

2022_06_07 - Create Your Vision Retreat - Part 1 - Audio

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00:01

Welcome, everybody. And we are at our vision workshop. And I'm just crazy, crazy excited because this is our first official retreat in the love your life, love your business community. And as you know, this community has been in existence since 2010. In its earlier forum, but this is our kick off retreat. And you know what I think? Now, we're not gonna start with announcements, we are going to start with Shiva, Austin. I love to start with Shiva, Austin. And I was thinking about, do we start with a Boston today or not, and you guys like, I want you to Boston. Can you hear me bouncing off the walls, I'm super excited today, you will get the best of me so much better. If I talk you through shovels this morning, and this afternoon, whatever time it is for you. So as I love to do, I suggest that you have your camera off for shavasana, it can be either a lying down show of Austin, and I'll talk you through it or you can do a seated meditation. And when you turn off your camera just for this part, it allows you to truly go inward, to let yourself have that space for yourself. Whatever your day has been. If it's been like my day, you've already had a lot going on. It gives you a quiet space just to be. So if you need to do see the meditation, that's fine, I suggest you begin into Boston and many of you know, I love I suggest that you do this for a couple minutes at the beginning of every day. It's a beautiful way to set the energy and start the day. And we do this here at the beginning of our afternoon retreat. So, lying down in a comfortable spot, make sure you'll be undisturbed. So if you're in a room where you can close the door, close the door. And if when you're lying down on your back, you're bumping into stuff, give yourself more space. If there's books or something on your floor, move them away. If there's furniture in your way, move a little further back or forward if the wall is an inch away from you move a little further from it because our bodies tend to shrink and contract when we have something right beside us in our space. So lying on your back you can play some support beneath the head and neck. So a pillow or a folded blanket so that the chin is lower than the forehead that allows allows the mind to become quiet and your knees for a moment and press into the feet. Lift the buttocks up and use the hands to take the flesh of the buttocks toward the heels making space through the low back. Then lower the buttocks. Extend one heel out along the floor then the others of the legs are straight. And then release the legs to the earth. The legs are comfortable distance apart the baby toes dropped to the floor, the rest of the toes follow. And if this isn't comfortable for your low back, readjust and place your calves up on a chair for today. Just place your calves up in a chair or bed or you could even put a rolled up blanket underneath the the thighs just something so that you are comfortable and at ease. And then in this lying down position, dig your elbows into the floor, lift and open the heart center any amount. Father Joe who is an amazing ion

guard teacher, he teaches us that when we open the heart, we don't just open the physical heart we open our hearts and thereby the heart of the world. So elbows dig into the floor, Heart Center opens shoulder blades move into the back. Bottom tips are the shoulder blades move into the back, shoulders roll back and down. And you might have noticed that if you've got support beneath your head as I suggested that when you did that as you open your chest, the head support might not be touching the shoulders anymore. Use your without without disturbing the chest. Adjust the head support so it's again touching the shoulders but not going beneath them. And then release the arms to the floor. The arms are straight, they form a V with the body. They're about 30 degrees away from the body.



04:11

And then softly close the eyes.



04:15

Notice the hands. If they're



04:18

outstretched, the fingers are outstretched you've probably been holding tension this morning. Maybe throughout your life. Relax the hands. Relax the fingers. Feel softness in the center of the palms.



04:34

And let that softness travel up the arms to the forearms, the upper arms, the shoulders.



04:46

Relax your shoulders, relax the throat. Relax the face and jaw. Then release the whole body that the whole body released to the earth to psycho



05:07

let go of any thoughts that arise as well. Thoughts that monkey mind that mind that's so busy, it makes us tired. It's not even our thoughts often, and it's not something that we need to think about now. So the moment you notice a thought arising, just let it go as unimportant right now let it fade away due to lack of your attention to it. Your focus is on the sound of my voice and the breath.



05:32

The breath watch the breath Have you taken time to notice the breath at all today?



05:46

Where is the breath notice it now? Is it high in the chest or low in the belly? Observe your breath. Is it deep or shallow?



06:03

Is it ragged or smooth?



06:08

Are you breathing more into one lung and the other pay attention to what is without needing to change anything? Just notice



06:24

the breath is always with us. It's prana lifeforce energy it's also a tool we have for presents so much more than a tool that when we focus our one point it attention on the breath, letting go of all the other stuff or thoughts or awarenesses just the breath trains that one pointed attention crucial as entrepreneurs, crucial for life well lived, crucial for actually experiencing this moment. Watch the breath let each breath take you deeper and deeper into silence watching the breath being the breath being breathed by the universe no effort simply breath this moment connected being breathed. And then, knowing soon



08:44

you'll be coming out of Shiva Lawson. It just begins with a thought that soon you will move separating out thought an action or reaction just to assume you will move. And then staying here just with the breath. Soon you will move.



09:00

A lot of breath to deepen.



09:10

So hands on the torso. Feel the breath slowly, slowly bend your knees



09:24

rolling onto the right side.

 09:29

Support your head with your upper arm and weight just be and then keeping the head and neck heavy but the chest light. Use your hands to press yourself up to sitting returning to our virtual circle. And as always camera on whenever you can. That also trains that one point Attention. So we're not trying to do 10 things at once. That's not very efficient. That said, it's, it's tiring. Just being here, trusting that other things can be attended to later. Or someone else will take care of them. Building trust, building focused awareness, building presence, and building our time together here. And community. Returning returning on Hi, Diane, I'm always so happy as the first people or eyes it's like, Oh, good. No computer glitch. You're all still here with me. Hasn't happened very many times. But sometimes every now and then, a couple times over the years. Internet down. Wonderful ship. Awesome. But cut off from you guys. So

 10:50

yeah, you're here.

 10:52

All right, I'd love to hear from one or two of you. And what we focus on expands. There might be 99 things we don't like. But there's something we love. When we focus there. And we focus there, and we focus there, we keep focusing there that becomes our lives. So whatever this was for you, and also it's different every time there's something new. Each time we practice when we're really paying attention. Sometimes it's a deeper level of something we've experienced before. Sometimes it's something new. Let's have one or two of you share what did you love about your practice session lesson today? We'd like to begin. Karen, thank you.

 11:30

I liked the heart opening with the shoulder blades back and being open to what is to come today. You're going to be letting go the outcome and just receive whatever my heart wants to bring in your your hearts wants to want to provide. Yes.

 11:48

And perfectly perfectly beautiful. It's like what does my heart want? What does my heart want? So perfect for our vision retreat, too, right? So opening the heart open to receiving what does my heart want? Wow. Beautiful, beautiful start to do our retreat together. Thank you, Karen. Who else would like to share what did you love? And yeah, Heidi shot awesome yourself awesome today

 12:15

sending energy and love and light you could sigh open your eyes once again. Thank you.



16:39

Thank you for sharing. Heidi. Thank you, Karen. So beautiful. Anything else bubbling up wanting to be said about Chavez and Cintiq? Practice things that come up that emerge from these couple minutes? Why is it just to start every day that way? A couple minutes, roll out of bed lay down? Watch your life change. Anything else? Alright, thank you. Well, I have a couple of announcements. Let me see where am I gonna start? Okay, I'm gonna start with a technical announcements. So state of the community call that's coming up this Thursday at 1230 Mountain Time. So you know, there's been profound shifts happening in our community. I know the biggest ones since I started the company in 2007. I'm so so excited about it are gathering those threads gathering the energy on a Thursday, it's a great chance to for you to ask any questions that you might have about things coming up. And we're rolling out more of the logistical pieces for you one at a time. So you're not over bombarded and overwhelmed with all these things. But another tool, another resource, right, so more news about that on Thursday, we have our offer creation retreat. On Tuesday, June 21 says two weeks from today, same time as as today 1230 to four Mountain Time, please translate to your own timezone. And again, we'll be getting these out to you. They're already in your inbox, I believe. And if we get you out to these in the different routes that we have to communicate with you are letting go half day retreat, Thursday, June 23, and 1230 till four Mountain Time. And then we have our quarter, it's our quarterly intentions call. In our notes event, it's a little bit different. But it's a quarterly intentions call. So what is it that you want to create this quarter, and that's Thursday, June 30, from 1230 to two. And so you can also so lots to serve and support you this month. Please put the big rocks in first put these into your calendar, if you can be here live fantastic. If not, the recordings are there for you. But when you can be here live, that's great. And again, if you're listening in the recording, that's fantastic, too. We, you know, we get these to you. Please check your email for instructions on how to access the new Google Calendar. So we're so excited to have this for you. We're in the 12 years of the Committee of the of the community I don't think we've ever had this before. But it's such an easy thing. You can sync it up with your own calendar. So anytime if there's we try to put them in and keep them there. But sometimes something's come up. A bunch of things came up last summer, for instance, my parents were dying. And that's that can't that's not going to happen again. But in case a date changes, then it's updated for you immediately the moment that we know it is too so you have access to that check your email, and then Slack channels. We will be moving all communications to slack. How many of you have used slack before? Oh, by the way, just curious. New to Slack, yay. And Yvonne in her in her capacity and probably elsewhere as well. But capacity here as team. We've been using it for our team and communications for years. And it is phenomenal. It is efficient. It's direct. It's easy, and like why aren't we using that for you guys too. So these channel channels are going to be rolled out by the end of the week. And I will send you an email with instructions as well as guidelines on the purpose and use of each channel so that you can easily we can easily communicate with others. I think you've all heard me say this before, I want you to get to share, you know, I have a new puppy, I have a new car, I have a new spouse, I have a new life.



20:13

I have, I just want to share him I'm anything that's random. You can go into random channel, so that then any questions about program you want help with, you know, brainstorming or

workshopping something that you're you're working on, you want help with your vision, or whatever it is, can go in another channel, so it's easier to communicate, right. And again, more instructions to follow as we roll that out for you. We have a month, a monthly mastermind, hosted by Yvonne on Wednesday, June 8, for those who sent out the sentient the monthly survey, we're going to be changing the structures of that. And we'll tell you more about that and why on Thursday. But there is that tomorrow for those who filled out that monthly survey. And we've had 30 minute calls with Murray, once a month. And those, again, lots of structures and systems are going to be changing to serve you. But we still have that happening. So stay tuned. And I've asked each one of you, maybe collectively, maybe separately, are you okay, if we keep things flexible? You know, in because this is all new. It's built on many, many years of experience and structures, but it's also all new. So it is is it okay? If we stay flexible? And if we find something that works better for you, that gets you better results? Can we do that? Like would you mind? Is that okay? Right? So and I'm seeing like nods and smiles at you right in the center and like, giant smile. So thank you for that. You appreciate that. All right. And then of course, my I saving the My Favorite all those are really important to serve and support you. But my favorite and most important announcement to last. And that's that we have a new member of a love, love your life. Love your business community. Karen, and so will you please join me and you can unmute so that we can give Karen, our royal royal welcome to our love your life. Love your business community. Are you ready on the count of 3123? Yay.



