



GrowthReady Podcast with Coach Steve Mellor Overcoming Fear and Embracing Growth with Richard Blank

In this episode of the Growth Ready podcast, Richard Blank shares his inspiring journey from a Spanish major to the CEO of Costa Rica's Call Center. He emphasizes the importance of being prepared for growth, overcoming fear, and the value of self-respect.

The image shows two versions of a podcast episode cover. The left version features a large portrait of Coach Steve Mellor on the left and the episode title 'EPISODE 237 OVERCOMING FEAR AND EMBRACING GROWTH WITH RICHARD BLANK' in large, bold, white, distressed font on a black background. Below the title, it says 'COACH STEVE MELLOR Podcast Host, Author, Speaker, Head Coach and CEO of GrowthReady'. The right version features a portrait of Richard Blank in a suit and tie, with the episode title 'EPISODE 237 RICHARD BLANK' and the 'GrowthReady' logo with an upward arrow. Below the logo, it says 'HOSTED BY STEVE MELLOR'. Both versions include a white audio waveform at the top and a 'PODCAST' icon with a microphone.

Welcome to GrowthReady!

The banner features a circular portrait of Steve Mellor on the left. To his right is the GrowthReady logo, which consists of a stylized green figure with arms raised above the text 'GrowthReady'. Below the logo, it reads 'Steve Mellor Podcast Host, Author, Speaker, Head Coach and Founder of GrowthReady (formerly known as Career Competitor, LLC)'. On the right side of the banner, there are two books titled 'SHOCK THE WORLD!' by Steve Mellor, and a green 'SUBSCRIBE' button with a red heart icon.

Unlock Optimal Performance by Developing your Mindset. At GrowthReady ,we partner with executives and organizations committed to achieving transformative growth.

GrowthReady
HOSTED BY STEVE MELLOR

🎙️ Episode 237



OVERCOMING FEAR AND EMBRACING GROWTH WITH RICHARD BLANK

56:45



Richard Blank

CEO of Costa Rica's Call Center

**"Fear will always keep
you on your toes."**

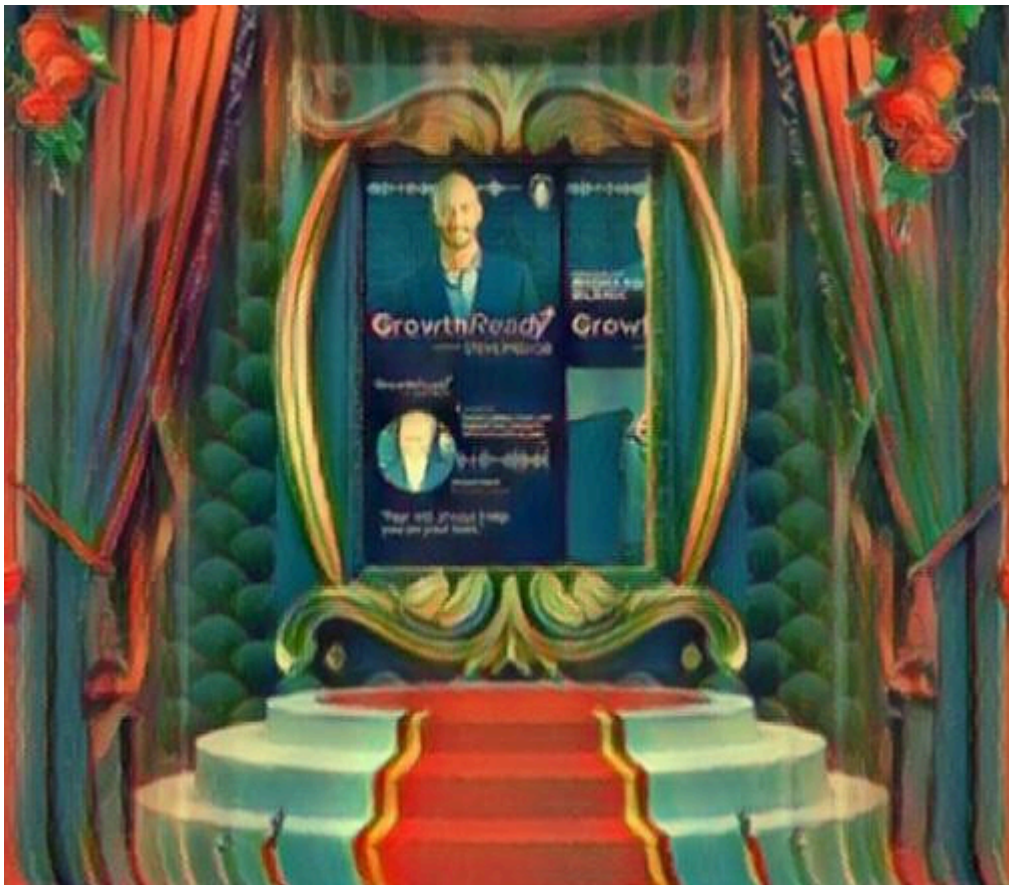
About the Episode 237:

In this episode of the Growth Ready podcast, Richard Blank shares his inspiring journey from a Spanish major to the CEO of Costa Rica's Call Center. He emphasizes the importance of being prepared for growth, overcoming fear, and the value of self-respect. Richard discusses his experiences in building a business, navigating challenges, and the significance of mentorship. He also highlights the joy of pursuing personal passions, such as his love for pinball machines, and how they contribute to a fulfilling life. The conversation concludes with insights on maintaining composure in chaos and the journey of growth and fulfillment.



Takeaways:

- Being growth ready means being fully prepared.
- Fear can be a motivator if managed correctly.
- Self-respect is crucial for personal growth.
- Opportunities often come disguised as challenges.
- Building a business requires patience and perseverance.
- Passion fuels success in business endeavors.
- Mentorship plays a vital role in personal development.
- Maintaining composure during chaos is essential.
- Self-awareness helps in making informed decisions.
- Fulfillment comes from pursuing what you love.



GrowthReady , Steve Mellor, Richard Blank, Costa Rica's Call Center, Outsourcing, Telemarketing Call Centre, BPO, Nearshore Contact Center, Sales, Entrepreneur, B2B,

Business, Podcast, Gamification, Leadership, Marketing, CX, Guest, Money, B2C education, BPO trainer, call centre, contact centre, contact center, trend, trending



I'm Steve Mellor, the heart and soul behind GrowthReady formerly known as Career Competitor. Born in England, a former collegiate swimmer at North Carolina State, and an experienced coach, I've dedicated my life to coaching excellence. From guiding Brooks Curry to Olympic Gold to serving as Associate Head Coach at Louisiana State University, my journey has been about unlocking the utmost potential in others. Now, through GrowthReady, I leverage my extensive experience to empower individuals and teams as an Executive Coach and Keynote Speaker. Join me on a transformative journey to reach your utmost capabilities.



Let us guide you on the path to peak performance and excellence.

What STOPPING you from pursuing your optimal self?

The journey to your optimal self begins with a simple yet powerful question:

What's stopping you?



Our proven coaching framework, born from the extensive coaching experience of our founder, Steve Mellor, is designed to empower athletes, executives, and business owners alike. We work closely with you to identify your optimal self and develop personalized processes that guide you toward achieving your goals.

You don't ever have to feel unprepared again. EVER.

The Guide to The Optimal Self



Imagine a time when people relied on horses not just for transportation but as true partners for survival, comfort, and companionship. What if the real strength of those bonds wasn't simply leading the horse to water, but empowering the horse to find it on its own? At GrowthReady, we believe the same can be true for today's leaders.



While we may rely on modern tools and conveniences, personal and professional growth happens when you embrace the path toward becoming a guide, earning respect, faith, and trust along the way. GrowthReady is here to be that guiding light for you and your team, helping you forge a journey that fosters commitment, perseverance, and a shared vision for growth.

