. Corey, so happy to have you here. Welcome to Motivational Mondays.

Corey Ciocchetti (00:50)

Well thank you Corey and you spell your name right.

Corey Andrew Powell (00:53)

You know, I had that ready for you too, because I was going to tell you, you're the second Corey I've had the pleasure of interviewing in three years and you had the E, you had the E in there. Yeah, yeah. I always feel like I feel like telling people when they don't have the E like, you know, there's something missing, but I don't want to insult them. ⁓ but in any event, yes, welcome. And it's great to have you here. And I, and it's funny, we have another similarity too, which is when I speak and do like my lectures, one of my biggest platforms is about.

Corey Ciocchetti (01:02)

⁓ This is gonna go well, yeah

Corey Andrew Powell (01:21)

living your most authentic life and your most authentic self as it pertains to you being your own personal brand and So many people don't really get that they try to separate themselves from who they are versus, you know embracing it so Let's start with your journey and what inspired you to pursue a career in ethics and character development

Corey Ciocchetti (01:41)

It's funny, I went to law school because I wanted to be rich. And you know, like there's a lot easier ways in life to be rich than to go down that path. So I graduate and I went to Duke Law School, beautiful place, beautiful campus, just awesome experience. Then I went into corporate law and I'm thinking, this isn't for me. I don't want to spend the night in the office and I don't, know, like I just want to do something different with my life. Ended up quitting. Someone died in the ethics department at the University of Denver, like a faculty member died. It was on some list. I don't know. They wanted me to come be an adjunct.

And they said, but now we have this full-time position, are you interested? And I sort of said, well, that doesn't pay enough money, I don't wanna do it. And I'm just glad I went to the interview, right? Like people have a calling in life, know, while they're on the search and this is mine. And if I wouldn't have gone to that interview, I wouldn't have found it, at least like this. so ended up teaching, this is my 21st year teaching ethics and law to undergraduates. So I teach undergraduate business students and graduate business students and it's cool. So I can still use my law degree, but it's just in a different capacity.

It's fun.

Corey Andrew Powell (02:42)

Yeah. And is that why you are putting off an emphasis on not chasing the money per se? Like consider other things because that sounds like an experience where you were like, no money, money, money. And then you will, let me just see what it's about. And it changed your life actually.

Corey Ciocchetti (02:58)

Well, you've got to learn the hard way sometimes. I hate that. I try to help students not have to learn the hard way every single time. there's some things that are always true in life. When you teach ethics, there are things that are always true, and then there are things that are subjective. philosophy is a battle of thoughts, right? It's a battle of the mind. Some things in life that are always true is money will never make you happy if it defines you, because there'll always be someone richer than you. That's just a statement that's always true. It's true for every person alive. ⁓ Same thing as

true of your looks, like if you wake up in the morning and you want your looks to make you happy, it won't. The same thing is true of esteem and popularity, and those things are fake. They're not unimportant, mean money is very important, but it's bad if it defines you. And you know, that's kind of the message I'm trying to get across to everybody. It's a hard message because, you know, people follow others and they see all these other people chasing money, but that doesn't make it right.

Corey Andrew Powell (03:51)

Yeah, especially in the age of ⁓ social media where even a lot of that that we see is not even real. You know, it's kind of this perceived fabulosity, if you will, and everyone's got money and fame and like a lot of that stuff is just all kind of set up and it's fake and it's just kind of theater and ⁓ that's an added pressure I would think in today's society.

Corey Ciocchetti (04:12)

⁓

They don't have money like you think, right? So here's my advice for social media, for everybody, okay? I go onto every single social media site assuming what I'm seeing is false. Until proven otherwise, right? So if I go onto Twitter, I'm assuming it's false until proven otherwise. When I go onto Instagram, I'm assuming that's not true because I'm seeing a picture of you, but I'm not seeing a picture of your apartment. ⁓ I'm not seeing how many shots you took to get that picture. I'm not seeing how you are that night maybe when you're crying yourself to sleep, right?

Again, when you're comparing yourself to thousands of other people, you will never win, especially when those people get to fake it in one second pictures.