22:18

Oh, good. So Karen made the leap on goodness is that just Saturday, Saturday, today's Tuesday just a couple of days ago. And I gotta say, Karen, you've been so hard at work. Many of you know a strategy session, that's a deep deep dive in, you know, into our souls. It's right into our souls. And so here's what I would love Karen, if you're willing to share, because you have leaping energy inside you, you just made a leap, you put the stake in the ground and you leaped for yourself. You chose for yourself, you invested in yourself and and for whatever we're leaping into it is so wonderful for us to gain a little bit of that leaping energy. Does that make sense? Whatever it is relieving into so Karen, I would love it if you'd share just a little bit about can say, you know, we're talking about who you are. And then what? What made you leap? What made you decide to do this? How did you? Where did you find that energy? And there's no wrong answers. It might be? Well, that was days ago, I can't remember what I like to tell that before, or it's like, wow, I know all these things. There's no wrong answers here. Karen, would you like to share? Yeah, I've



23:33

moved really fast and differently than I do. Sometimes. Normally, I'm like, I need a checklist of what's going to happen and all that and I leaped on Saturday we started talking on Wednesday sort of but really Friday or and or Saturday, I guess right? At some computer glitches and things that get in the way. But no accidents, things happen exactly the way they need to so why did I leave? I'm excited to take a neutral trajectory in my business. And I'm a former managing director for us in Phoenix and I think someone else here was other than



24:17

also currently was in Vegas and curly, let me know she's gonna she's gonna be here, but she's

gonna be a little bit late. So you'll get to see her in a moment. Yes, Carly was

 24:25

Yeah. So anyway, so I know. Yvonne very well. And Dr. Michelle from IE women. And so I was interviewing Dr. Michelle for being a speaker at our chapter here next week. And then just you know, how you connect with someone and I said, you know, she offered to do a strategy session or something because I was I was a hot mess that one day she said you want to talk? Yeah, sure. And and one thing led to another and I looked because I trust you, Michelle, and I'm really intuitive when I'm with someone and and I can either connect with him or don't or you know, whatever. But I just really connected with you and how you were able to see behind my words. And you helped me dig deep into what I was feeling in my stories. And I was impressed with that. So here we are. Now I'm terrified. fine line between fear and excitement. You know?

 25:23

Anybody else ever been there before? It's only Karen, right? You've never been terrified. Everything's always if you're on gallery mode and seeing the faces around here in the perfect place. Yeah. Karen, you want to say something else?

 25:35

I was just as Heidi, I recognize you and your name from somewhere, we must have been at a human event.

 25:40

Yeah. Yeah, the New Jersey. Okay. Yeah. That's where I met Michelle. That's where I heard Michelle for the first time. And

 25:52

Michelle is flying to Phoenix here next week to be here in person to be our speaker. So it was

 25:56

cool. To actually get to see like to get to see you so good. And so thank you, Karen, for sharing. And you know, what I want to share with you too, and you all know, and I'm going to review that again, just briefly today, what the stages are in the love your life, love your business program so that we can see them and know them and embody them not as something like over there that what was that, but we get it right? And what Karen is talking about to you think about stage one and stage two, its vision and leaping into your big self and actually doing the work that you're meant to do with people who are invested both in in time and and money and themselves in the work that you do. I hope you heard Karen's story about like, well, you know,

we met, there's something going on. I wonder if I can help. It's like all the things that we learned how simple it can be. And, Karen, would you share with them to you if you're willing? And it's okay. The YES or NO is always okay. Right. But if you're willing, what one of the things that I helped you work on yesterday? That I said, Yeah, I'll help you work on that a little bit. But you actually don't need that. And you don't need this. And you don't need that. And you don't need that? Well, you tell them a little bit about that. And then what it is you do need and then what we're working on here, right? So I'll tell them about that. But some things that I told you to remember. And does it make sense to you the things you don't need right now?



27:16

Yes, yes. Well, I'm developing new programs. So I've written a copy for a flyer for some that Cindy Nancy was here in town a month or so ago, I needed to showcase tailor made to have something to hand out to people about what it is I'm doing. So I wrote a flyer. And Michelle, I sent it to her because she's asking, you know, what is it? What is it I do, what's the transformation I provide. And so she did a quick dive on that and explained that it's really the cart before the horse from where I am now, because I'm redesigning what it is going to do. But I was poking the bruise and in the wrong way, basically on what it is I offer versus what it is the type of client I want to attract.



27:58

I don't need to create that copy at all, when we start that I don't need to create that copy yet. I don't need it. These are all good things, they're all good things, I need to create a copy only the website, I don't even need a logo, I don't need social media, I don't need LinkedIn, I don't need to face Facebook ads. I mean, any of those, if you don't, you guys don't need you don't need any of that. stage one, stage two, not till, you know, stage three and four. And there are as there is a time and a place for that, but we do things in the right time, at the right in the right order. So Karen, thank you so much for sharing, and I think I shared this with some of you, I don't think I've shared this with all of you. So I was talking to an amazing, amazing marketer we can or two ago, and he said, you know, and he's the does marketing, all that, you know, all that stuff that is those things, you know, websites and email campaigns and reaching out to the people. And he they you want to find and and he said you know, to grow your business to seven figures and belong in at least seven figures and beyond what you need the resources you need, you need somebody to communicate with people maybe like Slack or something, right? You need a way to communicate with people need a place for some documents, like maybe Google Drive, you know, a place a place, right, you need a document, maybe share some notes. And you need zoom. That's it. This from somebody whose profession is marketing that for the first you know, seven figures, and then you know, so we get so caught up with all the things we're supposed to be doing, we're doing the Facebook ads, and we're doing the weekly Facebook videos and then we need we think we need video packages all these things. They're not wrong. But what if it could just be easy? And Karen can I share with them one other thing that you had said and that was about you know that your your structures and systems person right that you like to see, you know, structures and checklist and a design plan and so on and, and so it's really important for you to create that right and then she went, Oh, wait a second. I didn't see that here and I just loved him.





30:02

So I met it's a bit unusual. So



30:06

all these things that we think we need and so that's why I'm so excited about the clarity of our stages in the love your life, love your business plan, because program because like simple the right things in the right order and cutting away all that extra stuff that makes us busy and tired. Alright, so Karen, bless you. Thank you for sharing. All right. Anything else wanting to be said just in the moment, because that's a lot about something I said or something that sparked inside you that when it wants to be said, because I want to go further. And I don't want anybody's minds to be over there. Okay, Diane, there it is. Thank you.



30:49

Well, I just wanted to say that when you and I had worked together, it was, yay, I don't have a really good clear picture of my ideal client. So it was a very wonderful process we went through, it helped me a lot of understanding. So thank you very much, Michelle,



31:06

you're so so welcome. And, Diane, I'm so so glad you said that. Because right next on my pages wins. And when my win is that I got a chance to meet with all of you privately. And that was so so awesome. And you know, the leaps and bounds that are happening in this community, and every single conversation was so so beautiful. And then we'll show you on Thursday, how to how to take that energy and build on it, and where to continue that momentum. So more about the structures and systems of how we partner together. From this, this place on Thursday, and, and Diane, like, thank you for bringing everything you brought to the table. And it's like, let's just save those six months, let's just say that a year this. Let's just start here and move from there. So thank you for putting yourself into that. And and you know, you guys hear me say like you need to know your ideal client the way JK Rowling knows Harry Potter, but what that actually entails and how we enact that, right? It's huge, huge, huge, huge, huge changes everything. Karen, I know we talked a little bit about that. You know what? That's right, like, oh, wait, what were the things that did with Karen is we looked at just one line of your copy, right? And it's like, Who exactly is this calling to you? Right, but I don't want you to get lost over there and copy, like stay with where we are, stay with where we are, do the things in front of us. And then that's the way we grow the easiest and fastest and the most fun. So, Diane, thank you for that. All right, I'd love to hear some other wins. Who has wins, they'd like to share what's rolling for you? Well, hands leaping up. So Diane, Heidi, go ahead.



32:41

Well, I had a great win this morning. I was on a one hour radio interview with faith community in the state. And I was talking about Reiki and the benefits and how it would help.

 32:53

Yay. Yay, getting in front of audiences fantastic. And already see like that stage three work. And you know, I will help you with the questions that you have along the way. And fantastic. You know, we dip over here and do more work even further and further down the road over there. Thank you. Wonderful. I'm so happy for you. And so look at look at how, look at how quickly you're moving and those. We don't even need that in stage one and two. And when you're also doing that. Fantastic. Great work. Fantastic. I'm so excited for you. Yay. And then when you know who your ideal client is to we were actually talking to you how much easier is that? You know, you're looking for. Thank you, Heidi.

 33:33

I just have to say, Diane, yay. I mean, I know how far you've come like it's it's beautiful. I'm like, I'm speechless. I'm so happy for you that that's so big. That's so huge. And then Oh, and by the way, I'm just on I'm just on someone's you know that those faith communities are huge. Really? Oh, yeah. By the way, oh, by the way, part, yes. It's gonna like, by the way, by the way, you know, I was the guest like, and I and I have to say also full disclosure. There was this pleasurable shocked to that because those communities are not always open to Reiki. So you must be awfully special and convey that to them. For them to invite you to be a guest so it's it's it's even bigger than you had even said, though, congratulations. I just had to say that to you. I'm really thrilled. And I and my wind is really the same as yours, Diane, because it was in speaking with Michelle before actually like right before I don't even remember when we spoke you know before talking about this community, I think it was right before, which just honestly, as like well There's no question I have to now follow this trajectory because it was the doors opening in the realization for me in the conversation with you the same thing, who am I talking to? And I truly did not see that I was talking to a different person or that I wanted to talk to a different person. Still, the mom of an autistic person, a severely autistic person, but not the one I thought I was talking to. I was talking to who I thought I needed to had to talk to the person in tremendous pain and meeting handholding and an agony every step. And I was like, okay, you know, sure that's, that's what I start why I started, who I started for, was developing everything for. But when I had one paying client I managed to get and then I work with her. And then I'd have to take a nap. Because I was exhausted. And so and I thought, she you know, and then when she, we, she finished her first cycle, and then we were done, I was relieved. And I thought, being relieved to not have new business, there's something wrong with this.

 36:35

I'm so glad you're sharing this story, because this is why we're starting with quantum leaps create your future vision. That's why that's stage one. Because when I don't, when when I think the vision is, here's these people that I'm supposed to help, because that's what I am somehow destined to do. But my body rejects that and I don't want to be there. And so I'm going to continually sabotage myself and I won't get there. And then I'm going to work harder and harder. And then even sometimes my body will get so when I was sick, or whatever it is like, let's get the vision. What is it that you actually want and saying that it's easy words, but to actually do it is a whole different thing? To actually do it. So Heidi, thank you for that. Beautiful, beautiful when you shared Thank you. Yay, I'm so happy for you. All right, any other ones to share? Because I know there's been some big ones in this room Mary Kay Thank you, Mary Kay Annamaria Go ahead. Um,



37:32

I want to celebrate two really good sessions that I've had with my newest client at the highest level



37:42

your all that was packed into that one sentence I have anyways going to the highest level I have great I've been having great sessions in there. And all that it took in the inner world to to create that to create that beautiful success Mary Kay I'm just like, so happy for you. So proud of you. Thank you for that beautiful



38:03

well now I have to at the highest level and none at the lower level



38:12

they want to come in here. They don't want to come in a year. That's so good. You know, that's where they want to come in here. And create widgets don't create the widgets and and what is a widget changes as we grow? You know? So like the widget the dollar thing the dollar 97 thing the \$97 thing \$100 thing \$1,000 thing the \$2,000 thinking internet turned out to be widgets compared to where we're meant to be so Mary Kay congratulations. So happy for you. So



38:38

I want to say this is yeah, I want to say the amount can I do that? Yeah,



38:48

of course you can.



38:50

So they came in at \$9,000 for six months



38:59

that's so good. Mary Kay I just love it you know when you when I mean this is not our first time working together we've been working together for a while but when you first came in like I you know I still remember high ticket with high ticket I don't do that. And so so so good. You know

so good to be working with the right people that pay you the way you mentioned that that's just normal is just a normal, there's energy going out energy comes back to you that's how it's meant to be. Thank you Mary Kay for sharing that beautiful thank you all right, so many wins in this room and all of this to like all of this creating the energy of the vision all of this is so important. We as entrepreneurs, we worked so hard. I was like okay, that's not let's move forward, let's and then we get exhausted, like celebrating the wins actually seeing what's happening. noticing what is beautiful right here right now. That's what creates a foundation for the next level. Right? So thank you, Anna Maria, a windowshare

 39:59

I just also wanted to say congratulations for all those amazing wins to everyone. And for my winner wanted to thank you to that our Michelle because when I was writing my life vision, I was so excited about it. And so we're just rolling and and I just love to have that it's so tangible for me now. Thank you.

