

# 2022\_05\_27 - LYL LYB Orientation Call - Audio

Fri, 7/22 10:57AM 1:28:15

## SUMMARY KEYWORDS

questions, stage, vision, community, journey, big, yvonne, build, excited, carly, step, people, beautiful, deep dive, leaping, hear, create, mary kay, training, support

---



00:02

So it is May 27 2022.



00:07

And this is our orientation call for our all new love your life, love your business program. And I am just as you saw me just before the recording, no bouncing off the walls, I am so so, so excited to be here with you. As you know, in the like, since this company began in 2007. This is unprecedented. We are doing unprecedented things together. And I just I mean, I've been like,



00:39

I'm just gonna say I've just been telling people about you too. And my life, I am so excited. Each and every one of you, I think the world of you, I think you were utterly amazing. And I know that we are going to amazing things together in the next couple of years. So thank you for saying yes to yourself. Thank you for putting your stake in the ground for your own blessings, beautiful greatness. And what it is that you have to offer the world. Thank you for putting your stake in the ground with this amazing community. Oh my goodness, we have a powerhouse



01:25

founders group, the founders of the founders group here, and bless you, each and every one of you for believing in yourself, to do this, for believing in this community, for believing in us and the support you have with the team and with each other to really take it to the stratosphere I am so so excited and so grateful to you so overjoyed by what we're going to be creating together and what we already are creating here together. And, and I love like the ones that I can see, you know, Yvonne always with different, you know, we're both hats on to right. Sometimes, you know, both team and student. Right. And so thank you for all and Avon has been working on this behind the scenes for months. You know, we've been doing months of work to create this, and it goes way back currently two years, you know, years ago and figuring out the client journey, you know, and, and Heidi, I will never forget, and I've quoted you, I hope you don't mind, you know that. A couple of things that you said, and it's so so beautiful. It was

you know, when we presented this offer for the very first time, you said thank you, thank you for bringing in and presenting this offer. And I will never forget that. Because thank you for hearing my heart and our hearts in this for what we can do together. I will never forget that the rest of my life. Thank you. And then the other thing that you said it was?

 02:49

Hello, Mary Kay, nice to see see you. The other thing you said Heidi was when I said Well, so are you joining us. And I hope you don't mind if I share that. You know, you said when I said are you joining us and you said Was there ever any doubt.

 03:03

So I love the way you know each and every one of you entered in, in such a beautiful way. Diana No, we'll see your Diana's supposed to be here. So hopefully it'll be here soon. And you'll have this recording. And we'll see you later later today. And I'll have this recording. Plus, I'll just make sure that there's you know, like anything else that you need this afternoon. So hopefully you have this if you're hearing my voice you're listening, you already know

 03:29

that you have access to that. And and then Mary Kay from leaping in on Monday, bless you and and this series of questions that you asked me they were all brilliant and beautiful. What about this? Michelle? What about that? Michelle? What about this? And then can I connect quote you to them from that call? Do you mind?

 03:50

I think that you won't mind at all. So yeah, hope you'll trust me in this. So anyway, know that Mary Kay is amazing at asking questions.

 03:58

As America is this and that and that all brilliant and beautiful questions. And then what I loved each and every one of you, there's been a shared moment that I've loved so so very much about you putting the stake in the ground, you are playing a big self you knowing what's possible and the openings and and after the series of questions. Mary Kay just said, Okay.

 04:18

That's what you've

 04:20

 04:20


done here. And it was the simplicity of it. properly, raising your hand versus like, this is no brainer. Of course I'm here, you still see you're in your car Weren't you know, you're talking to us about it. So bless you all. And Diane and Maria, thank you for being here as well, virtually afterwards. And we're going to have lots of deep dive time to play together over the next couple of years. And I just realized too, we got to hear from everyone about why they left in but Mary Kay, who you know, you had to be away from sort of freedom at different times, you know, for good reasons. So, we spoke together on Monday and you guys know it's not

 05:00

Have my notes anywhere, but I'm like, oh my goodness, I want to hear from Mary Kay, don't you want to hear like that leaping energy is so wonderful. So Mary Kay, if you, if there's anything that you want to say about, we always want to be leaping in our lives all the time in different ways. So if there's anything you want to share, it could be like, I don't know, that was Monday, Michelle, I don't remember.

 05:20

Or maybe you're sticking the ground now, about what this is for you. So we can catch up a bit of that and hear your voice here. I would love that.

 05:32

Ah,

 05:33

hold on.

 05:40

I'm gonna, I'm gonna honor my old self care and self selfness and pass, you know, what, can you hear the alignment in that?

 05:51

utterly and completely aligned, this is not nearly our first, you know, go around together. That's perfect. And there will be another time or another moment where perhaps you will want to share that. And I honor that, that's so beautiful. And, you know, it's it's like, what is? What is it? What does it look like for you to be showing up with your full self, and there's an example of it, it comes in different forms. That was Mary Kay's full self showing up, I love it. So thank you for that. And, and then I do want to mention to

 06:24

Diane and Maria, Diane, I mean, the, just the, where that came from the tears in, in your eyes of the the depths that you pulled it out of I know you're listening to this afterwards. And, and Anna Maria, like, so wanting that, I hope you don't mind if I quote you, I'm gonna just make it, I'm just gonna take a chance and just scold me afterwards and tell me not to if I'm wrong, but I just, you know, it's not been our first go around either. And Anna Maria, kind of wanting to even understand what the structures are. And when I said, well, so would you like to, you know, play together for two years. And she says, Michelle, I'm gonna play together for the next 20 years, just like each of you so much specialness. And each of you so much of brilliance and beauty, you putting your stake in the ground you believing in yourself, and what's possible for you, the joy in your life, the opening for the people that you serve. Thank you for being here. This is a historic moment.

 07:22

Thank you for being here.

 07:25

All right. So

 07:28

can you tell I am so excited for our journey together. If I start talking too quickly, somebody just slow me down. Because like, I remember the that happened once at a retreat. I was teaching on the coast many over a decade ago now. And it was a very first person in our love your love your words, community, very first person who joined and I was so excited. We were working together shortly thereafter. And I'd spoken for five minutes. And she said, Michelle, I knew your word you said.

 07:58

Yeah. So that's how excited I am. I'm more excited even than then. So if you don't hear me, slow me down, you've thought I know you'll do that too.

 08:10

And, yeah, let's do that. Let's just take a breath together, inhaling

 08:16

and exhaling



08:20

Thank you.



08:22

It's going to be an amazing, amazing journey together. So I want to read to you what I said to many of you, toward the end of story freedom. You may even have heard this other times when you've looked in before you've all left before, right. But this is worth speaking, again, is worth remembering. It's a touch point for the beginning of our journey. I wrote it many years ago. And it still applies. If you feel scared. If you've got butterflies in your stomach, you're in the right place. It's not on my page. But I want to add it for Carly. And if you're if you don't have butterflies in your stomach, and you're just certain ensure you're in the right place to



08:59

new addition,



09:01

you're going to be so happy. I hope you already are so happy and you will be so happy. You made this decision to invest in yourself. Step forward and create a whole new story for your business and your life.



09:14

Please remember, especially now, we have doubled the length, right? This is a marathon not a sprint. You don't have to do it all today. But there are some key steps you can take that will give you a jumpstart. And will that's what one of the reasons that we're holding this orientation today. Some suggestions to orient you to give you first steps and and to start well as we begin this journey together. Make sense?



09:37

Okay, awesome. Awesome. So



09:41

let me see. We also just want to give you some idea of what this journey looks like. And Mary Kay was asking some questions about that to some great questions on Monday. And so we want to give you some pieces of that what it's going to look like. And again, congratulations for entering into the next level of you.



09:56

Because you know that that's what that is right? That's what this journey is.



10:01

For me, too. I'm on this journey right here with you. And some mornings like I've been waking up so excited, I can hardly breathe. And then it's like, Oh, my goodness, you know that, oh, my goodness, whoa, we're on this journey together. So know that myself and the team, they're right there with you, the team was like, after the event they're doing like dancing and doing like, just happy dancing for you. We are all in this together. And this really is a partnership together.



10:29

So that we're here. And so



10:33

you do you know that you're on? It's like you're standing at a horizon with so much ahead of you. And it's like this is that leaping off point, this is that



10:49

entry into that next level of you that next level, big self, that next level for you, and for your company, you guys know that? I mean, I know I said it several times already. Right? So I want to ask you this. And it's asking the obvious, but it's good to remember this at the beginning. So who's going to make that happen?