Corey Andrew Powell (04:49)

Yeah, and I love a friend of mine once said to me you don't take a bad picture. Are you you just every picture is so great? I'm like she did not see the 1000 that I deleted before I got to this one leg

Corey Ciocchetti (05:01)

I have an assignment in my class where I'm going to ask my students to bring in the worst possible picture of themselves. Real life so that the other can see, you know, it's all fake.

Corey Andrew Powell (05:07)

Man, that's funny.

Yeah, yeah, there's actually ⁓ an article I covered a while back, a girl I covered a while back in an article I wrote. She was, she's a model, mean, stunning, beautiful girl. ⁓ But she, on her Instagram, began to do daily photos ⁓ that just were the first one she took without the filters, without the real stuff. And they were comical, really, because they were so imperfect, and people were like, my gosh, girl, really, you look like that? And she was like, yeah, I want you to see how much of it is not real.

So that way you're not trying to uphold yourself that is false standard of beauty, although that's my business. I don't want to harm people. So she was really cerebral and conscious. So I love that there are people who, they're not all like vapid and crazy at least.

Corey Ciocchetti (05:56)

And look, she's probably still beautiful. You know, you think about what really matters in life, I'm sure she's beautiful because her soul's probably beautiful. No, I've been saying a lot to students across the country when I go give my speeches. I mean, they're beat up about their grades, right? And I have to keep saying to them, your grades do not determine your worth. Worth is determined by your character, your resiliency, the way you treat other people, the fact that you're a human being and you have dignity. Give me a break. Like great matter, but not for that. You know, like your beauty comes from from inside, right?

Corey Andrew Powell (06:03)

Yeah.

Corey Ciocchetti (06:25)

your soul should radiate your beauty.

Corey Andrew Powell (06:27)

Yeah, I guess that the problem with that is unfortunately in our society, those wonderful traits you just mentioned are not necessarily the ones that are rewarded. Even yesterday in the interview I did, we were speaking about the kids who follow a career trajectory that's not even something they're interested in, but they went to Harvard because they knew that was going to be a good resume line item versus going to like Bryn Mawr University where there was the actual archaeology course that they would have wanted to be.

a part of to change their life for what they want it to be. So, you know, there's this weird rub with society pressure, I think, when it comes to what you just mentioned and also kind of following your own path and your own purpose.

Corey Ciocchetti (07:10)

I mean, you could do that, right? You can chase those rewards like you said, and I agree, but you got to live in your body every day, right? Like you got to live in your life every day. And if you aren't waking up happy, it's not worth it. And your little resume is not going to make you wake up happy. So, you know, I ask people to chart their own path, you know, find, make a dent in the universe, like by all means be as successful as you can, but do it with a way, in a way that's true to you.

Corey Andrew Powell (07:33)

So is that actually the component, is that one of the components you speak of when you address authentic success? Like what does that actual mean?

Corey Ciocchetti (07:41)

Yeah, out and the cool thing about my job when I teach ethics is I don't get to tell you what's right That's up to you, but I can just give you some advice But if you're not authentic, so here's the word integrity is the only definition you'll ever need never need Integrity means you're the same on the inside as the out Like if structure has integrity it looks strong and it is strong a person who has integrity is one thing and you know on the inside and on the outside and so if you're not authentic to yourself and you lack that integrity you'll never have you will never be contented

Corey Andrew Powell (08:10)

Mm-hmm,

yeah, that's such a ⁓ big one and it's loaded too because it has a lot to do with self-awareness, self-acceptance, you know, all of that has to happen first, I think, before you can be your most authentic because, correct me if I'm wrong, but it's a problem if you're in conflict with who you are authentically to begin with.

Corey Ciocchetti (08:30)

Yeah, mean, 70 % of Americans claim, and this is an anonymous survey, so there's no reason to lie, that they don't wake up genuinely and consistently happy. So you tell me what that is. I think you're exactly right. mean, we're living a different life than we want. We're chasing things that are fake. mean, know, a statistics class works because you can take data like that and extrapolate it to similarly situated audiences, right? So 70 % of my students in my class probably don't wake up happy.

it's the same right because it's just what you said there not living in a fit like

Corey Andrew Powell (09:02)

So on that same note though, is it also a matter of they don't have a clear idea of what success would look like to them? you know, what does that actually mean? So how can they even try to wake up happy when they even really know what that means for themselves?

