Why I love this time of year

James Smith
To: Ryan

Dec 20, 2025 at 10:32 AM

I'm a bit of a psychopath.

Some of you will have trained in jiu-jitsu against me.

I tell people every week to come to Garage Jiu Jitsu Wollongong at 10:00 and 11:00 am every Saturday.

I will be there, and I will never say no to rounds.

5 minutes, 10 minutes, 20 minutes, whatever you want.

Now I don't care if you beat me up, I don't.

But over the years, the people who beat me, tap me, or score on me get smaller every week.

Why? Because I am ready.

Some people say, "You're better than I thought."

I laugh and say, "I've been waiting, training, and becoming ready for this moment for 9 years."

I got taken down on a beach in Freshwater, NSW, in 2017, and I felt a bit powerless.

To respond, I will become a black belt in BJJ.

I really didn't like walking the floor as a PT. So I built one of the world's largest online coaching apps.

I have been so broke that I had to borrow money from my Dad to pay one-third of a sofa; for that reason, I will be mortgage-free 3 years after buying my house.

I am a bit mad. I think you need to be.

You see, over the next two weeks, everyone is dialling back, winding down, and spending less time working.

For me, that's an opportunity.

I am DIALLING UP.

Most people take two weeks off over Christmas and the New Year.

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While they're off, I want to make their annual salary in just one business.

Why? Because I'm a psychopath, haha.

If you are going to survive in this game, you need a bit of dog in you.

Otherwise, people like me will take it all.

<u>Every black belt is a white belt who didn't give up.</u>

I can't make you a psycho, but I can stop you from quitting the best way I know how.

Showing you how to make your efforts WORK and REWARD you.

Then you don't need motivation.

[Link here](#)

James

P.S. If you fancy your chances, come at 11 am, not 10 am. At that point, I've already been doing a comp class for an hour, and I'll be pre-fatigued.