11:06

Yes, thank you, like a man's going around the room. Such a great reminder, like 100% responsibility, right? But when we take 100% responsibility for our lives, and our journeys and our businesses, then we don't end up being in the victim mode. Right? So it's like, there isn't somebody else doing something to us, right. So it's up to you, of course. And, you know, achieving great results, of course, depends on what you put into it.



11:35

And then also, of course, we're here to support where you're, we're partnering, we're here to support you all the way through, because your success is our success. We're doing this together, we're partnering with you to make it happen. So again, I want it I want you to know

what to do to get the most out of this journey, as you begin to get the most out of our next 30 days together. Does that make sense? Because those 30 days, they're a leaping off point. And sometimes it's like, well, let me just sit back, I've got two years, so I'll just post for six months. I mean, that's not hard, you know what I'm saying? It's like, let's move into the next phase of your life now. So I wanted to tell you a little bit about the structure of our call today. And then we'll move through the different parts. So just an overview of the of the program. What is this? Love your life? Love your love your life? Love your business program? What does it look like? And we spent some time on that clearly at story freedom. However, you might have been in an altered state at the time, you probably don't remember all the details, right? So I want to spend five minutes, I don't think it'll be 10. We'll see. Right? But just like what are these stages anyway? And the more we understand the stages, I want you to see them and review them, like know them, not just like that was an idea what were those stages again, but you will know them in your bones where your head is right. So we'll overview taking that 8000 foot view of what it looks like that we're doing together. A reminder of how to play like how do we get the most out of this together? What are some of the

 13:07

guidelines, I don't like ground rules. I'm not really a rule person, but more like guidelines for really getting the most out of the way we play together. And any of this remember, I already know that for most dangerous words, we have never been here together. I know new things about how to play that I didn't know yesterday. I promise you and Yvonne, you've been closing on this journey. I mean, I know things that I didn't know this morning and working things out with team right in the call right before this. So a reminder of how to play overview of some of the support that you'll have, through this program. This is a you know, customized program, what's that going to mean to you? What's your journey tangibly going to look like? Sometime about what's your big vision? You know, what are you excited about for this journey? I want to give a space for that. Or toward the end of the call, what do you bring to this community? We talked about that at story freedom, but you bring more than one thing. And when we start

 14:01

from that place of giving start from that place of it's a place of knowing who you are as well. Well, I don't bring anything, please give me stuff. I'd like to hear the shrinking, right. I bring this and I bring that and I bring that it's already big self right. So we want to start there a place for you to ask questions, a couple of reminders again about the journey. And then of course, inspired actions make sense? So basically, what are we doing a space for you to know yourself and in your part in this in this journey, and place the place for questions make sense?

 14:38

All right.

 14:40

What to expect. I didn't talk to you earlier, Yvonne, Yvonne was in team meeting earlier about this but I just think it's a good a good idea. And you run a pass team. I've been running tons of

and, but I just think it's a good a good idea. And you run a pass team. I've been running tons of things pass team, but just to take a quick look at and we've got them on slides for you. Any random at the event. I'm not as good at running the slides. So you know

 15:00

There might be things on the side and maybe but just like so we remember, what is it? We're doing? What are the stages make sense? Okay, so let me go see if I can, if I can, I know I can. I got it up and running. Yes. Okay. So I don't know if I can see the slides NCU at the same time.

 15:22

So let's do it this way.

 15:26

I will share. Let's see what happens.

 15:33

On the right slide,

 15:35

at the end instead of the beginning, because I was just going through the myself for you beforehand. We're not going to go through all the slides, of course.

 15:43

Alright, and let me see if I can see you. Still, like, oh, I can see you. How cool is that? I think if I get rid of this sidebar, I might not be able to see you if I could into screen mode. But it doesn't matter. You owe us don't care if it's completely fancy. So long as you can see, is that right? Guys? Okay with us?

 16:00

Okay, I think, can I still go here, page down, eliminate won't be able to my see. And I clicked on it again. Okay, so

 16:12

let's get your work out there in a bigger way. That's all this says. Let's do that together. And here's some of the things you'll you'll you'll receive out of this. For some reason on my screen



here's some of the things you'll you'll you'll receive out of this. For some reason on my screen, it's not coming out pretty. But

 16:26

here's some of the things we do together creating your future story, creating your offer. Know what stories you need for your business to thrive, grow, grow your business to \$250,000 or more by improving and repeating those stories and leverage processes of your story Success Path. I bet you didn't remember that line from it.

 16:43

Thank you, Heidi. Yeah, so that's why we're just going over this briefly together. This is the love your words, love your business pathway.

 16:52

The first step is quantum leaps, create your future story.

 16:57

Deeply empowering story.

 17:00

And I want to say this, I'm speaking a bit differently than I did it story freedom. You guys, I've been doing work on this so much for months now, but also this last week. And I know so much about how you envision and actually have it manifest actually make it tangible in real life. I've only been able to teach a fraction of this so far, since this community began in 2010. So what I want to do with you, it's one of the reasons we're meeting, I'm meeting privately with each one of you. At the outset, this is not a part of the program. It's just like you guys are the founders, I'm going to do that privately with each of you and meet with you see what what you know what your vision is, see what you're working on now and how to make the most of your next 30 days together. So you get a jumpstart, right? So I have not been able to communicate what I know about this, like, you envision something you it's the right vision, and then you make it happen and how this doesn't, I do want to spend time time on this, because this is the foundation is where we start, I'll spend just a minute on this. I have been in calls, three calls, I was on three meetings this week with people not in this community. And

 18:09

and each one of them I was listening. And each one of them, you know, this, some of them even trained in this area. And I was helping them with where the problem was happening in their company, because I couldn't help myself right and, and why this foundational part was

missing and how they're bumping into problems. I know so much about this, some of his unconscious competence, but also I want to distill it, I don't want to give you 5000 things to do. What's the most important, so this works effectively for you, because it's the foundation for it all.

 18:43

And next is step into your big self. When we went and again, you guys are ready for the deeper diversion. I can't say all this at story freedom. But I can say it to you. When you're creating that we bumped into ourselves, oh, my vision, I'm thinking from small self. So I've envisioned hitting the ceiling. And then I have to bump then I bump into myself in around that or I've envisioned it huge, but I really don't think it's going to happen. It's a pipe dream.

 19:12

Right? And but there's something else is tangible that I really actually want. I envision it but it's not the thing that I want anymore. I just stopped really envisioning when I check in with myself because sometimes there's so many things that happen.

 19:26

So how do we actually do it and something that gets you out of bed in the morning that you're so excited about that you it's highly customized right that that you just love and adore it and you you are so glad to be on this planet I think of Carly saying like, but I've got so much more to give there with this, you know so much more. With the chaplain. It's like it comes from that depth, right? So that's that. From there we build we're starting to build big self as we build that future future as we create your future story. But then as you the way you step into

 20:00

That, like, let's actually do it, it means that you're doing your work on the planet. And you guys know this is not your, the first time we've worked together, don't go off and sell 99 cent widgets, your work, deep dive with the people you can really, truly serve. And I've had a huge evolution in the last few months. And even I would say it's weeks,

 20:24

I am no longer interested in, you know, a tooth out even a 2000 or \$3,000 offer \$5,000. And up and some of you may be going like, and some of you are going like level 1.5 million, you know, it's like, but at a minimum \$5,000. And up because of that is the person that you can do a deep dive with, that is the person who can hear you. And then you can move that quickly from five to 10. Right. And if you're going like thoughts about possible, then that's bumping into yourself stage one, remember. So it's a piece of stage one. So and then growing, that knowing who you are in a deep and cellular way, there's not these two cells over here, right? Step into your big self actually start working with these people. Right? When you create your big self, you know

who you're meant to be working with? Not the person. And I want to say right, Heidi, that you think you ought to be working with. And you can even get to the you can get stuck there a long time. That's step one work, right? That's stage one work. But we don't need to anymore, right? Really nail what what it is that we want to do. And then that person that you can't wait to work with, that you can't wait to get you want to build more for you want to serve you want to support? You guys are that for me? Do you get that? Like I didn't have time to eat my lunch, because I'm like building things for you, I'm thinking about you. And I go to bed and you're on my mind. And we're building things, right? You want to be that excited about those people who are meant to work with you, right? So we build that, and then build your story success path. So at this level, you can go and meet them one at a time you find at least six of them. And then you start to leverage your time. And that involves stories at a bunch of different levels, marketing, sales, your brand, all of these different stories that you build, when you build your story Success Path, and also a leveraged way to to find and work with people. So we moved from that, you know, one to one to one to many think think practical applications. But how do we do it for your company? Remember, I've said those words start close in. But how do we actually do that step by step. And then start to leverage so that you can easily grow your company and make it easier for you rather than harder, right? So it's a leveraged path. And it's a repeatable method to attract and serve your ideal clients. It's not like once and done, right. That's what we're doing. And, and then you know, you know what you need to build your company quickly. You know what to do. And these slides, by the way, are still probably up on the dashboard for you. So we'll make sure you have access to these because I see their ID taken a picture of it. It's like yes, this is like concrete stuff about what you're doing. I'm glad you're stopping to take a picture. And we have that for you. Then when you launch it at least \$100,000 in sales, right? You launch it, you know that this method to whatever your ultimate leverage plan is, maybe it's an afternoon workshop on your farm. Maybe it's a three day event, maybe you're speaking, it's speaking maybe you don't like speaking maybe it's