Corey Ciocchetti (09:18)

So my goal with everybody is to find out what's at the core of their life, their foundation, right? In this little example I have, it's called their blue circle. I have a blue circle in the middle, bunch of red circles orbiting it. You gotta figure out what your blue circle is first before you attack the red circle. So the mistake most people make and the mistake I made is I attacked my career without knowing what was even foundational to me. Or I attacked my relationships or whatever without even knowing what's at my core. So the blue circle is something like, if you lost that,

you'd lose everything. Okay, so for me, it be my faith. For some people, it's a concept of family. It's a concept of community, it's connection. You gotta find that first, then seek a career that aligns with your foundation. That's powerful, man. Like, that's pretty deep, but nobody thinks like that. So they go to college, they pick a major for whatever reason, stupid reasons like I did, and then they roll off and attack their career before they attack their core.

Corey Andrew Powell (10:11)

Oh, and that's great information too, because a lot of our audience, their college age, you know, we have a good sort of a dichotomy of non-traditional and traditional students. So it can be that range of like 18 to 23, that prime kind of early college age. But a lot of people in their forties and fifties who are sort of doing things over again, even older, sort of the non-traditional, sort of the second lease on life, what do I want to do now? And that's a really big component because so many of us do what is expected of us versus

what our heart tells us.

Corey Ciocchetti (10:43)

Well, know, advice I would give to students is, you're 20, it's not too late, because they always look me like, it's too late, my life is ruined.

Corey Andrew Powell (10:49)

⁓ my gosh, to go back, yeah.

Corey Ciocchetti (10:52)

God willing, you've got all kinds of years left, you know?

Corey Andrew Powell (10:54)

Yeah, well it is good to identify that early on. That's why this is really good ⁓ message because I think so many kids just for generations went to school doing things because their dad did it, their granddad did it. They didn't even consider what... Like I was in the second grade, this is the true story, I was in the second grade and the teacher goes around, she's like asking kids what they want to be and they're all like, a policeman, a fireman and I go, an undertaker because my uncle Paul, you know, dealt with dead bodies and I always heard, Paul makes a good living, you know, so...

I was like eight years old talking about, want to like, you know, deal with cadavers because it was what I was like already being programmed to think was my role. This was very strange. So we do have to stop. I think we have to stop doing that to young people, give them that opportunity to.

Corey Ciocchetti (11:39)

Like my mom wants me to go to law school because she's a lawyer well Do you want to go to law school no, but my mom wants me to well you're gonna be a terrible lawyer My dad's a surgeon, so I want to be a pediatric neurosurgeon. Well. Do you know that that requires like nine years of higher education past college? Oh, no, don't know yeah every time I talk to parents I say man work with your kids on where their passions and their talents collide You know five places where their passions and their talents collide and let those kids choose those paths

Corey Andrew Powell (12:06)

Yeah, no, wise words. yeah, especially if a career like that, I'll be cutting up on those bodies if you're not confident. That's not really...

Corey Ciocchetti (12:13)

My

wife is a surgeon, know, and I saw what she had to go through. It's brutal, man. Yeah. She says if she could do it over, she'd go into nursing where she actually gets to do patient care.

Corey Andrew Powell (12:22)

Right,

right. You know, it's funny cuz I have a friend who is pre-med and he said that he was doing great until he had to cut open the first cadaver he was He was like what wait for my last four years can't do this for a living

Corey Ciocchetti (12:30)

Say what? Get about it, man.

She has pictures of patients or whatever on her phone and I'll scroll through our photo reel and all of a sudden it's like someone's appendix. Like picture of my kid, picture of my kid's appendix.