 40:25

Yes, thank you. And actually, Anna Maria's vision is like, we talked about this, and thank you for saying yes, I said, you know, this vision is so compelling and so powerful. Can we talk about it? And I have a space it's right here in my notes for you to share. And you're you're still willing to share? We'll talk about that in a little bit later. Yeah, cuz super, super inspiring. So thank you so very much. So excited for you. Other wins wanting to be shared? I know. I've been hearing about you guys. Big wins. Anything else? Carly? I knew that it would be up at some point.

 40:56

Yeah. Well, congratulations, everyone to really exciting. Sorry, it was a little bit late. Happy to be here. Yeah, I actually big when I just got back from a kickoff meeting for the biggest client I've signed ever for \$12 million house.

 41:17

Ever. You're saying Could you just say the amount because you kind of like it? I didn't even Yeah, loudly and and just slowly and so we can take this in?

 41:26

Okay. Yes, a \$12 million house.

 41:32

shall hear that.



41:36

And the meeting with so well, he actually just gave us his office to do to.



41:43

I hadn't even heard that part of the news.



41:46

Just happened.



41:49

Thank you, Carly. So beautiful. Thank you for sharing these amazing, amazing wins, you know, keep sharing them with each other. Do the right things in the right time in the right order, with all the tools that we use in the love your words, community. And this is our kickoff, like this is our kickoff to the love, you know, I couldn't even I could hardly even speak and think at the beginning of this, because I've been hearing these wins you and I'm chatting with you guys and like, oh my goodness, I'm just so so excited. Here's the beginning of our two years together. And then for some you know, it's two years, but like, I love what you said Carly earlier, can I share with you about like those two years, you're gonna like, you know, I'm doing that by December. Let's just keep going on what's the next level, right? What's the next level so, so so, so excited to be here with you. Alright, let's just breathe that in. Inhaling.



42:44

Exhale, let it go.



42:47

And again, inhaling. Exhale, let it go.



42:55

Please know if you're here. There's a reason for everything. Nothing happens by accident, you are in the right place. You are on a moving sidewalk. Things move quickly here. And if at any time to you feel like you're standing still is because you're on a moving sidewalk. And there's things happening so quickly here. Things are moving and rolling. Even if you can't notice it, even if you don't know, it's Welcome to our first half day retreat in the Love Your Life Community. So all right, I wanted to as I said, I wanted to share the stages once again, just to remind us, you know, and something about that. I mean, this is our collective vision. This is what you said you wanted, this is what you put your stake in the ground for. And what I want

you to notice as well. And we have a couple of great questions on deck, we'll get to them. In a short while not quite yet. I want to set a groundwork about those great questions on deck. But one of the things that I love and it took us and Carly, you know, we were working on this like two years ago, it took until now to be able to create this for you. We've worked it you know, and, and one of the great things about the structure is it's not like this is not designed to say you are a shoemaker, you know, you should be standing making sure traffic lights work. It's not that it's a structure for your greatest heart's desire, dreams, goals, the things that you longed for, and then having you just normally having that come back to you in the form of abundance for you, right, you know, and we put a number to it. So we have something very concrete to go for. And for some of you you're you're going like Ooh, that's a lot and some of you are going like I want to blow past that really quickly. And it doesn't matter where you are in that. It gives us a structure to play and work together to so that your heart is longing, your desires what you are put on this planet for that is your birthright to work in at the highest level. That's for you. Does that make sense? I am not saying to you, you or Shoemaker, it's not like that. That's why it took us a long time to figure out what that structure is, that is strong enough to, to help you go there, but also flexible enough so that you you get to be, you get to embody it and live it and make it your own. Does that make sense? Okay, so let me just go find this. And you all have seen this. But we want to go back to our, our dreams and visions and and see them and, and bask in them. And when it's a dream that is beautiful. It's a wonderful thing to do. It's like, wow, yes, I love that. That's what I want. And then we bump into stuff, and then we figure out how to navigate through. Alright, so hopefully, you can see this, I know that you can see the edges. I'm just like, that's because it's me, and not me running the PowerPoint. But you can still see it. The other part of the delivers value of a moral obligation to reach as many people as you can, how do we get your stuff out there, and in a way with the right time in the right order, and so on. We don't need to talk about all these things. But I just wanted to remind you about the love your life, love your business pathway. Right? We start here, quantum leaps, create your future story. That's what we're doing today. And this is a story we and this already is empowering. And think of there's a couple of questions on Deck is like, well, but what if I resist? What if I'm pushing back against it, we want this to be a deeply empowering story it is when we find it. And this the right one. And we'll hear about Anna Maria is like just like coming. You know, it's a deeply empowering story guys, you and inspires you is a clear compass for you and your company. And then when we bump into stuff, we can transmute that turn that in order to enter gold. And when you know what's been in the way up until now, why don't we bump into things? And how do we get? How do we how do we find that confidence. So we're excited, and we're heading in the future that is yours to hold. The next step. Once we create that, then we step into it, we step into you step into your big self magnetizing your ideal clients. And so you're saying thank you like, Dan, thank you for that. Thank you, Alan, thank you for doing the work, I do the same thing. It's like, oh, that's what I meant to be working with. And it's night and day. If we don't know who that is, we can hold ourselves up for five or 10 years or more or change and think we can't do this. Right? So who is it you're meant to be working with? So they are magnetized to you like curly oak? Curly? Actually, will you just unmute just for a moment and go, you know, like when we're doing work in an aligned way. It doesn't have to be hard. How did you find this client? Initially? It was like it's even a funny story. Like, will you tell them that? Just so you know, you know what I'm referring to?



47:32

Yeah. Well, he came to us, because he needed a wall built around his property that was turned into the house.



47:43

Magnet magnetize your ideal clients this is this on the court. And then you step into the next level you currently and and others as well. It's just like, well, story, I had to mention it here, right? So much great work happening already in this community. And so and then when we actually do it, we're doing it on the court, currently, you become that person who is doing that. Now, each of you, you become that person who's doing that now. And that's exciting. That's amazing. That's that's, that's, that's Mary Kay's while going like, Well, yeah, I'm working with this person. This level? No, it's just, it's how it is. Right? So stepping into the next level of you. And it's a whole new level. They're exactly the right clients. And what Heidi said too, is like, oh, man, I thought I was supposed to work with her was painful. I didn't want to do that. Don't do that, then. But then we don't sometimes the tendency is to go off and like try to sell widgets, because we want to stay away from that person. And we can get lost there for five or 10 years. No, stay the course bump into that resistance and go through. Thank you, Heidi for doing that, for instance. Right? All right, then next, we build the story Success Path, people start coming to us. And then we want to leverage our time, what are the stories we need in all those areas to leverage path to grow your business quickly. And now you start attracting clients. And each client hears intention each client, each person that you work with makes it easier for you not harder. That's the thing so that you're not selling your time for dollars. So that it's like well, yeah, you know, I could grow but I've got to do it sometime between midnight two in the morning. No, each person you're working with each, each service that you're delivering each, that thing that you're doing gets easier, makes it easier for you with each new person you work with. And, and and it's a considerable consistent and repeatable method to do that, with all the stories that go with it. Then you need sales and marketing team building company vision, we often start there. Let me build the website and go do Facebook ads. No, let's do the foundational work first and not get stuck for five or 10 years, right? But then we're ready for it. Then we launch it and that's the first \$100,000 and sell and that's easy. When we follow the pathway. Bring in the next group of ideal clients create a loyal community of hundreds of raving fans and more. And we see Diane on the court already doing this. We see it all on the court already doing this right. Just the stories that we heard today, right? We can already you're already doing some pieces of this. And then how easy that gets when we've got solidly states, stage one, and two and three, the building of it behind. And I know in this community, it's all about a life transformed, that each dollar just represents a life transformed. That's so important. And you guys all know that, uh, you wouldn't be here, that's just actually doing our work on the planet and watching and becoming the uplifter, that you are meant to be that you are right, scaled to 250,000. That's just refining and repeating. And when we get to this level, it's the nuanced shift that makes a difference, right. And that's where we get to have so much like, as we continue this, we have so much fun along the way. We refine it and grow it and it's just that nuanced detail that nuance change and the iteration that gets us there. All right. So I know you've all seen that before, but I want us to recall it, I want it to be this is our you know, it's a foundational story for this and us together with space enough for from architecture to relationships to event building to Reiki to, to working with horses, to working with autistic moms, and so much more. Right. It's like there's it what you do your thing, it This allows that growth, and the quickest and easiest route possible and with the most fun, the most fun along the journey and cut that other stuff out. So any I know you've seen it before. But I want you to go back and go back and go back to it's like, this is what I'm doing. This is what I'm doing. So we just know it. So we just like by now, I hope you'll be able to know what the stages are and just say them because it's a part of you, and see it and repeat it. So any questions about that? Is that all clear? This is our collective vision together, embodied and taken up by each of you each and you're very different ways. For an American I tell them about what may be one way

for your you know what, you're one possibility for your high ticket that we were talking about? Can I share that with them? Because I think it's really fun and cool. And written this started out in a conversation with Anna Maria and, and Yvonne. And then we carried on that discussion on Friday is like maybe your high ticket he's selling a horse

 52:16

Annamaria at Mary Kay know much more about this than I do. Right. And Marie came we were talking the other day too. But like these \$100,000 horses, that's a high ticket item. Right? And I know and then there's different and fun ways to combine that for Anna Maria, like, you get to take this up in the way that works for you. And I think Annamaria also, you asked me like what can you tell me about what is high ticket and there's like so many things that can be high ticket, but it means you're you're getting paid appropriately, adequately in a way that is resonant and energetically makes sense for the work that you're doing. And so maybe you'll be in can I tell them how we built on that a little bit is it and I'm really brainstorm a bunch of different things it could be, maybe it's that you are. And so it's not the 97 cent horse of the horse that people can't even give away and they want a home for it. But maybe it's turning that horse into the \$100,000 horse because you have a gift with working particularly with horses that are you know, injured or have had something happen to them, right. And then or maybe it's that person who wants to because also competition is at heart for you, right? So that person who wants to cut wants to make it in the competition, that kid doesn't think they can find the horse, you find the worst for them, that's part of the purchase, you will help them make it through that competition and you take the horse that was the lane one and turn it into that, that that beautifully loved racehorse that that one that that that one that everyone wants to be. But with that, you know, like high ticket is what's lying around on your shop room floor. And Karen, you're gonna have fun with Karen I gave you I took care and go and watch the high ticket virtual retreat, we're going to be doing our version two point of that early July. But go and learn that. And and you'll see how that more of how that works. But what's lying around in your shop and floor and it should be fun, it should be playful. And you should get to work with the people that you really love to work with. Like Harley, you know, if you think about who you've worked with before, and who you're working with now and how that person is to work with. Right, like night and day. That's how it's supposed to feel. All right. Anything else about the pathway because I just wanted to us to collectively to remember this is about vision and here's our collective vision. So that whatever is for you can be you can use that to create the thing that you deeply want makes sense. Anything else about that? Yeah. Heidi, go ahead.