Mission and Values



GrowthReady partners with you to realize what "optimal self" means for you, both individually and as a team. Our mission centers around enabling senior leaders to create a mindset for sustainable personal and organizational growth. This isn't just about hitting targets; it's about inspiring others around you to reach new heights and helping your entire organization thrive. Led by our team of Performance Partners, we hold respect, love, faith, and commitment as foundational principles to support your journey. Think about what you truly want for yourself and those around you—personally and professionally. GrowthReady helps you turn those aspirations into reality

Why GrowthReady?



With over 1,000 hours of coaching and successful partnerships with 20+ companies,

GrowthReady has empowered leaders like you to find, pursue, and exceed goals, not only financially but in every aspect that defines success. Founded on the legacy of Career Competitor, GrowthReady has evolved beyond its beginnings as a podcast with over 100,000 downloads. We are now a fully-fledged performance partner, committed to your journey toward becoming your optimal self.



We believe being your optimal self isn't a one-size-fits-all; it's a journey uniquely defined by your values, strengths, and ambitions. GrowthReady doesn't define that for you. Instead, we provide the tools, resources, and dedication to help you become your best self, both for you and for those you lead.

It all starts with coaching

Whether you're an executive, business owner, emerging leader or athlete, we offer personalized strategies to optimize performance and drive sustainable growth.

Individual Coaching

Group Coaching



Leadership Coaching

Workshops

Find out if you're ready for coaching with GrowthReady today

Get to know our founder and

head performance partner,

Steve Mellor

High performance coach, former Olympic swim coach, Author and Founder of GrowthReady
one of the world's leading experts in high-stakes performance.



My specialty is PEAK PERFORMANCE under pressure. You may have heard of "leadership coaches" or "mindset trainers" – I'm both. What sets me apart is that I don't just prepare leaders and athletes for competition, I equip them to thrive when the pressure is at its highest. I'm one of the few who's done it at the highest levels, and the only one who brings these real-world lessons to unforgettable speaking sessions that empower audiences to rise to any challenge – whether in sports, business, or life.



I've coached Olympians and top-performing executives, and I LOVE stepping onto the stage to share the tools, mindset, and strategies I've developed for breaking through limits and achieving greatness.

Bring on the pressure — let's thrive together!

Get to know Steve

GrowthReady Podcast

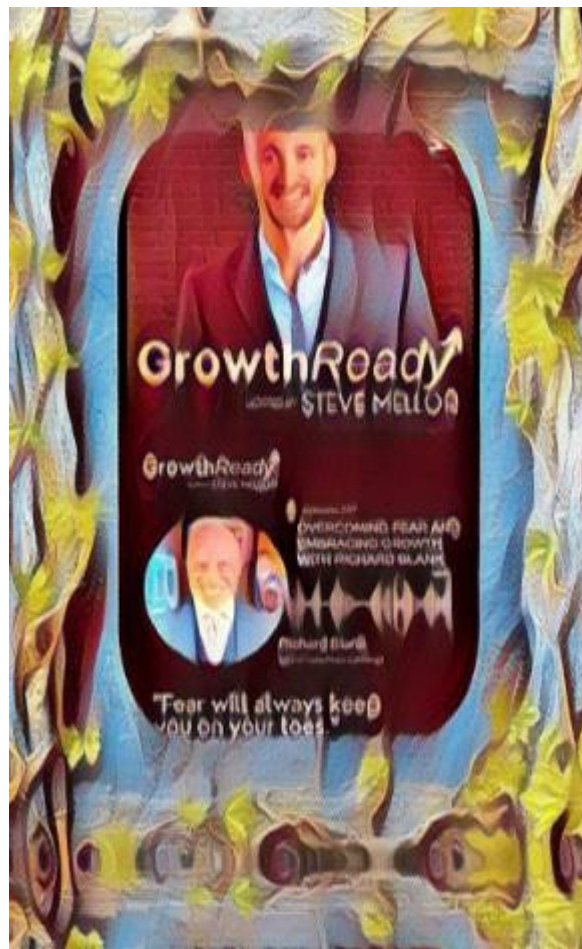


Your go-to source for high-performance insights.