Corey Andrew Powell (12:46)

Right,

a spleen on the table. I know it's part of the role, but you're right, you better love it though, guess, or else you're not gonna do well. And that also, again, this is a really great segue because that's when you bring it back to integrity, sort of like being who you are ⁓ behind the scenes as well as in front of the world. So the role of ethics and integrity, how do they shape personal growth, would you say, in today's world especially?

Corey Ciocchetti (13:14)

So let's just take the concept of leadership, which is important to everybody, right? It's a problem. Like in this country, we try to train everyone to be a leader. But if you think about that logically, if everyone's a leader, then no one is, there's no one lead. And we should actually be teaching followership classes. know what? People are gonna be leaders at times of their life and followers at others. But if you teach leadership, for example, without using ethics and character, then you're gonna get the world we have today, where people are self-interested leaders only looking to advance their career.

You heard about that guy that fired 500 people via a Zoom call. He got on Zoom and fired 500 people. It's ridiculous, but I'm sure he went to business school. That's efficient, but he left the character piece out. so morale is low. And every time that company ever has another Zoom call, the people are going to wonder if they're going to get fired. So to me, it's the foundation of everything important.

Corey Andrew Powell (14:05)

Hmm, wow, yeah, that is, I do recall that whole story. And it's one of those things too, where you think about the lack of empathy there and, know, I guess where's that come, that's almost, I mean, I to use a big kind of crazy word, but it's almost sociopathic really, to do something like that and not even consider what that feels like for people on the receiving end. So I don't know where that, a situation like that, I'm not sure where that person has gone wrong.

quite honestly, know, where people like that, you know.

Corey Ciocchetti (14:35)

Well, here's the deal. In order for ethics to work, you have to believe somewhere in your heart that being a good person matters. Right. That's why honor codes don't work at universities. You know, tons of students cheat. It's why admission statements don't work. You first got to convince people, know, deep in your heart, man, being a good person matters. Yeah. And when I see stuff like that, I don't know who that person was, but like, when I see stuff like that, I wonder like, what's your heart like? What's going on in your heart?

Corey Andrew Powell (15:01)

Yeah, that's what I mean. It's kind of like a weird sort of thing to even do that and not consider how it's going to impact people. And for you, though, when it comes to your book, Inspire Integrity, that I mentioned in the intro, there is an emphasis on living with purpose and character, obviously. And you shared a little bit about your journey, but was there another pivotal moment for you that shaped that perspective on integrity? Or was it that moment for you when you realized about you were taking a job that you didn't want and then you found yourself?

Corey Ciocchetti (15:29)

it was later and it was when I started teaching and I'm sitting there and I'm going I have a better job than any of my friends you know I did I have more money than any of my friends I have a nicer car I've got a bigger house I have a more elite education than any of my friends but why am I not happy? I had climbed the ladder of success but I never made sure it was leaning against the right wall so my wall was off and you know it's a circle it's the same thing like everything was off and I had climbed so fast so far and I was miserable

And like you said earlier, man, I don't want to live like that. I don't want to live 74 years like that. And so I had to really ponder like what matters in life and how do I need to change my life so I can be content and happy?

Corey Andrew Powell (16:10)

Wow. Yeah. And it's really amazing because all of our lives are so different. The journeys we're on are so different. And again, I referenced the interview I did yesterday because it was kind of profound. She was a ⁓ former nun for two decades or so. She had been a nun and an older woman. And she woke up one day and she was like, you know, I think I'm done with this nun thing. But that had been her whole life.

And she had also had been an archaeologist. ⁓ That was her second passion, pretty much. And she had done some kind of, and she said, I'm going to go back to grad school. She did like in her mid forties or something, got her degree as an archaeologist and became an archaeologist living in Greece and Israel. And then she took that and she said, you know what? I want to write some fiction stories about these archaeological digs. So she becomes the author in El Homes. She was like this really big, almost like Indiana Jones writer about ancient civilizations, just this amazing thing. So when you say that,

I mean, I want people who are listening and watching to know the power of that. You have to wake up one day and know if you're in the right place or not professionally, personally, all of it, because you're never going to get out of it until you have that honest conversation with yourself, right?

Corey Ciocchetti (17:19)

Let me ask you a question. When you interviewed her, did she seem happy?