23:19

LinkedIn, round table. So there's different things that one can do. What is it for you, maybe you want to build a sales team instead? So that it's one to many on like, how you have people enter in i? We will know Right? At this moment. I don't know what that is for you. But we will discover it. Right? We will find that out. That's that's to do just reinforce build it do it. Right. And then



23:42

stage five, scale to \$250,000 is refining and growing your story Success Path. And this takes repetition and iteration, right. So we we already got it. And now we make it better and better and better. Right? And you can if you don't think that this causes leaps by just doing something and making it better. Think of what we just innovated with story freedom. We just made it infinitely better. As far as I'm concerned. I hope that was your experience, right? A whole new level of what we're offering whole new level of how we're seeing things. But we didn't go create a new event, we dove deeper into that and made it better. Really, that's how we get to those next levels. It's the nuanced move. Sometimes it's just one word that you're saying to people that maybe is making it harder, but you didn't know it. And it's a shift in the language. Sometimes it's you know, if you're in on social media, is it you know, Instagram versus LinkedIn? Is it are you talking to not quite the right person? Almost, but not quite. And we're finding that and it's writing the language of a sentence when you begin your talk if you're doing

a talk, right. So refining and then that \$250,000 is so much closer than you think. Right? And if you go 250 That doesn't even get me excited to show well then we grow your million dollar business right?

 25:00

If and if you're going to give me different ways in the room he was trying to fit you that seem so far away, not when we do it like this step by step,

 25:08

not when we so that we don't get stuck and then back up and then and then and then get uncertain and it goes to our editor. Does that make sense? All right. So I hope this was useful to you did this give you an idea? When you've already said yes to yourself? And if you saw it, or saw nuance of it or reminded, and this was helpful to you raise your hand, said, Yeah, okay, fantastic. I'm so so glad. Good, good. Good. All right. I'm gonna let me think.

 25:35

I'm not sure if I want to I have questions just at the end. But I think I want to pause just for one minute in case there are any burning questions here. Because there's so much I want to share with you together, and then I want to hear from you as well. And I know just even seeing that. I mean, it took months and months to understand this. And even if we go back to the roots of it years to build this for you. Right. So like, Carla, you know, I'm looking at you here, Carly. Right. We've been working on this for years, literally years. So any questions about it? points of clarification, like I feel fuzzy, or did that feel pretty clear? Yeah. Mary Kay.

 26:11

Um, so I wasn't sure what I think I do. But I still have a question what, what you meant more by one, one to one and then one to many? Right. Okay. That's a great, great question. Thank you for that question. So


 26:29

when we are

 26:31

in, we go from stage one. That's like, what's the vision even? And if we have, and I know, how do you know that so deeply? And actually currently, you know, the vision entails how I see myself the broken house story that you all know. And currently, thank you for sharing that.

That's, that's a stage one thing going on? Where we could stay there for years, right? So get the vision. I don't know how to answer your question yet. Mary Kay, but I'm getting there. So remembering like to get the vision, then stage two is?

 26:58

What's the I know where I'm headed? What's the who is it that I'm working with? What? And how do I find them? And let me go and do that? And, and we need so many fewer people in front of us than we think. And I have there's

 27:14

a company that how do I how can I say this to you guys?

 27:21

When you put it like this, let me keep it anonymous just out of protecting other people's companies. But I was speaking with and this is just for this is inside that party. But I want you guys to be inside the party for things right. And I will if I haven't answered your question by the end of this America, then let me know. Right, but I'm getting, I think I have the answer already already. Got it. Okay. Well, let me say this, because you sparked something really important.

 27:44

So I was talking to a really well known marketer. And it was so interesting, because, you know, he was doing some training, and he was saying, like, you know, to get across not not even a quarter million, but the million dollar mark. You don't need

 27:58

funnels, interviews, podcasts, like, you don't need any of that. This is like, this is somebody who does, who does those kinds of that marketing, like and trains people on that for a living, like how you get your message out there. So like, all you need to get to a million dollars and beyond is like, probably, what did you say like Google Docs, some method of communication like Slack?

 28:22

Know what you're offering and talk to people click, and that's from somebody who is a marketer, as for a living? And where do we usually go? And again, practical applications, but how do we actually implement that on the court for you, it's like a gesture toward it before but now we're really doing it because,

 28:40

28:40

you know, we build the website, and then we build the funnel, and then we create emails, and then, and even the talk and all these things, and it's just the wrong order. We need to, you know, we need so we need build marketing systems. And we need so few people in front of us to actually build our work past six figures, past multiple, six figures past seven figures. So one to one, you can be talking to people, meeting them, having them engage in your work. And then once you get to that certain stage where more and more clients are coming to you, then you want to start leveraging your time. So one to one, I go meet people networking, one to many, I have a talk. I don't even need to build the talk, the talk can help me. Like you guys have all learned from me before the talk and helped me see things like what my offer is and so on and so forth. But you don't even need to be have something as leveraged as speaking to get to those

29:37

that next level don't even need a website don't even need any of that stuff that we think we need. But then once we've got more working with more and more people, then we want to leverage our time because there's only one of us. That can be team that can be systems that can be speaking but if you hate speaking you don't have to speak right. You know, it might be you want to do a workshop instead or what you know, what is it for you

30:00

And also, it can be industry specific. Currently mica was speaking that's really not how, you know, again, clients, but what is it that leverages your time? So we dive in. So you know, it's customized for you. So that's a difference between stage two, and building a leverage system and stage three and the stories that go around it was a great, great question. So American, you already got the answer. But I wanted to share that with everybody. So we understand the different stages better. So you've already got your answer Dick's or you're still clear on the answer. Americae makes sense. And

30:32

my answers my answers a little bit different than yours. Yours, yours is one aspect in mind and is another that's very meaningful to me. Perfect. Does it feel like they conflict? Because no, okay, perfect.

30:47

And Was that helpful to us? Because that understanding the difference between those stages, I think is really, really great at the outset. So we know what it is we're doing together. Yeah, I'm seeing you nod. Fantastic. So thanks for the question. Mary Kay, any other? Yeah, Heidi?

31:03

I think something that's important to me is the understanding the balance between the overall

I think something that's important to me is the understanding the balance between the overall presentation of information and the group learning, and then the on the ground have my situation my challenge, working through a challenge and an issue because ultimately, that's what's going to give me the momentum to move forward, as opposed to being stuck in the same place. I'm so glad you said that. You're like what comes next?

 31:35

Working for you and building. So I want to make sure that that 8000 foot view in the slides that we're all clear on what we're building, and how they how it makes sense, because we haven't looked at it for a while. Right. So So and then that's where we're going next. So let me see.

 31:50

I'm

 31:52

okay, I'm going to I'm going to put things in in slightly different order to so that is what I was going to talk about not next, but next to next, I'm going to switch them so that I can address your question right away.

 32:04

program details, you know, training tools support, what's the support you get along the path? Fantastic question. And a lot of merit based questions were related to that on Monday as well. And I have more to share with you now about that very first. There's so so much, so so much that we've got to serve and support you. And we're building things. So, so much the next level for you. We're so excited about it. Let me just mention some of the

 32:29

structures that we are we have built to serve and support you now. And in order to address exactly that question. First off, empowering questions, training 2.0. That's coming in June. And some of you, we all of you have done some empowering questions training with me.