it's always a good time to start investing in you.
Expert interviews with industry leaders
Proven strategies to boost performance
Advice for personal and professional growth
Inspiring stories of resilience and triumph
I help those that are capable of greatness
get out of their own way and realize their potentia



I
Throughout my life, I've relentlessly pursued
my own potential and have been fortunate enough
to inspire thousands of others to do the same.
My passion in life is to help you see your potential
and deliver the direction and discipline
you need to realize it.
Because I realize my potential by helping you realize yours!
Book Steve For Your Event



Shock the world

A competitor's guide to realizing your potential

Shock the World delivers the ultimate blueprint to elevate your performance, no matter the stakes.

Through real-world stories and proven strategies, this captivating read will shift your mindset and show you how to turn every challenge into an opportunity for growth and success.

This isn't just a book. It's a game plan.

Coach Steve Mellor : A Born Competitor and Catalyst for Optimal Performance

Steve Mellor

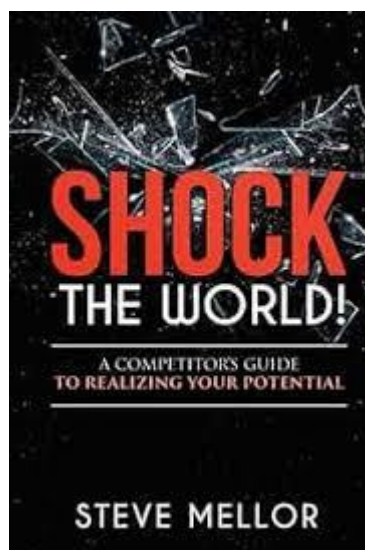


Steve Mellor is an accomplished executive coach and business consultant with a rich history of excellence in both sports and corporate leadership. He is the founder and CEO of GrowthReady, a coaching company that specializes in guiding high-stakes executive teams and business owners towards achieving personal and professional growth.

Known for his dynamic coaching style, Steve's unique approach emphasizes the importance of personal investment as a key driver for business success, helping leaders unlock their full potential in high-pressure environments.



Before founding GrowthReady, Steve was the driving force behind Career Competitor, a coaching firm that focused on individual career development. This background gave him a deep understanding of what it takes to excel in competitive fields, whether in sports, business, or personal achievement. His extensive experience coaching athletes and executives allows him to navigate complex team dynamics and offer tailored advice to help leaders thrive. Steve's journey began in the world of elite sports. Originally from England, he rose to international prominence as a top-50 world-ranked swimmer, competing at the highest levels. His dedication to the sport eventually led him to become a celebrated coach, most notably guiding Louisiana State University's (LSU) first-ever U.S. Olympic swimmer, Brooks Curry. Under Steve's mentorship, Curry's performance earned a place in the U.S. team for the 2020 Tokyo Olympics.



This journey is chronicled in Steve's book, *SHOCK THE WORLD! A Competitor's Guide to Realizing Your Potential*, where he shares insights on building resilience and achieving extraordinary outcomes under pressure.

Beyond his accomplishments in sports, Steve has successfully transitioned his competitive mindset to the business world. As a former U.S. Olympic swim coach, Steve draws from the lessons he learned in athletics to help executives and teams perform at the highest level. His coaching philosophy is built on the foundation of competition, discipline, and accountability—qualities that drive leaders to overcome challenges and create sustainable success. His work includes crafting strategies for personal and team growth, cultivating leadership skills, and optimizing team performance for executives and entrepreneurs across industries.



Steve is also a podcast host, regularly engaging with leaders and athletes in insightful conversations about personal development and leadership on his GrowthReady Podcast. His engaging and approachable style makes him a sought-after speaker and coach, inspiring business leaders to embrace the competitive edge necessary for success in today's fast-paced world.