Corey Andrew Powell (17:24)

my goodness, absolutely. Yeah. I it was a very different, you know, when I asked her about what made her leave the nunnery and you know, the convent and she didn't give specifics, but she said, I got to a place of being very unhappy and I wasn't fulfilled and I was expected to be a leader because I was an elder and I knew that I could not fulfill that and be, have integrity for the people who were going to rely on me to lead. And so I knew I had to go. That was her, that was her thing.

Corey Ciocchetti (17:51)

Okay, someone like that who makes choices like that is gonna wake up happy because she's being authentic to herself and to her foundation. It doesn't mean she loses her faith. I'm sure she didn't lose her faith, right? He just goes, I wanna take my calling this other way.

Corey Andrew Powell (18:06)

Yeah, no, absolutely. She did say that she goes, still have my grounding in religion, but you know, she she divorced God and away. That's kind of because they have to actually go through like a divorce process, which was fascinating to best. Yeah, home like, you know, two months and just in case you change your mind, you're going to, you know, reconcile. It's pretty interesting stuff. But yeah, but thank you for that point, because I want just to drive that home. People must try to find their their why, as they call it, I think is how it's.

Corey Ciocchetti (18:18)

⁓ if you get out of there, interesting.

Corey Andrew Powell (18:34)

determined these days.

Corey Ciocchetti (18:36)

Sure, but your why, like you said, your why has to be authentic to you and your foundation, not what the world expects of you or what's gonna make you, you know, what you would quote unquote successful.

Corey Andrew Powell (18:46)

Yes, yes. And as you've spoken a bit about your life as an educator as well, you of course impact the lives of many students. know, we're a collegiate affiliated ⁓ organization, so we totally are aligned with that. What are some of the biggest lessons you hope your students take away from the classes that you have?

Corey Ciocchetti (19:06)

Well, so that again, I mentioned this earlier, but I want to reiterate this that you have worth outside of your resume, right? You have worth as a human being because hopefully of your character and all those things we mentioned earlier, that's one thing for sure. Second, I mean, you've been given a privileged place, right? You're sitting in this university and this beautiful campus and what are you going to do with your seat? I always ask them like a lot of students would love a seat at this school. What are you going to do with your seat? know, but success in that measure is

Hey, if you just want to go be a good mom or dad, that's good enough for me. If you want to go to community service, you want to go cure cancer. I don't care, but any one of those things has value. You know, I think we lie to these kids. If you're not doing the equivalent of curing cancer, you have no value, you wasted your life. That's ridiculous. Like we need more good dads and we need more good moms. Come on, we need more people plugging into their communities. So, you know, I want to impact that advice to them. I don't care what you choose, but all of those things have equal worth.

Corey Andrew Powell (20:06)

That sort of reminds me of a conversation I had recently about internships because that's another part of the program that we do here. And the idea that interns really don't have value other than sort of doing these like menial tasks and stuff. And this one guy said, well, here's the thing about that. If you are assigned the task of getting coffee, go and make it like the best.

Damn coffee run. Imagine, like, remember all the orders, who had the latte, who had the extra whip? He goes, because believe me, somebody is watching that level of detail and accuracy and commitment to something so menial that you're likely to get the opportunity for something bigger. So, you know, there's that idea about no job is too small as well when you're trying to build stamina and integrity in the workplace.

Corey Ciocchetti (20:53)

Well, there's that famous graduation speech where that general said, you know, make your bed every day, right? Little stuff in life like that. Yeah. You go get coffee with all your heart. You're to do the rest of your life with all your heart. Yeah. The morning it sets the tone for the day. I love it.

Corey Andrew Powell (21:06)

Yeah, I love that too, the bed thing. I'm a little off this week, but that became my mantra a few years back because I figured if I start my day with chaos, just get out of the bed and leave the bed unmade, like I'm setting the time for my whole day. And that does make a difference. You start your day with organization.