 32:46

But for instance, we haven't talked about well, what what areas should I even be asking about? Because that part, Matt, the content matters, right? I could ask a really empowering question about like, I might start with a different part. I know you guys know this part. But then how do we get to this part? And I've told you, for instance, sometimes I prepare for 12 hours to ask some of my mentors questions. Sometimes I'll ask them on the spot, a lot of unconscious

competence about that, when you ask really good questions, it will accelerate you like nobody's business, right? So we want to make sure that you have the tools to do that. Because for instance, the training I've given you so far, would tell you that



33:25

if you ask why is it I always eat junk for breakfast is not an empowering question.



33:30

So I want to massage the question and say, What could I do that would be healthier for breakfast? So I feel better in the morning? That's an empowering question. But that might not be the question you might you ought to be asking, maybe your breakfast is pretty good right now, and really need to be asking about who is my ideal client Heidi, right? For example, right? But you might actually be thinking about asking about, how do I do YouTube, but but in my view, I would really like you to be asking about it.



33:59

And that that could save a lot of pain and time and effort. Right. So does that make sense about empowering questions? 2.0. Like, what, because I know so much about like, this company has been built so quickly and so deeply on the questions that I asked. So it's like also mining inside me. What haven't I shown you yet? They didn't realize I'm doing so it's the next level. So upon questions, 2.0 that's coming in June.



34:25

So some of these things are to help you on your path. And some of them are actually that we mentioned, I'm going to mention the one that's at the bottom of my list, but that addresses your question specifically about the kinds of support that we're going to be that we have for you that starts now. Right. So this will be starting up in June.



34:45

A little bit later in June because we've got some training for you beforehand. And we were just working on the dates with the team this morning.



34:52

We will have office hours and q&a calls



34:56



every week



34:59

because I



35:00

I want to know what where you are on the path. Where are you getting stuck. And you're gonna see over time, too, you'll see it a bit in the first three months and into the six months. But the further we go along, the more, you're going to see a shifting more and more over from, from training to



35:19

support for you where you are on that stage on your path. Right.



35:24

So here's an I'm happy to give you something like this isn't anywhere in my notes, but because you asked a question, I want to just go like, here's like, let me open it up to what we're talking about with the team would that be okay? Like, for on your behalf. So



35:38

there will be some trainings that I will do for you that will be live at the beginning. And you guys will, you know, we'll be doing it live and later on.



35:47

Maybe three months, maybe six months down the road, it'll be recordings that you can go accessible at your at your leisure. So if the time that you have this Sunday night at eight, you can do it then right after the kids go to bed or whatever it is right. So at first it will be live. If you can't make it live, you'll still have their, their their recordings. Later on. There'll be more recordings and what we aim for this might take us a year, but we're on a deep dive journey, right, some bite sized trainings. So you can do these pieces and that so that I can spend my time on the port with you. Where are you getting stuck? What's What's the issue you're bumping into? Here's the we know that this is the next piece for you to work on. How do we actualize that for you? Am I making sense is this is not what I was planning to teach you or tell you today. But I think that it's a deeper dive answer to your question. So I'm gonna go there make sense?



36:36

 36:36

Mary Kay, do you have a question in around that or?

 36:42

So you said office hours in q&a? Or is that? Is it off? Is that two separate things or office hours that are q&a? It is yes. And I and I,

 36:56

before we can tell them the times of that, can't we? Because they really, you know, can we do that? I don't want to like bombard you guys with information. But you're asking so

 37:07

yeah, you can they're are they written in stone? Or are we flexible?

 37:13

No, that's what I want them to be. So you're going to be starting up in a few weeks, because we want to do some training with you and me privately with you. And then

 37:22

I told the team, I wouldn't tell you guys so that you know, we will make sure. But let me just tell you it's not written in stone, it's going to be somewhere around June 20. Okay, somewhere in that neighborhood, that we'll be starting these. And then here's how it's gonna go. So on Mondays, I'll have office hours. So we'll just be connected with each other on slack between 1130 and 1230. So if you have a like, one line question, I'm just stuck here. Send me a note. And so I can answer your questions. Right? If we need to only if we need to, we'll go on to zoom. So you could be it's really quick getting you answers to questions. It's like, Michelle, I'm, I'm stuck because I don't like the person I'm working with. Right? Like, I'm just being really odd. Like some of you brought these kinds of things to me. So what do I do? Right? And it's like, well, you know, right there we can intervene. Okay. So, or I don't know, I'm afraid to see I've got an offer in an hour. And I'm afraid about the price point, you know, I'm, I'm afraid to say it. I know it's valuable, but I'm afraid. What do I do? A one line question, I'll answer right in Slack, we're going to be communicating and slack. We'll talk more about that. And then we only go over to zoom if we need to. So that's Mondays. All right. And then we'll also have a structure of support for q&a on I've got it in front of me here I have on my page, but I wasn't gonna share you the times with you. But Tuesdays five to six mountain time those will be there'll be a q&a time on stage one vision, five to six Tuesdays, right? So a little bit later, and we're putting them at different times of the day. So you can access, you know, questions. I mean, we didn't have any before, right. And there's three touch points during the week that we've added this q&a Thursdays from two till three Mountain Time. And that's on stage two offers and sales. So for the office hours, you can just post your one line question right, right on the spot. So it's like, on

the spot questions that you have right now, the others, as we've done before, post your questions 24 hours before and so I can think and give a considered answer. And that's on Zoom. Right? And if nobody has questions, those things will those q&a calls won't happen. So it's incumbent upon you to ask your questions, and then I'll be there to answer them make sense? So Heidi, does that help address the question you had, there's only one of the things we're doing is we're very, very proud of that. It's really literally months of work just to sort that out.

 39:37

And get that onto the calendar and so on. But that's one of the structures that we have to support you. All right. And Yvonne, thank you for adding that. Yeah, into the chat. And then, um, and for those of you listening afterwards, and you don't have access to the chat, we're going to be sending you all this and it'll be coming out like keep an eye on your inbox. We'll we'll be in touch with you. I'm meeting privately with each one of you. So if there's a lingering question, it's either if it's something for everybody, we'll make

 40:00

For the team handles that for you, and so on, so we get the information to you, it'll be in writing in lots of different ways to you. Alright, so hang on, I mean a different order on my in my notes. So office hours and q&a call empowering questions, training 2.0, we have a new tool that we will be rolling out for you, again, all of this will be forthcoming over the next few weeks, we don't want to

 40:23

overwhelm you with with you know, we'll sequence them in for you make sense? So that is one thing at a time, and it makes sense to you another one part of the support that we'll be giving you, we're really proud of the the monthly, the monthly surveys that you do, that we didn't have a few years ago, like, how are you doing on your path? Right. But then some of the things we've been getting from people sometimes is like, I can't remember what I said a month ago.

 40:49

And so that it's hard to Yes, I see. I see you nodding. Okay. So it's hard to make progress if I can't remember what I said, or what I even wanted a month ago. And I will tell you that I came into this

 41:00

almost exactly kicking and screaming like sometimes it's next level processes that I'm learning. And, you know, I'm being coachable as well, and learning from it. And this is a now I love it. Now, I'm so glad. And so we'll have we're gonna have a weekly focus path tool for you. Easy to do. So it's like, what do I want from my week?



41:22

Is it connected with a big vision that I just, you know, and working that I figured out in stage one, and so that you have a minute to check in and go like,



41:31

it? Is my week aligned with where I want to go?



41:35

And I came into this kicking and screaming because I'm I'm so much not about anything extra? Nothing extra, we all have a lot that we're doing. But are we doing the key things that actually move us forward? And so that way, we're, we'll have this for you. And again, all this will really be rolling out some of it in June, some of it in July for you. But



41:56

that way you can see where you are you can see what's you can track what's going well, what's not going well. And and I've been doing this myself now for months. And I'm like, When am I actually making progress toward my goals might even, you know, we'll have a tool like this for you. It's like, give myself a you know, how am I doing and a scale of one to five? Well, this week is a three, I didn't really let them know what I wanted. And what do you know, my week didn't feel as good. And lately, it's all been like five out of five and on purpose on and it feels so good to see it in writing, too. I know I'm on purpose, I'm doing what I want to do. And we'll have ways to make sure that it doesn't go to your editor to Does that make sense? We don't want it to go to your editor. We want it to feel you to go, Oh, look. I said I wanted to do that. And I did those things. And I say why to feel like that. And it feels like that. And this is connected with a vision that I said I wanted these things. Sometimes they're very simple, but they're not like how many of you are doing that right now.