 54:34

Yeah, that what you just showed us, Michelle, that the right out of the pathway is that housed anywhere that I can? Because it's it's helpful for me to have a framework to hang ideas on so yes,

 54:47

yes. And we really should have that in story freedom Academy I believe so. Yvonne, can you help me hold that thought? Because I'm not good at holding thoughts like logistical things. I mean, Yvonne how good am I Logistics is not my area. Thank you, Yvonne. And right now you

can get it, we put it up on our story freedom event, so but it's not the best place to house it in the end. But if you want to access it right now, if you go over to story freedom live.com forward slash dashboard. That's where our dashboard is housed from story freedom, our story freedom live event, and you can find it there. We did post it there for the events. So until we find a you know, that's not the permanent place to house it. But right now you can access it there. Alright, so story freedom live.com forward slash dashboard. One more time. Yeah, let me I can just I'll put it in the chat. Thank you, Yvonne. Story, freedom live.com forward slash dashboard. Not our permanent place. But you can get that right now. And Heidi, thank you for that. It's a good thing to go back to like, this is what I'm working on. This is the one I'm working on. And for you, Heidi, for instance, like, thank you for that. It's like that person painful to work with. Let me go make a widget let me go reach people far away. And that could have held you up for like 10 years. You know that right? And instead it's like, oh, do this do this? What's my vision? Go back to the vision. What's the vision? I don't want to work with people that are painful to work with. Somebody else can work with them. Somebody else is perfectly designed. There's almost a billion people on the planet, somebody that's their dream client, they will work with them. You work with your dream client. Right? It did hold



56:20

me up for five years, and I didn't and I got I wasn't working hard enough.



56:28

So we work hard, right? Like, I saw Carly's face. And I was like, so we work harder. And then we try harder. And then but our bodies are gonna resist it. Our bodies won't let us do it. And so then sometimes we get sick, or sometimes like stuff happens. And we don't know why it's happening. And so it's why right at the foundation is the vision. What do you want, you know, and Annamaria it might be those some some combination of those things I want to I see I saw the deep nods from every case like that would work in the field with horses, like Mary Kay's a better judge of that than I am. But between like, and again, lots to an Annamaria. yourself, of course, right? So. But what's the what's the thing for you for you really, genuinely, you have amazing gifts? No one is like you. And we have systems and structures to help you find that so that you're doing your work on the planet and you don't get stuck. And that's why people end up getting stuck making 97 cent widgets, because they really don't want to touch those people because they hurt. Oh, and that is related to the copy that I was talking to you about yesterday, Karen right? Calling too low. And then you end up your your body won't let you do it. And that's why we can't create high ticket to because it's like, oh, I work with, you know, even deeper with that person like killing me first. I'm sorry. The right person. All right. Super, super cool. Anything else about this? This is such foundational work for the vision. Yeah, currently Go ahead.



57:47

Well, I guess I have an understanding that it's not necessarily like a linear process. Right, that that? Can you talk a little bit more about how it work?



57:57

Yeah. So this is more linear than what we've been doing before. This is more linear. But here's the reason that to you, it doesn't seem linear, because each one of you is at a different stage in the process, right? As we go forward, it becomes more it will become more linear, like for those who will enter in, for instance, because I'm like, hey, just start here. Don't work with people you don't want to work with what's your vision, right? You know, so we have designed that so that it's easier to go step by step. But many of you I mean, a good example of that, like Diane is out there doing a straight stage three activity. Right, leveraging her time by speaking one to many. And I'm not going to go, Diane, that stage three, stop doing that, right. Sometimes there might be things that I will do if you're trying to spend time make doing Facebook ads, you know, but you don't know who your client is right yet. Man don't do that. Don't waste your money and your time. Right. So there is a linearity to it for sure there is if I don't know what my vision is, if I don't know what it is I want. And with you Carly, for example, it's like if I envision myself as that if I go, Oh, my goodness, Carly of the past, not even curly, curly, looking back to that past. It's going like Oh, my goodness, I am a broken house. Right. But that Coralie of that broken house is gone, like, I don't even know what I want, yet. I want her to dream. I want her to go like what's possible for me, there's something bigger and better out there that I can actually do. So in that sense, is absolutely and completely linear. And then each of you, you're coming in with some different things built. And so the nonlinear part of it is more, it's more like, well, I'm doing some stage three and stage four things. Like, you know, Carly, that your the what the work that you're doing. These are stage three and stage four things right. But then maybe there's something about maybe I don't know what it is, I'm even doing this quarter. So I lose time and energy and that's part of vision. So I need to it makes sense for me to go back and fill in the gap. In stage one, so that it's easier and more fun for me. Does that make sense? So in that sense, yes, it is linear, but it's not like, and there are even particular things along the way this will unfold as we go. That, you know, certain conversations that makes sense. Only when you only when you get to a certain stage, like, if one of you was asking about, I don't like I say, Facebook ads or whatever it is, right? Or should I hold a three day event or whatever? Like, should I hold a three day event? I have, that's over there. In stage three, and four, I have no idea who my ideal client is. And when I work with them, they make me want to run like, that's probably not the next strategic thing. So then it is linear does, do you see what I'm saying? But hey, you're an expert, perhaps and you've already run 365 3d events over the last 10 years. And you want an easy route to meet those people? So do you get what you get? It's both linear. And it can be customized to where you are, and we can see and fill in the gaps. So I'm really glad you asked that. This is some work from from Thursday in a sense of like understanding our journey together further. But this is also perfect for the today's retreat, because it's about how do we envision? And then how do we take the steps along the way to get to that vision? Does that make sense? And then and then how does it work in this particular community with this path? Carly, did I answer the question adequately? Does that make sense? Good, good. Good. So Carly, does that make sense to all you guys didn't confuse anybody made it clear? Okay, fantastic. There's a great, great question, too. I encourage you to ask questions we will have, oh, goodness, I'm starting to move into Thursday's material. But we want to help you ask inspiring, you know, empowering questions. And we'll help you to do that coming up later in June. And that was a great question. No questions. No, no wrong questions. All questions always welcome. It helps everyone as we saw around the room. All right. Anything else bubbling up wanting to be said? And just in case there's any editor minds is like, Well, Michelle, I gotta hurry up. I gotta get to the vision. Come on. When you get to the content, I want to know in case it caught anybody's editor mind. Just like, relax. It's okay. The one who knows this the most deeply is Yvonne at our week long retreat. I used to teach a quantum leaves. Remember that Yvonne? By midweek? We will be going she's Michelle, we're not going fast enough. We're not going fast enough. Hurry up, we're not going to get to the goal that we had

at the end of this retreat. And then like, like, don't wait, hang on, slow down. A Karen I was talking to you about go slowly to go quickly. Right? And and then it would be a by about Wednesday, we would go through a week by about Wednesday, people go, Oh, my goodness, we just did it. How did we do that? How did that happen? So hang tight, don't worry, we always get there. And notice, watch how you're playing. If there's that fast, you're gonna go faster that that is probably what's impeding you, that's probably one of the things is in your way, and making you go much slower. So hang tight, because we're also in everything we're doing. We're creating all of the energetics of exactly what we need for

 1:03:00

to create our future vision. Make sense? And you're going to hear me refer back to some things and you'll see how Oh, yeah, right. We were already doing that. I just didn't name it. Yes. All right. Okay, anything else wanting to be said. And we will have a break, by the way, at least at least one somewhere partway through. So we want to help you manage your energy and so on. Right? So don't worry that we're going to be straight through here. We'll make sure we take a break partway. Anything else bubbling up?

 1:03:27

Okay, fantastic. Thank

 1:03:28

you. So that it goes. All right. So let me see which order do I want to go in?

 1:03:40

Look at my page. Yes, I want to go in the order that I've written it down. surprising for me. That doesn't always happen. First of all, so we just saw, you know, the vision, the collective vision that we share, stage one through five in this community. And if it feels like that gives us a container for you to be able to actually enact the thing that you want to do. If that makes sense to you. I hope it makes sense to you. Because you came for this. You said yes to this. Does that make sense to you that this gives you a container that will help you get to where you want to go raise your hand. Does that make sense to you? Yeah. Does that make sense to you? Yeah, I see lots of hands clapping hands going up. And if your hand didn't go up, that's okay to just notice that right? Just notice that notice what you're playing and there's nothing there's never a wrong answer. All right. But again, the intentionality is, well, let's set the vision. How are we going to get there if we don't know where to go? Right. And then let's go out and do it. And now let's let's work a system around it and, and, and find the stories we need. Like it's it's designed to make sense, you know, right, and designed to be clear and and give us a pathway and make things easier. Alright, so if that if that if what I just said right now makes sense to you raise your hand. Because without this the next point what won't make sense? All right. And America, can you come along with us so far? Like, it's like it's so far? Yeah. Okay, good. Just checking one because it's 100% the room, okay? So when we envision our future story, it helps us get there. It's like, that's where I want to go. That's who I want to work with. That's, that's, that's my

dream. And yet, often we have resistance to envisioning. On the one hand is kind of strange. When you think about it. It's like, Hey, do I want to live a life on purpose? That is my own? No, it's like, why would we do that? Right? It seems so strange on the one hand, but I want to also say it makes sense to, and I want to start by talking about this resistance. We have a couple of questions on deck about it, too. And I think there were great questions, because I want to just kind of clear this clear some space out at the beginning here. You know, why we actually don't want to envision sometimes? Because if we don't want to do it, are we ever going to bother doing it? If we don't want to do it? Are we going to do it with our full hearts? If we don't want to do it? Is there going to be some part of ourselves hanging back. And as you can see, for instance, a Heidi would not want to envision when she's working with that wrong clients, like, hey, Heidi, you don't like working with that one client, let's envision 5000 of them for you, ah, she's gonna run in the other direction, right? So there are good reasons our bodies will even stop us from envisioning if we're not doing it in a way that's actually I'm gonna say, right, like, then in a way that actually serves us, I don't use that right and wrong very often. But there are ways that don't serve us. So for Heidi, it would not serve her. i My body is responding viscerally. And I can't I have to take a nap when I worked with this person, and it hurts. Now, let me envision because I'm supposed to, I'm gonna envision 1000s of them. I feel like I just need to like, I mean, kill me now. And now I'm going to force myself to go do because that's not, that's not what we're talking about here. Not what we're talking about. So, welcome back early. So, so. So we sometimes we have resistance to envisioning and is strange. On the one hand, you know, living life on purpose? No. But it makes sense, because we've bumped into some stuff sometimes. And in fact, as you're creating your vision, it's part of stage one, we know you're going to bump into some stuff, and that's okay. All right, that's okay, like Heidi gave you gives us as a visceral example of the things she bumped into in her vision, before we even had the stages set out. And we want to know what to do when we bumped into that. We want to know how to course correct. And we want to know how to use that. And we'll do that. We'll do that deep dive into transmutation in our letting go workshop, right. So how do we Oh, wow, I can't do it. Because I hated working for them with a person, I'm gonna go get a job instead of whatever it is, right? Instead, how do we work through that so we can continue forward. So we've got to let go of some stuff, including, for instance, for Heidi, the idea that that's who she's supposed to work with, because we hold on to it, because we think that's our purpose, or we think it's supposed to be so we're not trying to do that. But that happens. For example, it's one of the things making sense, Heidi, I know, it's gonna make sense. Making sense to all of you. Yeah, so we resist our own vision in a whole bunch of ways. And, and I just want to ask you, you know, well, what are some other reasons? Because I want to know why we don't envision so then when you bump into this is like, Oh, right. That's what happens. But it's okay. And I can find my way through. I want to hear from you some of the reasons like, why do we resist the process of envisioning sometimes?



1:08:27

Yeah, if I'm afraid that I won't get there.



1:08:33

Or is the big one, right? I'm afraid I won't get there ever been disappointed? Who in this room has ever been disappointed? Once in your life, at least before? Raise your hand? Anyone? Just like? So our editor that stops us is also this ancient protective mechanism going like, you were

disappointed before, don't try don't even envision because you might get hurt, stay small. And also, it's not even just that. It's just like, especially if we don't know how to envision, then like, I'm gonna make a billion dollars tomorrow. I didn't, I'm gonna make a billion dollars tomorrow. I'm gonna do I'm gonna save the planet and everybody on it tomorrow. Oh, I didn't write it. Like, it doesn't even have to be that. But I'm making a ridiculous one right now. Because probably none of you have envisioned a billion dollars in 24 hours, but we do the equivalent of it. And then we disappoint and we stopped trusting ourselves. And we actually stopped dreaming. Because we think we can't you know, we're afraid not to get there. Thank you, Yvonne. That's a big one. What else? Yeah, okay.