Corey Ciocchetti (21:22)

I mean, he looks like a famous general, right? One of the best graduation speeches I've ever heard. It's hard, right? I got two little kids. My house is chaos every morning. And one other thing I would add, what I want to teach my students too, is can you find joy in the chaos, right? Like joy in the chaos of life. And if you're living true to yourself, you can.

Corey Andrew Powell (21:40)

Yeah, well, especially with two great kids, know, the chaos is a blessing still, because, you know, that's a whole. Is that now I want to ask you before you joined the call, there was a drawing that you had as your profile picture. Yeah, do you have it around? Because I don't think people saw it before you logged on on the ice. it's gorgeous. Yeah, look at that. So have a little artist in your family.

Corey Ciocchetti (21:45)

Bless you, kids are a blessing.

See you.

I have

two beautiful girls, Sophia and Sydney. They're gifts from God. They're just precious. Yeah.

Corey Andrew Powell (22:09)

Hello to Sophia and Sydney, great artists, whichever one of you drew that.

Corey Ciocchetti (22:12)

You

know, it's funny, I get to bring them on some of my speeches and they're huge hits with the audiences. Even corporations I go to, they love them.

Corey Andrew Powell (22:20)

Well, listen, you know, they always say in show business, kids and animals will upstage you, so be careful.

Corey Ciocchetti (22:26)

I thought I couldn't listen to anything I say, so I gotta bring the kids.

Corey Andrew Powell (22:29)

That's funny. Well, they'll upstage you leave it. I'll be taking your job soon But you know when it comes to that thing, but we just talked about speaking to college kids though now we talk about you when you go around the country speaking to people who are not college kids, there's a whole other sort of Dynamic you're dealing with there. So what are some of the common struggles? You see people face when you're talking to them about being authentic and how they can overcome that that obstacle

Corey Ciocchetti (22:55)

People are people, right? They face some of the same struggles as my students. If it's ever different, the struggle is this. I put my job ahead of my family and I'm unhappy. And again, that is ridiculous. Remember how I told you there are some things that are always true? Here's another one. If you put your job ahead of your family, you will never be happy. And I go around telling that to people and they know it deep in their heart, but it's hard to break that pattern. Not that your job doesn't matter. My job matters a lot to me. I mean, you can tell, right? It just doesn't matter more than my family.

And when you start doing that, then you are screwed because your stress level is going to be high. Your marriage is going to be in trouble. Your relationship with your kids is going be tough. Your friendships will break. I want people to be really careful. Like, don't do that.

Corey Andrew Powell (23:35)

Yeah, it makes me think ⁓ about a meme I saw going around ⁓ recently about the Grammy Awards. And it actually wasn't about the Grammy Awards, but it highlighted when Whitney Houston died, unfortunately. And Clive Davis, who's the label president of Arista Records, still went on with his Grammy party that night. And she was his biggest success at that point, really.

And someone made a comment about it in parallel to the corporate environment. They're like, you you will die at your desk tomorrow and maybe the company will send flowers or if that and a note to your family. And then there'll be someone in that cubicle by like Monday doing your job. you know, and that is sad.

Corey Ciocchetti (24:20)

That the truth.

That's the truth. You know, if I get hit by a bus, they like me down there, but they got to replace me. The show must go on. I get hit by there's three people here are going to be devastated.

Corey Andrew Powell (24:32)

Yeah, so while you're putting, know, so that's the whole point about, know, it's great to have a job that you love and you want to be dedicated to, but when you are putting it before family at the end of the day, that particular job probably is not going to reciprocate in a situation.

Corey Ciocchetti (24:48)

Also,

and when you do that, you're gonna be a terrible employee, because you're gonna be miserable. So what I like to tell bosses is if you let your employees put their family ahead of the job, they'll be better employees.

Corey Andrew Powell (25:00)

Hmm. Yeah.

Hmm. Yeah. I mean, yeah, it's something to think about, I because we have to work, but you know, we have to have that and people like talk about work life balance. Some people don't like that term, but I think, I think it's really part of the conversation because ⁓ you can be committed to both and be effective at being a family man and your job. But you're right. That balance is where you've got to make sure that both relationships are healthy. I think that's the way to maybe.