42:52

To actually do it is what moves the needle. So, so important questions 2.0 Focus Path Tool contracts will have a shorter version of contracts out to you in the next probably week or two. And then we'll have a longer version of it later. But we just want to make sure that we have it in writing for you. Because again, it's sometimes hard to hear right. So we'll have it in writing for you in a shorter version, then we'll have a longer contract for you probably a couple of weeks later that that spells more things out just so that it's easier to see make sense. But we'll put in writing exactly what we said at story freedom. So it's not going to be anything different than what we said. But just so that we have it together in writing, and we'll send those to you. As soon as next week or the week after something like that makes sense. So again, keep an eye on your inbox, these things will be coming. And that just brings clarity, we'll have documents for each of the stages, we're going to be concentrating on getting things to you as you need

them when you need them. So what is stage one? What's What does it consist of? Right and and have a checklist like, you know, so that I know that I'm on track with my vision. And again, this will address questions for you, Heidi, right? We want to catch that right away. Right? Is my vision truly my vision? Is it my own? Am I in the driver's seat of it is even some if it's somebody else's? Do I actually love it? And often, each one of these things we think the answer is yes. But I've coached people even in the, you know, half day VIP days where we thought that it was just and it really really wasn't. And then we've got it's like we're building on quicksand. Right? So, so documents with checklists, so you know, oh my goodness, like no wonder it's been hard I've missed up for



44:28

so I forgot about like it's a beaut it's beautiful. And I forgot Step Four that will say you know like, do I love it right it wasn't right it



44:40

and how easy it is to miss what seems like a simple step but when we have it in front of us we can go right I'm actually when a chicken with my body is not I don't love it. I actually hate it.



44:50

And you know, even for empowered people who are so heart centered and so on. We can miss pieces. So, checklists, I'm slack, we're going to be using slack to come in



45:00

Kate, and I'm so excited about that. Because, you know, we have used the Facebook group, and sometimes there's intense activity and sometimes not, and so on and so forth. But with Slack, it's much more immediate, it's much more right there. And you can connect with each other more easily. And we can also divide up where conversations are. So if you want to say something random, we can have a random place for you to post, you know, I just want to say the dogs are cute, you know, but then it doesn't get, you know, really important, you know, have a question about my offer. And we also want you to get to post dogs are cute if you want, but it goes over there and the random channel, so you can find that, you know, wait, I need help with my offer, and it's in an hour, or whatever it is, right? Try not to do that to us, like help us work with us. Right. But you know, so that we can on the spot help you. And then like I said that 30 day plan and vision, that's why I want to meet with you privately, right? This is the, you know, leaping off point of this community, this is this is you are the were the founders, and that won't be happening later. You know, I will not be meeting with everybody privately, probably a year from now, or maybe six months from now or maybe next month? I don't know. Right? But um, but I wanted to meet with each and every one of you separately, see where you are, you know, what are you dreaming of? What's What's What are you bumping into? And? And how can we supercharge your next 30 days? And if you have supercharged, I don't like that word. We won't use the word supercharged for you. How can I feel aligned in my next 30 days? How can I you know, both rest and take action? That's, you know, whatever that is for you? How can

I can and always starting from the vision and heading towards stage stage, stage one, stage two, getting all the pieces, right? And each of you has, you've all built some apart stage one, stage two, stage three, and we've been kind of biased, can you see now we've kind of been bouncing back and forth. So that's why we've built this power. So it's like, oh, let's get the foundation, right? And we'll move step by step, right? So so we want to give you support to move step by step. And also maybe again, it's part of stage three and four work to go out there and give your talk, for instance. But you might be giving a talk on Tuesday, we're not going to say well wait six months? And I'll answer that question when you're completely at stage three. All right. So we want to help you where you are, but also remind everyone, including us, like these are the stages, this is what we move through in order to get that success. All right. So that's, uh, any questions about that? That's an overview of just some of the things coming your way that we've worked hard to be building for you for months now.



47:28

How's that sound? Like, I hope you're, you know, if you're even like, 1/10, as excited about this, as I am, you know, and you're like, oh, I want to I do want to kind of take your temperature here like, does that how does that sound to you? You're actually really, yeah, you're nodding. Okay, good.



47:42

All meant to serve and support you? Right? Okay. Let me see, oh, I do want to mention this to know that we're building a customized program, right, based on what you want, and what you need, and what we know are the stages to to bring you that success, right. And so we ask you to work with us. Does that make sense? So, you know, we're willing, and we'll be changing structures for what works. So I'm really excited about this model, you know, because maybe, what you need is a deeper dive in part two of call three of practical applications that I've never taught before, because we haven't had the bandwidth to get there. But that might be the exact thing you need right here right now or right? And so we want to make sure that, you know, we want we have adaptability, so that we can focus on what's most important for you, like, maybe everybody's got this about vision, but maybe everybody's running into this problem with their vision. They think we love it, but we don't, or maybe we love it. But we don't have the don't think that we can get there or whatever it is. So I might do a bit more training about that, because that's what I'm seeing in the community. Right. And then some other thing that we have planned, maybe whoever's got that, that's not to show up to show up. Let's just be flexible of that. So are you okay? If we change things to make it better for you as we go? Anybody? Oh, yeah. You're good with that. Okay. Thank you for that. Thank you for that permission. All right. Because we want that we were here in partnering with you to create success, right? And however you define that for you what it is that you want, right? And always, you know, along that



49:19

those that that pathway, right that we've outlined for you. And let me see.



49:27

Okay, so we did this, we did this and then I'm gonna go backwards in my notes here



49:35

that



49:39

Oh, yeah. I don't want to miss this part.



49:43

A reminder of how to play you know that this is so important to me at the beginning of retreats at the beginning of story freedom. At the beginning of many journeys, it's like, well, how do we play just start well, and to to really, truly get to where we want to go more quickly and easily and



50:00

I just want to mention a couple of touchstones I'm not going to train on them right now. But just a couple of things to keep in mind. As we begin the journey, I already said like 100%, responsible, right? Just like, we are partnering with you, we're doing everything that we know how to do, and building more for you to help you. But like,



50:18

we can't drag you across the finish line, right? Or you can't drag you across the finish line. I mean, it's not really my like, then then you're disempowered, then it's like you're not in the driver's seat, right? So 100% responsible, like partnering with us. So that and, you know, asking questions, and engaging in the things we do, and Olga, all those kinds of things that are obvious, but they're worth mentioning at the outset. So we're all on the same page, right?



50:42

Having your vision, that's all of stage one of, of course, right. And then something that



50:49

I'll be speaking more about, too, when we get to the vision workshop.

 50:53

It's the vision, but then we need the focused intentionality on it. It's one of the problems for instance, with a vision board, here's my vision board, I'm going to sit sometimes this happens to people, for instance, I'm going to sit there and look at it for the next year. And hope that my company grows, while I sit only in one spot and don't do anything.

 51:14

That could be a problem of big self, I don't really think it's possible, I feel more comfortable hiding, you know, or whatever it is, it could be a problem with the vision, I don't really actually like it, you know, so, you know, the intentionality to actually create it.

 51:27

And, and focused on it, knowing what it is. And sometimes we can't focus on it, because we actually don't even like it, we forget what it is because we don't even like it. So then this again, tweaking the vision, right. And then the foundation of gratitude, just knowing that already, this is a beautiful place. I'm so excited for what's to come. And I'm excited to be here, right here on this call with you at the outset. Do you know what I mean?

 51:50

It's like that plan in a different context that I was teaching you about plan, draft, revise, and not and product versus process process, like, not just check over here with the end thing, but loving it all the way along the way. And gratitude is so beautiful for that.

 52:05

I'm so grateful that each one of us here, I'm so grateful for this community, I'm so excited for what we're doing together, cultivating that, knowing that noticing when you're not in that

 52:17

that's where I'm at, that's where I'm going that's wrong, you know, like, oh, sometimes it's beside us or in other people, our families or our communities or, you know, somebody were annoyed up often it's ourselves, you know, I'm like this, I'm like, whatever it is about it, you know, missing gratitude, different energy, right? Gratitude. And then, knowing that you're going to be doing some new things. Does that make sense? Like Same, same actions, same results, right? You're going to be thinking some new things, you're going to be doing some new things to being open to being doing that make sense? Like, okay, I want to be on the spot, but nothing in my bedroom, make sure that nothing in my life changes.

 52:54



See the obvious, right? But sometimes we accidentally do that. So being flexible and open to doing and thinking some new things.