 1:09:32

Well, this has gotten a piece of an answer to my question. So I'm making a list of the stories that are holding you back.

 1:09:40

Yes, thank you. Yeah, you can hear me I hope already answering your questions. Right. Mary Kay and Diane are already on Route. And we'll get to your question. See if we have anything else

 1:09:52

that helps get in there about it helps to label them resistance stories. Yes. Yes.

 1:09:58

Resistance Stories. So there's, there's a multitude and you know, we everyone in this room, we've done some work on the stories that hold us back. And any one of them if it's in the driver's seat can stop our companies. So some of you, we've had the discussion in the room about like I, I have to, and it's more than one person in this room, I have to work with this particular person in this particular way. Goodness, actually, it's more than half the room. I was I was like watching you, right? We've had different discussions, I have to work with this person in this particular way, or I can't do it, because, but I don't like that. And so therefore, I can't do it. And that story itself will stop that vision an entire lifetime unless we turn that story. Right. Thank you for that. Mary. Kay, fantastic. Yes, that's just one of many. So what else? Why else do we kind of shy back from envisioning when envisioning is like, I want to live a life on purpose. Ya know, but there's reasons what else? Let's uncover some more of them. Yeah, Carly.

 1:11:05

Just outside factors that can affect your motivation, like COVID.



1:11:11

Right. And then this connects with what Mary Kay said about the stories. Because there's real things that actually happen. You guys all know, I lost my parents last summer, a real thing that actually happened. And then last month, I had COVID, you know, like the real things happen? And then what do we do about them, and sometimes what we do is we go, Well, I guess I can't have that thing that I want. Because I was and then that's about how we envision because I was supposed to have it, at that time, in this way in this party, you know, and if I don't, everything falls through. And if we have that kind of that kind of thinking, and that kind of story wrapped around it, it will stop our envisioning dead in its tracks. And so then, you know, we can bring resistance, because we also think, like, there's going to be outside things that are going to stop me. And so I'm, again feeds back into that fear, therefore, I can't do it. And right, so what's the story that I'm creating around it, whatever the thing is, that's happening. And, and that's when, like, you know, you've all heard Avon story I believe about, you know, well, COVID it's here, I'm not going to do my work. I'm just gonna take care of my family right now. Thank you. And you know, because we knew each other well, I said, Yvonne, that's really selfish of you. Because you knew each other well, and I could say that people need you. best year ever, the next year after that best year ever. Again. And, but that was an outside factor, and real, very real, you know, illness, death, you know, COVID things that happen. But and then what do we do with that, and it can create resistance around envisioning and more of that fear. Good. Yeah, I think thanks, Carly. What, what else? What else gets in the way? Yeah, Diane, and then Annamaria.



1:12:58

will say even a sense of, or a question of, Am I even worthy to live this life that I dream of? This factor in there?



1:13:08

Well, I get chills when you say that, Diane, you know, and in Western culture, we have this culture of stories that are ingrained in us somehow somehow. Like, why did we do that to ourselves on worthiness? We weren't we didn't, you know, come out of the womb going like, Hey, I think I'm unworthy. You know what I mean? At least as far as I know, you know, the baby didn't have that thought that we were, look, here I am. I'm unworthy, you know, in the moment of conception and birth. But so we pick that up. We pick that up in our culture, we pick that up from other people, we pick that up from how we interpret our experiences, and then then we end up as adults going like, that's for somebody else, but not for me. I've done something wrong. I'm quintessentially something you know, or not, like you're not quintuplets. We're not quintessentially, like primordially you know, from some long lost past I've done something terribly wrong. And so I cannot do this. It's not my fate. It's not it's not for me. So wrong, you know, so wrong. It's your birthright. But but but but it's can stop is so easily because it's such a pervasive story in our culture. Thank you. And that one alone, too? Can you see Oh, any one of these could stop us. Right to stage one and then any one of them? And have you seen people stop for 10 or 20 or 30 years or more? Sometimes ourselves, sometimes others around any one of these? So that's why I wanted to like dig these out at the beginning. Thank you for that. Yes. Annamaria.



1:14:36

Knowing that you can envision and not knowing how to envision



1:14:41

not knowing you can and not knowing how, which is why we're doing this. Thank you. I'm gonna make a billion dollars tomorrow. Oh, I'm gonna make a billion dollars tomorrow. Oh, what am I doing wrong? What am I doing wrong? What am I doing wrong? What am I doing wrong? And then I never get I must. There must be something wrong with me. Hmm. And it's giving a simple example. But how we envision really matters And if we don't have access to that, or we don't even know that it's our birthright to dream and live that life, then it's not even it's never gonna happen. That I that I get to do this. Thank you. What else? Anything else bubbling up? Yeah, Heidi.



1:15:15

We may think we just can't we don't have the talent or the innate ability. business savvy,



1:15:26

can't do it. I don't have the right resources, talent ability. And I'll talk about a little later on. The cliché is this. The Yogi's talk about this are the things the fetters the things that bind us. And it's the very first one, not knowing how big I am not knowing how connected I am not knowing connected with something bigger. That and they the yogi's say that when we fall into the equation, because we're human we're going to do that is our source of suffering, we suffer. I don't know how resourceful I am, how big I am, how. And it's not me like ego ne ne connected me plugged in me with something larger than me working through energy through the planet through the universe through through forces bigger than myself and the community I'm connected with in so much else, I see myself as not resourceful, and not having the resources. And so then of course, I'm not I'm not going to want to dream, because if I do, I'm going to expect disappointment, etc, etc. I live life unconsciously in the genre of tragedy. Well, it'll start out well, but we'll go downhill, so why bother? Right? So again, I'm like, Michelle, why are you doing this? I thought this is about envisioning, isn't this is this anti envisioning? But I wanted to clear this out. Because any one of these, if this makes sense to you that any one of these could stop us from doing raise your hand? Can you hear that? It's like, let's clear it out. Let's clear it out. Thank you really good. All right. Here's what I have down, you've already touched on some of these, I'm just gonna go through my notes and just run through some of these that these are the ones that I thought of. And you've already touched on some of these. And some of these are similar to the ones that you said, or they resonate with them, you know, we lose faith in ourselves. You talked about that in multiple ways, right? We're not in the driver's seat, we're thinking we're supposed to do it. And Heidi's example is a good one. Well, I'm supposed to work with these people who's in the driver's seat is somebody other than the biggest sense of whose side it is. And sometimes it's our previous employer, or parents or whoever it is, right? And our spouse or children on our cousin unifies whatever, right? Current business trends, and so we're not in the driver's seat of our own story, then we're not going to want to to envision because it's not even ours. Not choosing something we love. I mean, Carly, how excited are you to work

with that new person, that's choosing something you love it laces up, we get up in the morning, you know, when I get up in the morning, I'm thinking about you guys. I'm so happy to be here. I'm so excited for you. I'm so ecstatic for you that you put your stake in the ground for yourself, like, that's what I want for each of you. That's what is supposed to feel like, you want to choose something you love. And again, having the mechanism to do that in lots of places. We learn how to do that, including here. And all this works synergistically together, right? There's a sense that Carly's talked about yesterday is linear. And then everything we do also works synergistically together to create this possibility of envisioning, right not just possibility, but the actuality of it. All right. Not believing we can get there you guys talked about that. Not thinking we have access to the right. Not having or not having access to the right support. We think we were alone. Too busy with other things. Nobody mentioned this one that I can remember to busy with other things instead of the one thing which is having our life on purpose. Oh, we didn't mention it in a sense, right? Too busy with other things. That was avons editor taking her out of the game. Well, really, I gotta take care of you know, mom, and you know, everyone else in the family. And just too busy. So sorry, Yvonne. That selfish of you. Because I knew that Yvonne being such a heart centered person, my best way in to tackle her editor. She might not do it herself, but she's gonna do it for other people's like, Oh, I did something selfish. Let me go grow my business. Too busy with other things. Oh, oh, yeah. And I'm in Karen was mentioning even network so Yvonne, can I tell you about an earlier version of you and even managing director can I tell you? So if you know anything about women like managing directors worked really really hard. In an earlier iteration of Yvonne was essentially running three chapters. I love you women that we're gonna go get out Karen like I was just shaking your head. Carly's done it right. Like, I loves Andreozzi I love you women network. But what about Yvonne and her work? Too busy doing other things? And that's a sneaky one. Because that's all good work to do and caring for families. And you know, what is it that you're going to need to clear out get letting go workshop kind of laboratory coming up right? Stuff that you're going to need to let Let go of even stuff that you think you're for sure you have to do. They don't. Because you can make some space for this stuff. It's on purpose for your life, right? So too busy with other things. Our vision is too small, we aim for the ceiling. And the irony is the ceiling is hard to hit. I'm going to try to sell 100 widgets. Oh, man, that's hard to sell 100 \$100 Things man, hard, hard, hard work,



1:20:26

aiming for the ceiling. And then we then we then it taps into that unworthiness button. Oh, geez, I can't even do this. I'm not going to dream bigger, you know, it's hard, so much easier to dream bigger. To big, I'm going to make a billion dollars tomorrow. And I keep envisioning that, but that's not really envisioning the way we're talking about it. And then oh, I didn't get it tomorrow, maybe the next day, maybe the next day, kind of like spray and pray or something like that, right. And then we lose trust in ourselves, because it's not what reach actually truly believe. And it was a combination, one of our alumni. There was a combination of two things that had her have her first her first 30,000 And our first \$40,000 month, and it was a combination of two ideas actually implemented. It was a shift in her vision. It was actually something that was not quite calibrated, right, it was just a little bit too big. scaled it down just a little bit because you didn't quite believe it, you want to stretch. But I don't want you to say a billion dollars tomorrow. Do you know I'm saying? Right. So what's the stretch, but not a billion dollars tomorrow, so I stopped believing in myself but stretch. So it was just a little bit she just need to recalibrate. And then one person at a time thanks stage to where I'm going up as high ticket clients, it was 1% time, she went from making a few \$1,000 here and there to her for 30,000 or \$40,000 monster just like three feet from gold, three feet from cold, those two eyes

are too big and we don't believe it. And then we stop envisioning afraid to get it wrong. That's another piece. And then that could sometimes it's a synergistic combination of things like with you, Heidi, it might be well, you know, and sometimes it goes to ourselves, this woman she's hard to work with, maybe I must be doing something wrong that goes to unworthiness. Maybe it's, I'm getting it wrong, because I'm maybe I don't know how to do this. Because if I knew how to do it, it would be going better. I don't need to know what's wrong client. I'm afraid that I won't envision it quite right. Let me just I mean, that itself is a trap. Let me just work with a piece of paper. That is my vision for the next 25 and a half years. That is actually envisioning not real envisioning, but envisioning is fear masquerading as envisioning. Do you get what I'm saying? As a way to stay safe, which isn't safe? Because 25 years later, we go like, what did I just do with my life? Right? Afraid to get it wrong? We didn't you just step forward and just do it too, right? We don't choose something that's designed for us, you know, our talents and abilities and dreams and desires, was laying around on our shop room floor. And we gave that example of Anna Maria, for instance, right? So Annamaria could go, Okay, I had a mentor who told me I'm supposed to sell shoes. That's what they said. And it's really trendy to sell shoes right now. Everybody's buying shoes. I better go do that. Because it's gonna be easy, because I feel unworthy. That's what you're supposed to do out there in the industry these days. Let me go sell shoes. I mean, my stomach hurts when I'm thinking about that random rates are ridiculous. But we do a version of that design for us was laying around in your shop room floor reference high ticket virtual retreat. You and then the story we gave about Anna Marie and the horse. It's really like, is that going to be the final thing she does? It could be I don't know exactly like she's gonna find tonight. She's not going to spend three years fine tuning it though. She could go out and do that, like right now. Take her best shot at it. But that is much closer than Annamaria selling shoes makes that make sense. Yeah. And but afraid to get it wrong. That could have been Carly. And that's like, the next question is SME to ego. When we don't know we're big. And how tuned in and tapped in we are that's that's a video. These are the things that bind us according to the OBS. Then the next one springs for the clashes beget the other places, you know. So the next question is as Mita ego Well, you asked me to do a well, this is not currently right. Budget do it. Well, I don't do well. It's me to ego currently goes like wow, that's a really cool person. And yeah, I can do that. Sure. Right. So being of service. I'm not saying that's a different though, than Heidi working with a client that didn't work. Do you get what I'm saying? So, discernment. Right. Discernment. So what's designed for us we dream without taking action. I talked about that already. Let me just envision for the next 25 and a half years, but I won't actually ever get out of my chair because I'm scared doing it. We dream and take the wrong action. Even the wrong action is better than no action at all. It's okay to take the wrong action. Heidi, I am sorry for the pain that you suffered in that but I'm really glad you worked with that person. She really helped you.