In addition to his professional achievements, Steve is a devoted husband and father, balancing his demanding career with a strong commitment to family life. His personal and professional life are testament to his philosophy that success requires focus, discipline, and an unrelenting pursuit of excellence. Whether in the pool or the boardroom, Steve Mellor's legacy is defined by his ability to inspire others to reach new heights and unlock their untapped potential.



I am passionate about human performance and growth, having spent a lifetime immersed in it across sports and business. My high performance coaching journey began in elite level swimming which peaked in 2021 when becoming a US Olympic Swim coach to LSU swimmers first ever US Olympian, Brooks Curry. Within months, I founded Career Competitor LLC. which started as a coaching business focused on empowering individuals, but quickly grew into something bigger. Within just three years, the demand for my coaching style led to an exciting evolution - rebranding as GrowthReady - to better serve, organizations and leaders ready to embrace their full potential.



With GrowthReady, our mission is to work with organizations as a “Performance Partner” by serving executives and key leaders in providing high-performance coaching designed to fuel growth and prepare for the challenges and opportunities that come with it. With a truly complimentary roster of performance partners at our disposal we can empower clients to unlock their best selves and achieve transformational results.

Outside of work, I’m a devoted husband to Britney, father to Ella & Jake, avid health & fitness junky, and all around believer in making the most of the life we have.

Helping others invest in their potential isn’t just a profession for me—it’s a passion that drives everything I do.

Baton Rouge, Louisiana, United State



GrowthReady , Steve Mellor, Richard Blank, Costa Rica's Call Center, Outsourcing, Telemarketing Call Centre, BPO, Nearshore Contact Center, Sales, Entrepreneur, B2B, Business, Podcast, Gamification, Leadership, Marketing, CX, Guest, Money, B2C education, BPO trainer, call centre, contact centre, contact center, trend, trending



Richard's journey in the call center space is filled with twists and turns. When he was 27 years old, he relocated to Costa Rica to train employees for one of the larger call centers in San

Jose. With a mix of motivational public speaking style backed by tactful and appropriate rhetoric, Richard shared his knowledge and trained over 10 000 bilingual telemarketers. CEO of Costa Rica's Call Center since February 2008.

Mr. Richard Blank holds a bachelors degree in Communication and Spanish from the University of Arizona and a certificate of language proficiency from the University of Sevilla, Spain. A Keynote speaker for Philadelphia's Abington High School 68th National Honors Society induction ceremony. In addition, inducted into the 2023 Hall of Fame for Business. Giving back to Abington Senior High School is very important to Mr. Blank. As such, he endows a scholarship each year for students that plan on majoring in a world language at the university level.



Hired bassist Garry Gary Beers of INXS.



Costa Rica's Call Center (CCC) is a state of the art BPO telemarketing outsource company located in the capital city of San Jose, Costa Rica. Our main focus has been, and will always be to personally train each and every Central America call center agent so that we may offer the highest quality of outbound and inbound telemarketing solutions and bilingual customer service to small and medium sized international companies, entrepreneurs as well as fortune 500 companies.



We encourage you to visit one of our call centers on your next personal vacation or business trip to Central America's paradise, Costa Rica. While you are here, we would recommend taking an extra day of your trip to visit breathtaking virgin beaches, play golf next to the ocean, try your luck at deep sea fishing, explore tropical jungles, climb volcanos or just relax in natural hot springs. Come and see for yourself why call center outsourcing in Costa Rica is a perfect solution for your growing company and a powerhouse in the BPO industry.

<https://costaricascallcenter.com/en/outbound-bpo-campaigns/>

Richard Blank



Costa Rica's Call Center

#GrowthReady #SteveMellor #RichardBlank #CostaRica #CallCenter #Outsourcing
#Telemarketing #BPO #Sales #Entrepreneur #B2B #Business #Podcast #Gamification #CEO
#trend #trending

Episode 237

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