53:03

And if that's the case, there's some things that you were doing and thinking also, we'll need to drop off the plate.

53:08

Right? Because otherwise we just get overloaded. I'm going to keep doing everything that I've been doing exactly what I'm doing it I'm going to add this other stuff too. Ah. So very intentionally in June, we're going to be doing the letting go retreat. Because we want to be letting go of some old ways and

53:27

letting go some old habits Right. And, and also being coachable. being coachable. I do my best. I'm always a teacher and a student. I do my best to be coachable. And sometimes I don't want to be coachable. You know,

53:42

sometimes I have not been coachable. One of my teachers told me once, don't hold her treat that weekend, it won't work.

53:50

Well, I needed to do it. She was completely right. I had to do it. And I worked toward it for six months, many years ago now. And I didn't and I didn't work. I mean, and that's okay. I wish I'd been coachable. I even knew I was not being coachable. That time. I just needed to learn it myself. And it's okay. So but like, I do my best to be coachable.

54:10

And so the more that you can be coachable. Because sometimes I can, I might be able to see things or a team member might be able to see things or even a community member, right? For sure. Right will see things. But if it's like, no, I have to do it this way. This is what works and the other thing doesn't work.

54:26

Can you see that it like it puts up a block a block right? And what the way that I like to go to

can you see that it like it puts up a block a block, right? And what the way that I like to go to my teachers is like,

 54:33

assume that I'm ready to hear it. Actually tell them this. Assume I'm ready to hear it. What is it that you have to tell me because sometimes a coach will not say it if the person is not ready.

 54:45

It's like, and you've seen this with people who have a giant editor who, you know, come into our community in different ways at beginner levels, right. Michelle, I hate everything in my company. I hate everything in my life. Everything is awful. And it's all my whoever's X fault

 55:00

My you know, my sister in law's my, my whoever it is my the person, the previous coach, whatever. And will you tell me the best next step? Because I what I want to do is build my funnel, please help me build this funnel. And you can see like the complex

 55:14

coaching problem that that presents because the best next ticket step is manual, you need to let go of some of these things because it's just going to be hard until you do.

 55:23

But if that person, and if they say and don't tell me that you need to let go of things, because last coach said that and they were dead wrong.

 55:30

Right? I'm giving you a very profound like, bad example. None of us this is this is not this room, but we do it in subtle ways.

 55:39

But if that person came and said this, and this and this is happening, as soon as I'm ready to hear it,

 55:45

what do you think I should do next is can you see that they would receive very different

what do you think I should do next is can you see that they would receive very different coaching.

 55:50

So to be coachable? And the more you let us know that you are and then that will happen in your actions and the results, right? And I've not always I've been being coached by my mentors, but I've not always wanted to be coachable. And then I do the inner work to figure it out. And sometimes it's because it needs to fit for me. Right? And so in my company, and sometimes it's because

 56:10

it's just a next level, it's the next level for me.

 56:13

And so I'm bumping into all pieces of myself that I need to let go of make sense.

 56:18

Yeah. All right.

 56:21

And then throughout checking off and seeing where the gaps are in stages, 123 and filling in the gaps make sense?

 56:29

So and we've already given examples of that, like, oh,

 56:33

in stage one vision imagining past, Carly,

 56:38

in that vision would have to be the acknowledgement of the house and what's going on. And you did that work. We just didn't name it in that way. And without that nothing could have happened, right? So we'd want to know that that now we'll have a box to check. You know, they won't exactly say do you think of do you envision that you and your life feel like a you know, a

house is broken? I mean, she won't be like that. But we will have it in such a way that it would help to suss that out. Do you know, do you know what I'm saying? You guys get it. Got it. Okay, good. Good. All right.

 57:09

I know this is a lot. How are you guys feeling? I'm just like wanting to give you the container line to let you know what's coming. Okay. I'm seeing nods. So helpful to see where it is. We're going yet lots and lots of nods around the room. That's unanimous. Fantastic. All right.

 57:24

I wanted to give you

 57:27

let me see program date like some dates will be coming in your calendar soon.

 57:33

But

 57:38

I'm just pausing for a minute Yvonne because we said we you know, me will be sending these out. But these ones under program delivery dates you you're the right in front of you there right.

 57:49

The state of the community call the bonus retreats.

 57:54

The important questions call the letting go.

 58:03

So everything is that the other courses and trainings, I think we could cut and paste into the into chat. Ivana, would you agree? And again, I'm just trying not to overload you Do you get what I'm saying? I'm pausing here and erasing for any you guys going like because I don't want

to like to bombard you things. But I think all of those we can give them to them. They're going to be in your inbox later. But we already have them on the calendar. And we want you to be able to get them onto your calendar. So if I'm gonna do I think that works. I don't see any glitch in that. So if you can cut and paste for them from state of the community call to the q&a call.

 58:34

Yeah, and just

 58:38

making sure that it says, mountain time, I'm just making a few changes here. Oh, bless you. Thank you, my friend. So we will have support for you coming up a state of the community call because you know we're in transition, right? So just how we're going and we don't know if we'll still have some people in the love your words community, if everybody will transition over to the love your life, love your business community like so we will have a state of the community called unites so that we all end up on the same page and where we're going right. And then there'll be another chance to ask questions too, about where we're headed.

 59:11

We've got a couple of bonus retreats. These are the ones that we told you about at the events, their bonus just for you create your vision retreat, obvious reasons. That's stage one, and then your offer creation retreat. that's stage one heading into stage two. So we want to give you a jumpstart. In this and again, about vision. I have never taught the things that I know about vision. I've taught maybe like a small percentage of what I know about vision and enacting it. But I've only just been realizing this as I've been creating this for you over the last number of months. Our passion questions training call that's going to take place on one of our first q&a calls. So you remember we've got those q&a calls now Tuesdays and Thursdays. We're going to take one of those first ones and give you some training on the q&a call. We haven't put on the calendar which one is going to be on yet because I want to make sure that it works on my calendar first. But it'll be one of

 1:00:00

Those one of those days, we've got letting go. We put that in on purpose, like I said, because there's lots we want to let go of right? You needed to let go of, in the moment that you said yes to yourself for this, you had to let go of

 1:00:15

that then the next iteration of a small self, you to step into an even bigger self, do you know what I mean?



1:00:21

So there's letting go all the way along here. So we want that next level of that. And, yeah, so lots of training and support to get you going in these next 30 days, working on the things that will really move the needle. So our intention is always to make it easier and more fun for you. It's not fun when we're accidentally working with the wrong person, I don't mind that you share the story, right? That's not fun. Let's move past that sooner. Let's get you going on what really moves the needle for you. And let's make sure that we've got your questions answered for you on the court. So that so that all of it is quicker and easier.



1:01:02

All right.



1:01:04

Any questions about oh, no, I'll have another space for questions. But any just these questions, or any points of either confusion or clarification, I don't know what you mean, by next level empowering questions, Michelle, or I didn't understand what these you know, trainings are? Or what did you mean by letting go? I don't know. Anything that where you need clarification?



1:01:28

I'll clear.



1:01:30

Okay, fantastic. Is this giving you some of the nuts and bolts of what this is actually going to look like? So you have a better sense of how it gets fleshed out in the real world? Fantastic. Lots of you know, big nods, thank you. Okay, good. Then what I want to turn to you, because I know that's also talking from me, but there was so much I had to tell you.



1:01:47

I think what we want to do, how are we gonna do this, we're gonna do this right here on the court. Because like, I love this, we're an intimate group. And there's like, rather than breaking you up into zoom rooms, like we can do this right here.



1:02:02

What are you excited about?



1:02:05

11 1:02:05

About this journey? What's your big vision of what you want to accomplish? I mean, I laid out the stages, that's for all of us together. But how you take it up what your vision is, for it, it might be? Well, you know, I, I want to get to the end goal in three months. And then I'm interested in well, how the how the million dollar, you know, Journey works, or what I'm really excited about is when I see that that number, I know is transformation for my clients. And I've already been helping them. And I know it's that next level, or I'm excited about my big self, because I know that I'm all like I put my stake in the ground for journey with amazing people. And I'm going to discover more aspects of my big self, or I'm really excited to get my vision really clarified for the first time.

1:02:49

I mean, and I think if like Jennifer, you know, she was talking about how much that made a difference for business, it was a few months later, and that it brought hundreds of 1000s that were knowing it didn't exist in our company before that. And just because I helped her see what she couldn't see what was not going right in her vision until we worked it, you know that one piece, you know, and then all the transformation of the up leveling of ourselves that goes on. So that's, you know, a few of the hundreds of things that could be for you. I want to hear from you.