1:24:57

Because you will not do that again. You know, this is so much more about your ideal client. So sometimes we get, we dream and get afraid to take the wrong action. Or sometimes we actually do take the wrong action like I, I dream of, like not following the stages, for instance, I would dream of reaching everybody. So let me just go and sell my home and invest, you know, \$300,000 in Facebook ads, I don't know who I'm working with yet, though. I mean, that's why the stages are there to help you the right thing and the right action at the right time, right. We stopped dreaming altogether, so we won't get hurt. And this I've heard before in the love your words, community is like, Oh, Michelle, I didn't even realize it. But I'd stopped dreaming actually. And, you know, I just wanna say, How's that working out? We're running our lives, you know, we dream but hold a part of ourselves back just in case so we won't get hurt. I'm like,

how's that working out? Like, I'll just go. And it was a huge opening for one of our alumni. Yvonne, I think you were in you were in the room. She's like, Oh, my God, I and it was a huge changed everything for Michelle, I realized that anybody around her would go, wow, she's doing really great stuff, and good for you. And it's like, Michelle, I've been playing at 99%. Just hold that little piece back. Because I feel unworthy. And it might not work for all those like synergistic combination of all those stories. And so if I felt a bit back, and it doesn't work, I will still feel okay in myself, because I didn't really try. So I know that I could have tried and then it might have worked to get. Can you hear how sneaky that one is? If you do raise your hand, not actually playing full out when she realized that she's like, Oh, holding a part of ourselves back. We don't actually want the vision or we're afraid of it. So we fill our lives with busy work, to keep us working, but not getting there. So we won't blame ourselves for not getting there. Oh, that's so sneaky. Let me say that, again. We don't actually want the vision or we're afraid of it. So we fill our lives with busy work that keeps us working, but not getting there. So we're gonna blame ourselves for not getting there. 90, there's a little bit of that problem, right? Do you recognize that? Like, Michelle, how do you know my life? Right? Like, just, that's why stage one is the vision? How do we actually do the vision, if this is making sense, and we're clearing out some editors here, and it's okay, if you have resistance, and you're gonna bump into Marvin, you'll find one that isn't even on the list. And it's okay. Because then it let it go. We'll know how to transmute that, how to turn that into understanding who we are, and why we put on the planet and what our special talents and abilities are that make us happy and get one to jump out of bed in the morning, right? So key to bump into those things more than what we've got on the list. But now you'll know, it's like, oh, wait, that's just that one. You'll see it sooner not get caught. They're so long. And does it make sense that none of these are reason to stop envisioning. But the reasons that we do, but when we just stop the envisioning because of it, that's it's like, oh, this was sent in a different context. But one of my mentors the other day, he was talking about blame. But it's the same I think about stopping envisioning, he said, that's like drinking poison to try to hurt somebody else. Blame is like drinking poison to try to hurt somebody else. And it's the same thing, like stopping envisioning is like drinking poison, in order to evolve metaphor doesn't work quite well. But you get what I'm saying. Like, it's not getting to the heart of it. It's like, let's learn how to envision it in a way that actually serves us. And so, I want to mention one more and just, I've never taught in this way before I've been teaching about envisioning for a long, long time before. But, Diane, Mary Kay, thank you for your magnificent questions. And also, I've been thinking about this a lot. Because what's the difference between us doing it for fun or because we're supposed to do you know, if y'all done some envisioning before, because you were supposed to, like I don't, I'm so not about that. I don't care about that. I came from university where there's all these great ideas, and then they don't get acted on. I'm like, let's not do that. And we do that accidentally. I've done that before, too. Don't worry about it if you've done it, but that's not what this is about. It's not about creating a pretty picture and then not actually doing it. That doesn't serve anybody. The thing that actually you love that actually drives you forward, that actually is your life, lived on purpose. So you get to the end of your life, and you go Yeah, active when I came here to do and I created it, and I did everything that I knew how to do and it was like What a ride. That's what this is aimed at makes sense. Thank you. It's not not some exercise for an exercise sake because like, what's the point? And I was had knowledge at the university drove me nuts. That's a great idea. Okay, let's get up and do something about it.



1:29:34

Reminds me of I don't know if you've seen the library. I think it's in the Life of Brian, if any of you've seen that movie A long time ago. And you know, Brian is in grave danger. And so there's

a committee. Some of the worst part of my life at university was like, there was a committee. And so the committee was sitting trying to make a decision, and Brian was over there and they're about to do horrible things and bad things are gonna happen and he's gonna die at the time, right? So they're like, and I can't remember her name, but she was ready. She was like, Brian, he's up. Let's go do something. And they were like, yes. Right? Somebody form a motion about it. Let's have form a motion that we should all go and upgrade. She's like, No, no, no, it's happening right now. Let's go. Okay, let's and they're sitting there deliberating that used to happen sometimes at the university drove me nuts. It is not a paper exercise. And if you've done that before, it's okay. I've done that, too. It's about at your actual lived life lived on purpose for you. And I hope that there's more breath in the room after that, if that's a relief, raise your hand, I'm like, I don't care about the paper. I care about you. Thank you. Yay. All right. One more piece of resistance that I want to give you because they just want to clear space, clear space, clear space, we can actually do this right. Here's another sneaky one, like the sneaky one that Heidi got, right was like, oh, that's what I'm gonna be. Resistance to envisioning and resistance to that growth that happens. It's a path of growth. That's a path of service. That's the path of fun, right? The resistance to can also happen, because we're feeling discouraged by the messiness of things, feeling discouraged by the messiness of things. And this one is a sneaky one, because it often happens, not always. But it doesn't have to be then that sometimes in the midst of our biggest wins, it's moving forward so quickly, that we can't feel it. And if you're not feeling it in the area of wins right now, maybe this has happened to you prior. Or maybe you're going like, Well, that seems silly, I want those wins. Why would that person who's having wins, I'm problem, right? It's okay, wherever you are, it's fine. And this might be for you. Now, this might be for you later. This may be for you remembering this when you bumped into this. But sometimes, again, in the midst of our biggest wins, it's moving forward so quickly, and you're on moving sidewalk, we're on a collective moving sidewalk here, moving so quickly, that we can't even feel it. i This has happened to me many times. Usually, it's at the biggest wins. And ironically, like I've been on different, you know, success panels before and stages that people have invited me to. And I've had to do work, because sometimes at the place where people think is the biggest win is the stuff going on inside me around the editor that can't feel it, and to do work to actually say things authentically on that stage, because even though they'd happen I just can't feel it right at the moment. you've ever been there. You've had a win, but you can't feel it. Yeah, I'm seeing nods around the room. Thank you. This one. Sneaky, all right. And so I want to give you this story to kind of put a wedge in against that. Not against like fighting against, but just so you'll remember how this goes. Years ago, when I still lived in my house. I live in a condo now it's like easy for easy travel and then COVID hitch, right, but like I'm traveling again, yeah. I used to live in my house and we had one bathroom. One bathroom for family. Like you can't do that. I know you can. But we went to another bathroom and bless my dad he came in to help us build it. My dad was really good at building stuff. I mean, he built homes he built cabins he built stuff you know, he built buildings on the farm, he built things right? Didn't engineer and and he built our bathroom. It was great. Everything was so much easier it up leveled our life so much. It's really nice to have two bathrooms pinfall for your shower, when you're trying to brush your teeth when you're when you're when you when you really need the bathroom, but somebody else needs it at the same time. And I was like just it's really much better on the other side, right. But man, while we were building it, you should have seen our basement. I mean, it was dirt and and shovels and stuff. And then And then because we're digging down into the basement of an old house, it smelled bad, you know. But if it hadn't, if we hadn't gotten to that messy place, we wouldn't got our two bathrooms. But in our lives, we don't, it's easier to notice was the bathroom that we're building, right? It's harder to notice in our lives. Because in the midst of change to the next level, it's sometimes messy. And to find this is a you know, we're working in stage one, stage two, it's messy. And all the way long, it can be messy. Embracing the messiness, messiness is

creativity. As my dad doing his thing that he does, he builds first you gotta dig, right? It's okay, the things are messy. And I just say that I will tell you a bit more about the clashes. Here's that place. The cliches you don't need to memorize this, just, you can get it for now. You'll have the recording later.



1:34:17

You can come back to this. The cliché is the the yogi say these are the things that make us suffer. And they don't say like, thou shalt memorize this and know this, they go try it out and see, you'll see it works this way. Right? You're not trying to I don't need to convince you of anything. Just search your own life. And you'll see it so it's human nature. The cliché is in Sanskrit or a Vidya asmita ruggedization ebene visa. I'll tell you what that means in a minute. But all these stop us from even envisioning and then and then attaining our vision, our vision, a vision not knowing how big I am. Knowing how connected I am not knowing that then plugged into something so much bigger. It's often if you looked it up it gets translated spiritual ignorance, but I think of it as not knowing how big I am. I'm not tapped in, I think I'm so small. makes me suffer. I'm not gonna envision them as Mita ego if I think I'm small, I'm gonna puff myself up wasn't everybody but at the university man, I saw that. Because as an academic years, the university you're supposed to know, but you can't. You don't know everything. And people ask you questions and you're supposed to look smart, but you feel like you don't know it, see a makeup and answer and you try to look big and sometimes over there by putting somebody else down so that you could look big, vigia, not knowing how big I am s Anita ego comes in different ways. But there's an example raga attached to things hanging on to stuff. And over there, it's hanging on to maybe prestige and looking like I'm knowing something, but it can happen in this group. It might not be that it might be my image of myself as a spiritual person, or as an enlightened being, or someone who helps. I can hold on to that. And the unwilling to actually help somebody because I might look bad, right? We don't think we're doing enough. But sometimes we'll do that afraid to ask for help, for instance, because I'm supposed to know a vision not knowing how big I am s Mita. Ego raga attachment cling to stuff. But I've always done this Tuesday night webinar every week for the last 10 years. And Michelle it really hasn't been working but I have to keep doing it because I'm supposed to raga attachment to VEDA pushing things away. I can't do that. I can't that's impossible for me. No way. I won't do it like that, you know, pushing it away, causes suffering than the last one. And the reason that I wanted to tell you about the clashes, is I believe ASA it means fear of death clinging to life. The Yogi's tell us, you know that this is the most ingrained cliché, the thing that makes us suffer because we are you know, we were death averse. We want to live, you know, that fear of death, cling to life. And it often manifests as a fear of change. Oh, so important to be talking about at the beginning of of our love your life journey. I can't change that. If Anna Maria said, Well, no, I can't do high ticket because I don't know what to do over here. So I'm not going to do it. But we just gave him like a really good example of what she could do was like, no, she couldn't be here, right? That's, that could be a manifestation in her of which she's not in. But fear of death, cling to life. I'm afraid if I change things, I'm gonna die. And it's not physically true. But that's how we feel. Because who we've been is put together in a certain way. And that's how we form our identity. Oh, here's a study about this, my background and autobiography. There's the 10 second version, to kind of glue ourselves together in that way. All right. And if something changes, it's like we become unglued. And it's like, we're free floating. Like, we don't even exist anymore. We get so frightened. It's like we fear that we ourselves will dissolve. And so fear of change and hey, we're on a fast moving sidewalk. stuff's gonna change if you know, stuff's changing. already. We've seen all the changes, right? But stuffs happening, right? It's okay, we want to embrace that change. And if this doesn't make

sense to you yet about ebene baisa. And I know it's been a lot of training you guys still able to hear you all look like you're right here with me. So I'm carry on we will have a break in a little bit. But I hear you, I see you present here. Okay, good. So a beanie visa fear of death clean to life, often manifesting as a fear of change. My best story about this, Lord bless her. My then mother in law. Her name is Bernice. And my heart just went out to her because she was a chain smoker. And really,