Corey Ciocchetti (25:28)

Again, it's a lie, right, to believe that I can only be good at one thing. It's just your job sometimes wins. My job wins. There's times I'm on the road for five days, you know, but my job doesn't always win. I think that's the answer. Doesn't always win. Because when your job always wins, you're going to break everything else in your life that matters.

Corey Andrew Powell (25:47)

And when it comes to young professionals specifically, and again, a lot of our listeners are young professionals or younger students, and they're trying to figure out their path, what is one or two steps you would say if you had to advise them, okay, here's where you begin to sort of build a life centered on being yourself and following your own heart.

Corey Ciocchetti (26:10)

So two things, number one, if they don't have kids yet, they're not married yet, what I want them to ask themselves is, do you want that? You know, at some point in your future, do you want that? And if you want that in your future, you need to build that into your psyche now, right? So there's some jobs I can't take. There's some jobs where I can't just, like when I was a corporate lawyer, it was 80 hours a week or get fired, right? There's some jobs you can't take, but if you build it into your psyche now, because the mistake people make is, I'm just gonna go do this for five years and then quit. I don't believe you. Like that money is addicting, you're gonna stay.

And I know a lot of people who said that to me and are still there, you know, and they secretly covet my job. Like I wish I was doing what you're doing. I said I would quit. Money's addicting, right? But okay, so the second thing is this. This is a metaphor. students, imagine yourself in an ocean with all the other students that graduate the same year as you, probably a hundred thousand people in America, okay? You're swimming across the ocean to the other side, because on the other side are all the good jobs, but there are fewer good jobs than there are people in the ocean.

and what my students try to do is out swim on and that's what causes breakdowns in strides it don't do you can't out swim all those people some of what are heard like you said some of them have a parent who owns a bank but you're not gonna out swim up so there's two ways to win this race you go to grad school and you jump into the ocean further ahead than they are or you swim off to a little cove where no one's going and you make a career for yourself there

and that's what i kinda did with this job like who does this right it's turned out to be awesome i'm glad i took like a left-hand turn swim over to a cove as opposed to just racing these people endlessly does that make sense

Corey Andrew Powell (27:46)

It does, it's almost like the whole the big fish in a little pond thing versus being another big fish in a big pond of competition, right? It's like, for me as a creative person, an artist, a singer, a dancer going to New York City, I was like in my town, I was like hot stuff in my small town. So I got to New York though and it was like, whoa, the competition there was more intense, right? So you have a better chance at sort of

in a microcosm sometimes than the bigger environment.

Corey Ciocchetti (28:20)

big

fish, just get out of the rat race. ⁓ Like I got no problem with someone chasing their dreams. Going to New York City and like maybe you're chasing your dreams, right? But if you win the rat race, you still die as a rat. You're just the first place rat. And so I want you to swim off to a cove where the job is challenging and fun, but you're not just constantly swimming.

Corey Andrew Powell (28:41)

Yeah, Corey Cichetti, it's been an amazing conversation that so many things align with what I believe in. for on a personal level, I just love everything you said here today and all that you're doing. And ⁓ we're just glad you could join us. Professor, speaker, author and passionate gentleman, just passionate, ⁓ I would say, to the world at this point. So we are so glad you were here today on Motivational Mondays. Thank you for being here.

Corey Ciocchetti (29:07)

I think people get confused because what they're right is, well, Corey went on this podcast and he told me to be poor, fat and ugly.

Corey Andrew Powell (29:09)

Of

That's

not what I got from it, but

Corey Ciocchetti (29:19)

Say

that, like money matters, it just shouldn't define you, right? Good looks matter, they just shouldn't define you. All that stuff matters, just don't let it define you. That's my last word.

Corey Andrew Powell (29:28)

Well,

listen, I love that clarity and again, words of wisdom to live by. And so we thank you, Cicchetti, for being here and for sharing even that little extra tidbit and words of wisdom here on Motivational Mondays. Thank you. Thank you for listening to Motivational Mondays presented by the National Society of Leadership and Success and available wherever you listen to your favorite podcasts. I'm Corey Andrew Powell, and I'll see you again here next week.