1:03:23

What are you excited about? What's your big vision? What's bubbling up inside you now? Who would like to go first?

1:03:33

Both at the same time. All right. So

1:03:36

Kurt, what's up?

1:03:39

I think I was gonna say, I think I saw you had a microsecond before Carly. So at least in my eyes, Carly.

1:03:45

Thanks, Yvonne.



1:03:48

Well, I just I feel like I have



1:03:52

built so much of that foundation. And we've gone so far already. And I think that it's just the perfect time to scale more with my business. And I, I would like to get to this 250 goal by the end of the year. That's what I have in my head.



1:04:11

And I think that I think it's feasible, I see a lot of positive opportunities for that.



1:04:19

And I do feel like some of it is is just some slight tweaking that I need to do in my business. And so I'm just so excited to have you and the team and everybody's just different diverse perspectives. I just I can't wait. Yay, fantastic. And that is so true. Yes, we've done so much of the foundational work that we're so ready to scale and I love it. It's like I put a year putting your stake in the ground like that's, you know, let's do that by the end of the year. And then what's next? Then move from there. And you know, you don't even talk about that part. But it's like, yeah, and Andy, you're I'm ready and yes, slight tweaks. There's like the further we go, the more there's like this nuanced move



1:05:00

is a one small shift and it opens so much. So yes, beautiful currently. Thank you. Yes, yes, yes. Yvonne



1:05:11

what happened for me during story freedom was when Heidi started talking about her North Star. And



1:05:21

that really somehow stirred something in me and I had the, my motto, you know, was to



1:05:30

sell more to serve more. And then I was a, but there's something missing in that, because my big vision is philanthropy. And so, then I changed it, sell more, to serve more, to share more.



And then the s in share is, is \$1 sign.

 1:05:53

And I was like, okay, that's, that's where I'm heading. That's my big vision. That's my big why.

 1:06:02

So, you know, what I hear in that Yvonne too, is

 1:06:07

there's many many things but it's owning the money piece, it's owning the money part.

 1:06:16

Philanthropy, the more money that flows through you, the more philanthropy is like bigger and bigger scale.

 1:06:23

So to be that's increasing, you're having level that's okay to to receive more and more and that money is it's it's it's a river not a pond is meant to flow. And so


 1:06:37


you know, I love that and and different things were playing in my in my head for you here, it's like some more to serve more it's also serve more to sell more in that it's okay to own that right. The beauty that happens as you sell more and sell more, serve more, give more I mean, I, I had all these things like playing with I love that you know, and the sell more and the serve more and share more. And that that the dollar sign is in there. Beautiful, owning it, owning it, owning it. And next level. Next Level? Yes, yes, yes. Who is that, and that's part of that big self, you can see from the stage one to stage two, owning that big self happens as you own your vision. That's the like the hinge point between stage one and stage two. I think I'll become a philanthropist. I hope I make 25 more sense this year. It's like mismatch not small, the small self right? Big self impact. What's possible. What role can I play on this planet? And that's a fun place to be. It's beautiful. uplifting.


 1:07:35

Thank you. Yes, yes, yes.


 1:07:38  
Haiti.


 1:07:42  
I feel like I'm going to be putting you and the community to work.


 1:07:52  
With me, it on me. And for me.


 1:08:00  
My intuition is what told me to leap. Because the logic was really another program, Heidi, because I've done a number of things. And the editor was, you know, really, your your back at the beginning? Haven't you already use what you've already learned? Heidi, what are you doing with this? And

 1:08:31  
this felt different.

 1:08:35  
And it was because and I was wavering the whole time? And I'll tell you, Michelle, it was the one on one with you.

 1:08:47  
Toward the end

 1:08:50  
where I thought

 1:08:52  
maybe then this and I didn't know yet about this new program. Right. But it was in that conversation with you.



1:09:03

That I thought well,



1:09:06

maybe my need is about to get met. The program's ending and then you That was why there was no doubt for me. When this was presented, where I my challenge, I'm unlike Yvonne and Carly.



1:09:23

I don't have a business up and running, going generating money generating flow.



1:09:32

I have it's all creative. It's all idea. It's all concept. It's all imagination it



1:09:40

and then for me, there's been this disconnect of action and what to do and how to make it real and show up in that in the world. And so to look at steps, I feel myself breathing, because it's like Oh, stop.



1:10:00

steps to take to move forward in 3d.



1:10:08

And that way I can



1:10:14

someone to partner with me shoulder to shoulder



1:10:18

to,

 1:10:20

I guess it's it's handholding spoon feeding, whatever those words are. And those are not nice terms, like, I there's a negative energy to those. And I feel those safe enough to say here. Please help me move forward.

 1:10:37

Thank you. And they Heidi, thank you for this because I hear you hearing all the work that we've done over many months to create this with and for you and, and that it's like, here's the piece, and here's the feedback. And here's the way that we can actually create this together. And that's why to the partnership, like your success is our success. Literally.

 1:11:02

We so want this for you the one thing we can't do. And every year we're all here. So it's like basic ways a preaching to the converted around not preaching, it's like, those out there may not know it, but it's like, almost be certain to say,

 1:11:15

we can't want it more than you do. So some people out there, we want it more than they want it because it doesn't work. But everyone here it's like I there's this, when there's this burning inside you that you know, you're meant for more that you know that this is this is that we can do this that you know, then we get to partner together and walk together. And I see nothing wrong with saying spoon feeding sounds more like a baby, but I'll let you know I'm holding like, you know, let's let's let's hold hands as walk together, let's let's figure it out together and that never liked like spoon feeding is like that that can be I like a handle, you know, hold hands because it's partnership. And it's it's walking together. And when we when we partner that with like 100% responsible, you know

 1:11:57

that, then

 1:12:00

that's where the magic happens. Right? So beautiful. So thank you for that. That's, I love it. I love it. And how do we turn that idea into reality? Again, that's why we start with stage one. Because often the problem is with the idea, because it's nice to be built in story form. And I have so much unconscious competence about it that I didn't even realize it even though I've been teaching it for years. So getting it right, right from that beginning level of yours, the vision that is that I can that that's beautiful and big and manifest a bowl and that I can get there. And there are steps, right. That's why we're like, happy dancing here in the company and happy dancing for you. And happy dancing together. So thank you for hearing it for putting your stake

in the ground for knowing that in you to go there. And it's like when you say Well, I haven't got that built yet. Well, nobody had that built the other B and everybody starts from not building it and then building it, you know, like, right, we've all been there. Right? And so what's the steps? And like, let's get you the shortest route there, right? I mean, I took twists and turns and I'm like learn from worrying from the twists and turns and some of them sometimes we're going to make and sometimes we don't have to take that person turn, we can just go straight there. And that's what we're aimed at here, you know, doesn't mean that there won't be, we're going to course correct. And we're going to be creating, you know, creating co creating things and so on. But it's like, let's not reinvent the wheel and let's not let it be easy. So beautiful. Thank you. And then we'll bump into things of course, we will see ever that's the wall and then we move through them together.



1:13:27

So thank you beautiful Mary Kay, what's your big vision? What are you excited about? My big vision. And I do have to say there are things in stage one I need to work on. Um, but



1:13:45

the vision I like, the vision I want it to be is I want more clients like, like my big client I'm working with right now. Yes, good. I want to I want to step into what she sees for me what she sees in me.



1:14:04

I kind of want to step into who I am already.



1:14:08

beautifully put Yes. There was a



1:14:13

recent recently a



1:14:16

a trainer I've been following for many, many years. And she she joined my



1:14:24

loving presence with horses community Facebook community, and I was like shocked at somebody because I consider her to be really big, you know? And I welcomed her and



1:14:36

her response was was like given a compliment back to me. Wow. You know.



1:14:44

And so that was yeah, I want to step into that person.



1:14:50

And I step into



1:14:55

the bigger place with the with the animals and the



1:15:03

and horses and into the



1:15:10

step alongside the bigger animal trainers to bring in more to bring in the



1:15:16

loving presence influence into the training. So not just brilliant. So it's



1:15:25

so it's not Yeah, it's not just there sometimes it's they know how to teach it. Nobody knows how to teach it, but I do.