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like, This is who I am, but like kind of belligerent that I'm even gonna say change smoke girls, like, don't tell me I can't smoke, because, you know, it's how she formed her identity. And she was not always a happy woman. Right? And she would. And when she had to go into the hospital, she nearly died. She had to be intubated. She was you know, in emergency and intensive care for weeks and weeks and weeks, and had broken her hip and made it through, you know, made it through, nearly died. She had not smoked for weeks through all of this intensive care and, you know, painfully learned how to walk again and so on. The thing that made her long to get back to her apartment was so she could smoke again. It wasn't see her grandchildren. It wasn't to make sure that she lived a life on purpose. And I just My heart goes out to her because she wanted to smoke again. And but it was we can understand that from the cliché is fear of death claim to life often manifests as fear of change. This is who I am. Don't tell me I'm not that because without that, I'm nobody. It's like I don't even know who I am. I will clean to the thing that it made her cough it made her sick. If she didn't feel good. She was not any more attached anymore. There was no nicotine left in her system. Even the habit had time to dissolve. It had been She hadn't been at home for probably two months. But that's who I am. And so I will stick to it. So resistance. Can you hear that? Like, it's like, Thank you, Bernice. And I'm sorry. And I hope you will forgive me for using you as example. But she was not happy. And I wished that she had been happy. But that fear of death, cling to life. That's who I am. And also discouraged by it would have been Messier to go home and who am I even as a nonsmoker, I don't know who that person is, and, and that person that I thought I am and that I could put energy into, it's like, smokers should have rights and so on and so forth. I put so much energy into that. I don't know what to do with myself. So I'm going to do this instead. And I back I go back. And then she suffered because of that, too. So it's okay. Remember this in the bathroom story? It's okay, if things are messy. And it's not always the Hollywood version to when things get messy. Is it? Yep, I'm on the right track. Yep, I'm envisioning. Yep. It's just there's dirt in the back, you know, as we're making the bathroom, right? All right. Jot down your biggest aha, if there wasn't at least one or two there. I've seen your eyes going like whoa, oh, eat my head. Don't make me my jot down a couple of eyes

 1:41:16

helps you consolidate helps to see what this is for you that drawing out the threads that matter most to you?

 1:41:55

All right, thank you finishing up that thought. I know that's just a moment. But you can come back to it, I encourage you to at a later time. Just gives you a moment to consolidate a moment to see what this is for you. Then I'd love to hear from one or two of you. Because I want to know

what you've been hearing. I saw it for instance, Heidi's eyes lit up going like oh knows exactly what I did with that one, for instance, right? Watching what's lighting up on your faces? So and maybe you heard something that somebody else meant to have heard but didn't hear it? And they'll hear it when you say it, not when I said it, for instance, right? So it's in service to others as well. But think of it first for you be there for you your vision, your thing that you've heard, who would like to share Karen and then Heidi?

 1:42:33

Not knowing how am I going to do this? How can I possibly do this? I've never charged that much before for my services,

 1:42:44

right? Yeah, exactly. Some people that would stop them right in their tracks, therefore I can't therefore I won't. Therefore I'm gonna go sell widgets therefore an oh my goodness you stopped right in your tracks about that. And it's like well, that's why we're here together to learn how learn how and not have to do it alone. And and there's others who have walked the path before us and along with us and figure it out. Right. Thank you beautiful. Heidi.

 1:43:17

Oh, that she changed smoke a thing. I can be addicted to self harming thoughts and believe I must keep them to survive.

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You didn't hear when I said it. That was beautiful, beautiful. Save again, because that's huge.

 1:43:39

Oh, ouch. I can be addicted to self harming thoughts, and believe I must keep them to survive.

 1:43:55

In this relationship, you have asked me to be your coach, you know what I'm saying? And sometimes I'm going to use Yvonne, Can I use you as an example? Thank you, because we already mentioned it. But I need to run these three chapters. And here's why. We can and that was it served its purpose. And it wasn't that Yvonne was wrong. Beautiful heart centered soul wanting to help being in service, right. But but then there's me going, Yvonne maybe not Yvonne gently. How would it change? Ivana? You know, and Yvonne bless you hearing so she can be on purpose in her in her life and in her world. So what you said, Heidi, thank you so much. And you know, this is your life. This is your company. But for instance, like Vanna Marie

said, Well, I can't do high ticket so I can't do this. Right. But But hang on, hang on. Yes, you can. You can do this right. And then, like, I wish you could have seen Anna Maria's face lighting. I was like, Oh, that's really super cool and Okay, we started talking about that, right? So, you know, or Diane, if it was stayed with, you know what, but I have to teach Reiki because people around me say that that's the only way to leverage my time and, and maybe I don't want to do that or maybe somebody told me to do that. But I it's it's not calling to me like Heidi's client wasn't calling her but I think that's the way that I have to do it. But there's not not just one way I hear in this community, I'm going to say high ticket, like in the do that we just heard, like, you know, it's my firm belief. That's what the stages are built on. That's what you said yesterday, right? If you don't know how this fine, but but that, you know, I have to do it this way. And so sometimes I might be entering in suggesting is like, well, you know, I know you've run that thing for 10,000 years, we haven't done 10,000 years, but you know what I mean, forever. But what if is okay, could that change? Is that possible? What if you know, and it's, I'm not above any of these teachings? The Yogi's say, we're human it happens. I don't know Yvonne. Probably more than anybody. Have you seen me stuck somewhere on a thought ever? Sometimes? Never. Right? Never. We work this together. Thank you for that. Heidi. Yes. Beautiful. Anything else bubbling up wanting to be said? What's your aha, you'd like to share? Oh, a couple of them immediately. And that was just a cup. Wasn't it? Karen though, that we just happen to come up with that time I saw Annamaria and Mary Kay, Anna Marie, I saw you first I was almost simultaneous. Who's I caught first, Mary Kay. And then Mary Case and Maria.



1:46:33

Just have an awareness of my resistance and fears.



1:46:42

So good. If we don't know they're there they run the show is good when we can submit that. We want to know that. And by the way, is a key strategy session skill. If I can't be aware of my own resistance and fears, how am I ever going to help another person move through there's impossible as far as I can tell. So important for our own envisioning and for tactical things in our company. If you want to go out kind of tactical as a word. Want to use that. But like, on the court actual important skills that we need. Mary Kay and yes, Karen or where's the first difference? Huge, exactly. Mary Kay, love what you call it? I just thought Dan, dream, what's possible for me exactly. Mary Kay,



1:47:25

this is sort of related to an MRI is to that's watching the, the patterns of the stories play out and just in everyday life, so I could get more familiar with them. And one of them that just landed was that when I'm training my animals and something goes wrong. I didn't realize it. But there's a story coming in that, you know, that's, that's not for me to have a super trained animal. That's for my students, but not for me. And so there's a bunch of other stories I can watch as they play out.



1:48:09

And that thank you for that. Mary. Kay, that's so beautiful, because what am I allowing myself to live? At? Can I can I increase my having level Can I can I can I actually receive that's for them and not for me, like, beautiful, thank you. Because in that awareness that can that can start to shift. Ha, so nice. So good. Anything else wanting to be shared? Alright, thank you for this work. We will take a break soon. Not quite yet. I want to finish up a couple of things. You can stay with me for just a little bit before a break. Yeah, my chicken energy. Okay, you're good. Okay. So all that is on the side of resistance, are going to have to do the two questions posted, but I bet most of them had been already addressed. I think there's still some pieces of those questions, maybe. But a lot of this. Thank you for your beautiful questions. I'm Diana, Mary Kay. But I want to say so there's all the ways we resisted. There's all the reasons that you know, we feel like, well, yes, envisioning the life that I want. And this is for me, and I live a life on purpose, but no. And it's normal, or it makes sense that we do that I want to say our natural to ourselves is to live that but all kinds of cultural things and stories and that's, you know, disempowering stories get in the way of that. But to notice those things we can then like, Heidi doesn't need to do that anymore. For instance, Mary Kay doesn't need to do that anymore. Right. And on the other side of all this is story and adventure. You know, I mean, stories start out with hey, I want that thing. That is the heart of story, isn't it? The central person in the story wants something. Remember, I've said this before some of you've heard this central person wants the main character the hero wants something. There's something in the way then they go get it isn't that way. Right. And the adventure begins not because okay, I wanted I



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think now I got it.



1:50:02

I got one of the things, I got it. Well, the thing I got it, we're not actually built like that as humans, it's like, let's say, I don't really watch sports, but I used to with my family. And it's a good analogy, I think, you know, I was, I was in Edmonton in the heyday of the Oilers when I was a kid, right? And so they were winning all the time was Wayne Gretzky and all this stuff, right? dating myself here. But, you know, Wayne Gretzky, and the Oilers and Sydney of champions when I was there, you know, and, and we were all gathered at my grandfather's house to to watch the game. And if somebody could have come in and said, You know, I want something I got it. Okay, I want to know, the end of the game. Oh, let me tell you the scores this, I mean, if people could have known that, and they told them that they did kill them, right. I was like, I want the adventure along the way, or, Hey, I want to go on a trip, I get, I'm going to a trip to Phoenix next next week, right? And I want to go on the trip. And I want to be there, I'm gonna stay the hotel, and I'm going to see all those people. And I can't wait to connect, and it's going to be really fun. And I'm going to see one of our alumni from this community to she's going to be oh, by the way, having until you care, she's gonna be there. She's gonna come Yes. And he's coming. And so and then in the end, I'm going to come back home. Oh, wait, why bother going? Because I'm going to end up in the same place. So why not just stay here? Like, isn't it about the inventor of it? It's about going along in the journey. And so it's okay to be bumped into resistance stories. Tell us how that happens. It's okay. That's the adventure. On the other side of it is this I live my life. This is what we're here for. I live my life. What matters to me. I'm living on purpose, actually fulfilling what's my birthright, serving others dreaming? Inspiring, truly living. That making sense of why we're here then today? And why this is stage

one. All right, thank you. Last piece I want to do before we take a break. Great, great questions. And you know, much of what we've done has hopefully been addressing pieces of your questions. And Mary Kay was talking about how can I make a vision if I feel big resistance to doing this resistance, even making vision? We've been talking a lot about that. So America already quite a quite a bit earlier on, you said I'm already getting lots of answers to this question. Should I explore the resistance on a deeper level before recreating a vision we've, we've even been doing that here. Like and again, I think of like Heidi going like, Oh, that was me. I did that? And good to know that. So is there? Is there a way to get more authentic and playing with the vision, even with the awareness of the even with the awareness of the resistance there? It's think of story form, that's part of the journey. It's okay that the resistance is there. And if we could just make a vision, that's it, and then go do it. Like it's that's not how our human lives evolved? Does that make or play out? Does that make sense? story form tells us that there's you know, I don't know the Hunger Games, and Katniss Everdeen she wants to her her sister's name gets drawn. So she's going to end up in The Hunger Games, and her sister is going to die. She wants her sister to live. It's got a very clear desire. She says she puts her stake in the ground. I want my sister to live. So she goes and does something horrendous that nobody does. She volunteers. If you've seen it or read it, she volunteers go in the hunger game, which is almost certain death, because it matters that much to her. It's our vision is supposed to be something that matters to me in that way so deeply. So and then does she run across a couple of obstacles and resistance to doing it? And does she always want to do it? And that's okay. It's okay, that that happens that and that's why a part of stage one is all about transmutation. When we bump into that resistance when we when we see that we have the vision, but it was oh, that was actually the wrong client, or we have that vision. But you know, it's, I thought was a \$10,000 program, but it's actually a \$6,000 program or not, which I thought was 5000. But actually, you know, really, that's worth 25. And I need to stand for that. Or I, I want to be working in this field that's related, but not quite the same as what I thought it was, or can I really sell a horse? You know, right. All of that is the journey. That's what we're working on here and giving you tools and resources to do that. So Mary Kay, again, it's your question that sparked how deep a dive we went into this. And then Diane taking off from that. So anything remaining around that question, and it's perfect if it is because this is such important work.

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Yeah, I didn't get the part about how to explore the Explore the vision at the same time, the resistances are there, or do I just focus on the way I guess I can go back and forth? I don't know.

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Yeah, and I see you Heidi, give me one second. It's a natural process that is gonna go back and forth. And in fact, it's one of the things in the design of those stages that I've talked to Even voting that we know is going to happen with and for you. As you create that vision, you're going to bump into some stuff we've we've even just we've, we know, because we want you to bump into some things, right? Because that's the nature of things. And when your way of bumping into that Mary Kay is even resistance to creating the vision or any anytime that there's that resistance, it's okay to bump into it. And this may or may not answer your question, but let me explain this and see how this lands for you. And the reason that we so we want that vision, but

also, I want you bumping into that resistance, because there's ways and patterns of resistance inside of us. Our editor has a particular shape. You know, like, Yvonne sneaky editor that was keeping her from going and doing her work was, you know, because it's not always just a, the editor isn't always, you know, telling us that we're bad or something like that. That was a very sneaky editor going evil on your rear good person. You should help family family needs a couple of years ago, right family needs you right now. That's the best thing to do. Right now. The editor can have a really gentle voice and for pre Vaughn to suss out that editor, and to see it's like that's an editor kind of CO opting the best of her and turning it against herself. Right. And then sussing that out, man, of course, that was connected with seeing what was in the weight, both having her vision, seeing what was in the way of it. We're working through that so that she could actually live her vision. Is that giving you a bit more detail on it, Mary Kay, that yes, it is going to be back and forth. We already anticipated that for you. Because that is the nature of the game. That's, that's the nature of story. And as you bump into things, that's where we're going to do a piece on transmutation in letting go. And again, if you think you've been there already before, because you've heard the word transmutation, and I've taught it umpteen times, but it's just like this envisioning is different than it was before. We've done some great work. But I know things I didn't know, like, two weeks ago, and I want to share with you it's at the cutting edge. Right. So Mary Kay is not helping, or is there still a piece of that? And if there's a piece, it's important for everyone, so



1:57:11

go ahead. There's still a pace.



1:57:14

Are you able to articulate it?



1:57:16

Um, I got as far as exploring, not just those stories, but exploring the patterns of resistance. Yes. My what you talked about my own style of resistance? Yes. And I've looked at that before, but I can look at it again, deeper. But the so I feel tremendous pressure to have a vision. I mean, I mean, I did I had a vision, but I don't know how attached I am to it. So and I don't know if it's the right one, and I don't. So, right.



1:58:00

And so that just happens to be one of the forms of your editor, like one of the forms of the resistance to envisioning and it's okay, that it appears in that way. And so that becomes instead of going, Oh, no, I have pressure to have a vision. So now I'm sunk or pressured to have a vision. So I better spit it out quickly for the assignment. Or if pressure to Oh, anybody ever pressure you to do any particular thing that you didn't want to do before Mary Kay? Is it aligned with some previous patterns? Right? Of course it does. So therefore, that becomes it can be an object of investigation. And when we do that things break open. You can say like, what's the nature of like, looking at it as an object of curiosity? What's the nature of having a vision

anyway? What's the nature of pressure? What would it be for me to make friends with it in my own way that might be different from anybody else's? It's, the whole thing is about creating your own quirky path, which itself has a history for you, Mary Kay, right.



1:59:08

And then I say that about this. Yeah, I can attach I'm probably too attached to have any vision so I can unattach a bit. So there, so I can look at more stuff.



1:59:21

Yeah. And some more pieces that we'll look at after the break. We'll help you with that. Because sometimes we think, here's the vision, capital V. And we get scared, right? Some pieces that we'll do after the break that will help with that, and give us a different way to look at how envisioning even happens. So stay tuned for that and that that piece should help you as well. But I think we got there better. We're on Route, right? And remember, it's a marathon not a sprint. So you can keep asking questions. We've got more venues for you asking questions than ever before, to coming up for you in a couple of weeks. Right. And then next week is going to be a week. I'm going to be seeing Taryn, I'm gonna be away speaking and I could have been we could have been meeting next Thursday, but I'm not speaking on Thursday, but I really want I need to give you guys some space for some some things that I'm going to ask you to do next week, that will actually put you on the court creating this right. So not training, but enacting next week. And we'll tell you before we go today, what those things are. So Mary Kate, tools to play now. Thank you for your these are great, great, great questions and great, great investigation. And hopefully, if you had ears to hear, that should be helpful to each and every one of you and don't listen for Well, this is applied to me, Oh, this part, I don't listen to you. Because that's not me. Always ask yourself, here's an empowering question. Not does this apply? How does this apply to me? Maybe for some, it's like, well, I don't feel pressure to have a vision. So I'm good with that. But maybe you have a pressure to have a budget, you feel like Professor, do you have a particular kind of vision? Or you have in the past? Or maybe it's like, no, I don't know how it applies to you. But you do. Right? You do when you look at all this piece about resistance? Again, thank you for that Mary Kay, so important. All right. And Diane, so, Diane, did we address your question already? And are there pieces of it? I know, there's the specific questions you asked. I want to address that just in a minute. That anything about when you said I like some of their ideas, but they don't resonate with me that's about, you know, being in the not being in the driver's seat of your own vision. Right. So hopefully we address that with that. Like the school of teaching Reiki, he doesn't want to work with a client, she shouldn't work with a client. You don't want to create a school of Reiki don't, you know? He's so simple to say, but we can so get Oh, my goodness, the emotional gets caught up there for good reason, too. Right? Like, we understand why it happens. But has that freed up some of that for you?



2:01:34

Right, because I know I have no problem envisioning other areas of my life. That seems like a vision for my business and my purpose and, and moving forward with that seems like it's just all over the place. And



2:01:52

so, so transferring that excellence, you know, and we'll talk, I might not use exactly that language. But as we're talking after the break, you'll see that like, how do I take that if I'm good at it over here? I'm good at it, and then transfer that over here, right? Because sometimes we get all muddled up over here, but don't have to. Alright, so thank you for that. And then you also asked, you know, are there specific questions to ask to guide a person toward their vision by the end again, I'm gonna give you guys some home play that I want you to do next week. Please be coachable. Right, please be coachable. I do my best to be coachable. And then I am not always coachable. I do my best, right. I want you to do your best as well. Because these are things that I think through advisedly, like that will be the best of the best, I've been thinking about it and working with it and talking to team and for months to try to figure out like what's the best way to actually really get there. Not a vision on paper that doesn't go anywhere, but real for your life. Alright, so stay tuned for the end of the things I'm going to suggest that we do. And again, remember a marathon, not a sprint, if you don't pop out of this retreat going like, what I don't have my three year vision yet. So okay, get next week, figure it out, right? And how it happens again, we'll we'll talk about that after the break. And then how would I know that the vision I created is what my soul wants? For me? Well, I love the question itself.



2:03:06

And it's not



2:03:07

that different from an empowering story, like a vision is a piece of the story. Right? The vision is, you know, at the heart of story is somebody wants something something gets in the way, you've heard me say this before. Somebody wants something, it's that piece of story. And, and what I was gonna say about this ham? And how do we know when I've got a disempowering story going well, chicken with my results from not getting the results I want, I'm probably not headed toward my soul's what my soul wants from me like Heidi, right? I want to work with that person, right? So and so check in with my results.



2:03:45

And then check in with my body.



2:03:48

And Heidi even talked about this is like I couldn't get out of bed. It's her body telling her the vision is off in who the ideal client is in that component of the vision. Just to give you some tools to start with Diane. Okay, good. I'm great. Great, great questions. And, again, stay tuned. Yes, there are specific questions, and much many more specific tools and so on resources will go to that after the break. Let me see. I think it's just about Yeah, I would like to go to let me see if we got a break now or one more piece. Let me think for a second.



2:04:22

I think that's a lot. I think that's a lot.



2:04:24

And so there's a lot, right, let's do a mini consolidation so that you can hear what others are hearing in the room. It'll take just a you know, a minute, and it puts a little mini bow around this. This is something you're going to continue to investigate and unfold over the next couple of weeks. Till we meet again. Right. But well, we meet again on Thursday as well but not intentionally focused on vision, right. We're focused on other pieces. So we meet Bill and we'll build on the vision two weeks from now right. Thursday's call really, really important to gather the threads of where we are in all what we're doing right. So I would love to hear from each one of you though. One for two or three words, something that you've gained from this on a ha something opening for you, not more than a sentence, because there's so much more than I want to share with you. But this is really beautiful. Don't think about what that one or two or three words are going to be right now, if I caught you, that's living life, five seconds in the future, be here. And trust yourself that those words will come when it's your turn. Because if you think about the words right now, you might miss somebody else's words. And that's really the gift that you were needing. And when you heard there were a few other words, the person the last word that the person says, right, right before you might change it all anyway, so you know what you're gonna say. So, let it go. We'll be letting go retreat in a couple of weeks. Right? Let it go. So you can be present. And Yvonne, you're in my upper left hand corner. So we'll do many consolidation, we'll do a break. And we'll come back to some pieces that will help you build that vision right? in ways that are real for you and your life. Not on paper, not just not just the paper that doesn't nothing happens very real for your life. So you find one or two or three words. Okay, when it's messy. YES. Anna Maria. Awareness of possibility and inspire inspiring. Nice. Yes. At the obstacle is the way. Yes. Oh, that's good. Yes. Diane. Awareness,



2:06:34

possibility. And courage.



2:06:40

Yes. Currently. Inspiration dreaming and fulfilling my birthright. Mary Kay. I'm



2:07:00

the story behind. I just want to break.



2:07:07

To thank you. And Karen, right before our break to bring some of this

to thank you. And Karen, right before our break to bring some of this



2:07:12

stuff. leaning into discomfort. Yeah.



2:07:18

Thank you. Beautiful. All right. Let's take I know this has been a lot. If it hasn't been a lot. You haven't been here? Well, actually, I shouldn't discount. You may have a different experience of it. It's all experiences. Welcome, right. But we have covered a lot in our first half more than half of our vision retreat this afternoon. So I want to take a good break. What would a good break be? Let's break it until 255. My time to 55 Please do not check your email. Please do not go and check in with the other people in your household and what they need. Please tell them that you can't talk right now. You can't do anything for them are with them. Stay here in the retreat and take good care of yourself. What do you need of Austin a walk, journaling meditation, a glass of water a cup of tea and take good good care of yourself and I'll see you back here at 255 Mountain Time. Alright, see you soon.