1:15:33

And there's a big self right there, right? Like that was absolutely completely clear aligned. Nobody knows I teach this but I do. It comes from that beautiful place. Thank you, Mary Kay, I love it. And I love to your gentle pneus and clarity about other things. So we're kind of in stage one at the end. And I'm its big self. It's like how do I know how do I get more clients like that big

client and stepping into what she sees in you? Oh, this is such beautiful words. Stepping into who you already are. words for you and beautiful words for all of us. Who is it that you are already seeing more and more of who you are? Being that doing that? Loving on that and growing to that next next level next level? You know, it's like that's who I am. Thank you beautiful. All right, I know we're already at like Time flies. But I want to ask this one question.

 1:16:27

We asked it before but I wanted to gather it again here because it's something it's not a once and done it's continuing it's continuing to think about this because this is big self what do you bring to the community so just a sentence from everybody here you will get an hour long connection call with each other if you wanted to spend half an hour each about what you bring to the community that would be a great way to spend an hour or 15 minutes if you wanted to write I just want to do the one sentence version here so we hear one more aspect of it it could be what you said before it could be something entirely new you might not remember what you said before What do you bring to the community one sentence so we see the beauty in a room one more time who would like to go first

 1:17:13

Heidi then then CARLY

 1:17:25

i I bring my heartfelt desire for each one every single one here to thrive and succeed and be all of who she is wants to be and I that's what I bring my knowing and desire for your good

 1:17:48

thank you

 1:17:52

Hurley

 1:17:57

support you know in multifaceted ways and also just sharing some of my my gifts to help you guys I'm really really good at certain things and I'm happy to help along the way

 1:18:14

thank you



1:18:23

I can



1:18:27

always listening ear



1:18:30

always holding space and always sending you love for the best possible journey ever



1:18:45

and I bring inspiration and often a slightly different way of looking at things



1:18:57

I want to add something I wasn't planning to myself but I want to add this many things that I bring to the table but but one is to see you as your big self to continually see the highest and you over and over and over and over again even if at a moment you forget to call you back to that self to that self to that self to that self and to see that in you and and as a community So together we're playing there it's namaste the light in me sees the light in you always



1:19:40

beautiful Alright.



1:19:43

Any I know we had questions running in my in my page it says questions but we can take questions throughout. Any we will have I mean it's a this is the beginning of the journey there will be we've structured in lots of places for questions. This is anything bubbling up inside you wanting to be





1:20:00


He








 1:20:02  
asked

 1:20:04  
anything else we're kind of in a place of solutions and positive energy. And that's a different energy than questions. So questions may not be bubbling up inside you. But if there are, I also welcome them

 1:20:22  
nothing at the moment.

 1:20:24  
All right, there'll be plenty of time for questions starting in a private session with each of you. So they'll have direct place to ask questions coming up right away. It means worked hard to make an appointment with each of you. And I think they're, if they're not all booked, if yours isn't booked, just make sure that you get that done. Amy's in charge my calendar, so she, she'll get that done for you. And

 1:20:48  
and then we're structuring in lots of places for questions, and, and then even how to ask them. So this is not the once and done place for questions. And I love that we're, we're gathered in an energy, it's not the place where questions are arising, it's just for me anyway, I'm feeling like that, Oh, I'm so happy to be here with you. Like, that's the energy that's inside me right now. And I'm so excited for what's what's what's just around the corner for us. And I'm so happy to be here with you right here right now. So

 1:21:16  
just a couple of reminders before we go, then you're in the driver's seat, you get to decide who you become, and how you play through this process. So be that that you want to be you know, and that future self is She's calling you. She's amazing. She's beautiful. And she's inside, you ask her what she did show, she'll show she'll pull you forward, right into that next beautiful phase of, of your business in your life. Another thing I want to remind you like, how do you know, I know we've worked together before in a deep dive way. But how do you know I'm going to be a good mentor for you? And the team as well? Well, because you'll make it. So

 1:21:55  
that's for you to do today. Right? So if there's a piece that you want that you need come and ask questions, what else do you need, and you get to be in the driver's seat of that too, right?

Because you choose that does that make sense? You choose that you get to choose that in a radical, beautiful way, in the context of this community as well.



1:22:16

And then some obvious things that you can do get the dates on your calendar right away. Or we're going to Oh, I forgot to put this in the notes. But we'll have a we're creating so much that we're creating for you but a Google Calendar with it with a training date so that you can that you can sync with your own calendar, you can turn it on and off, you know if you want to so that you'll have the dates right there. When we update them. You'll get updates in real time. If there's something that shifts or changes that we were announcing to you but you'll have it right there on your calendar right away. Look for correspondence from us because we'll be sending you things as as they unfold for you, right? Like we have been about the setting up the private sessions, keep asking questions, leaning with me with the team celebrate, tell the dream enablers do not tell the dream stealers lean in with this amazing community. This is a powerhouse powerhouse community. And I almost want to say like the story freedom, take a look at us now. And when you look in the faces of each other, like six months from now, three months from now, a year from now.



1:23:10

I'm so excited. I'm so excited to see your faces now. And then who we're becoming together. In partnership, I can't wait to see those faces as we as we create and build this beautiful journey together. So again, the next meeting is a private session with me and take time to fill the private session survey. You can find his story freedom Academy, Amy's also should be some new details about that. But it's fit, make sure you fill that out. Thank you, Yvonne, thank you so much for being here, we're going to wrap up in just the next couple of minutes. So make sure you fill out the survey, take the time to fill it out. When you do it with intentionality. It will be a better snapshot of what's going on. And I can help you further go as far as you can on your own. Because if you already could go further, I'm helping you with what you already could do yourself. Take that as far as you can. And then then when you're there as far as you can, we can take that next step together. So take some take, take whatever time you can around that private session survey. Reach out to us again, Amy, myself, Yvonne. Re if you need any, any questions that you have, and we're going to end this orientation beginning of our journey. We're already well underway, and we're already and it's also the beginning.



1:24:22

One Aha, and one inspired action so we're always on the board doing it. And that we see oh, there's at least something that's opening for me here and I embody it I know it I become conscious of it and I share it with others too. So many things happen when we do this. So just a couple of minutes if you're willing to stay if you need to go I understand. We're now at that half hour, but when a ha when inspired action who would like to begin



1:24:52

Oh goodness some time I think Heidi

Oh, goodness, same time I think Heidi



1:25:00

The AHA is such a beautiful one. That I'm not alone. I have this amazing team.



1:25:07

Yes, we just breathe that in. of you. I love it. You are not alone. And you are never you never are alone ever again. If you're feeling alone, you have this community you you need not be alone ever again. Because we're on this journey together. In deep deep partnership. You are not you are so not alone. Thank you for that.



1:25:29

And you're inspired action inspired action.



1:25:38

Look at stage one with with fresh, joyful eyes.



1:25:44

Beautiful. Yes, yes. And yes. Thank you for that. Love it.



1:25:49

Carly.



1:25:52

I'm trying to think about the best way to word this because you worded it so beautifully, really.



1:25:58

But it's when you



1:26:01

how you have evolved your your offer. There's an opportunity for me to evolve, evolve my offers to my clients to



1:26:11

to deepen and to grow. And that's a big, aha.



1:26:17

Beautiful, brilliant, yes, you can model things that we're doing. We're growing so quickly. And when you see things that can work in your company, and yes, absolutely, they can. Fantastic. And then you can ask questions about that. And I'm here to help support you and as a team as a community, right. Fantastic. So and what's your inspired action? Currently, I'm gonna get everything on my calendar. Yay, brilliant, beautiful. I hope you will all do that. That's why I'm like, let's put those dates there. And then you'll also be receiving them, but let's get them to you as you know, as soon as as quickly as we can. And that's right now. So thank you, Carly. Beautiful, thank you, Mary Kay.



1:26:57

My aha is that I seem to be in a stage of



1:27:03

revelations. And just every time, every time I listen to you, like I wrote down with that huge revelation about a block in stage one.



1:27:15

So my inspired action is going to be to explore that. Ah, I'm so so so god, this is so beautiful. I love how even at the beginning of your journey, you guys are assimilating like, how these stages work and you're seeing it and already starting to find the some of the holes in that and created together and modeling on what we're doing and, and knowing that you're not alone and all these things. Wow, fantastic. Fantastic. I just, I am so excited. I mean, Astina I've just been like bouncing off the walls. I just so glad to be here with you. Thank you for saying yes to yourself. It's a fabulous journey ahead. I'll be meeting with each and every one of you. And then we'll be diving in with our our new journey together. Right away. We're on it now. Have a beautiful day, everybody and we'll see you soon.



1:28:10

Bye bye for now.