

2022_06_23 - Letting Go Half-Day Virtual Retreat - Part 4 - ...

Sun, 7/24 2:34PM 1:37:23

SUMMARY KEYWORDS

vision, hear, letting, story, karen, piece, disempowering, life, big, moment, beautiful, question, yvonne, coaching, potluck, ways, stage, heidi, feel, knowing



00:00

Alright, letting go. Half day retreat, part four. So first part Shavasana. And the deep dive of letting go. Part two, some announcements and some fabulous questions about vision. We've been learning today, but how much vision and letting go are deeply connected. Part three was a deep dive into the the what and the why of letting go of how much it's both in the micro and the macro level of our lives. It's happening all the time, all the time, all the time, and how deeply is connected to



00:34

gratitude to vision to faith to being able to actually manifest what it is that we want in our life. So that's where we've been in this retreat so far. And I wanted to check in and I left you with a question before the break. Oh, just before we talk about the question, what we're gonna do in this section is going to give you some



00:53

let me see, I'm going to ask you, this putt this



01:01

we're going to come back to that question about well, what do you need to let go of to actually enact what's in Science of Getting Rich, right? And then also, well, where is it that we need to let go, what are some of the key places that we want to let go in order to enact that vision in order to get to that next level, and again, I, I can think of 50 places, but I wanted to give you some very key places that if you focus there, there's there's so much movement there. Alright, so that's where we're going in, and then of course, laser coaching, so So



01:31

where are some places where that letting go will help you move into the vision, and I'll talk about how we're going to do that in a little bit. So I wanted to first ask you about the science of getting rich. And the question I left you with was, you know, what do you think you need to let go of what did not think you need to know, what do you need to let go of, in order to enact what Wallace Wattles talks about in the science of getting rich. And they give you some of the points he talks about, just to remind you of some of the pieces in that in that beautiful book. Did you get a chance? And I just say also, if you didn't think about that, that's okay, too. I'm gonna let go of the fact that you, maybe none of you thought about it, and that's fine. Or maybe some of you did. So. Let's just create a space in case anything bubbled up for you in that? Yeah, Annamaria Thank you.



02:21

So mine came up pretty fast.



02:24

And I wrote it down, I said,



02:28

I really need to let go of this identity that I created about myself, of the small self, that has stopped me from living my life to my full potential. And Maria, this is beautiful. And well, I think it's beautiful, because it's one of the three things that I picked, actually 50 Things are gonna be, and they're all good. They're also important in they're all going to be personalized to you. But this is the number to number number three of the three things I wanted to talk to you about. What do we have to let go of? Small self? Yes, I know, that's a big category, small self. But what are all the ways that I can see myself acting as small self, and when I'm doing that, it's going to block that vision every single time. And so you know, that's that aiming for the ceiling and hitting it for example, right? And that I did some training about that you'll you'll recognize the connection between what Annamaria said, and some of the training from the from the Yoga Sutras, right? The cliché is that the very first one is a video, not knowing how big I am. Whenever that happens, I suffer. When I'm acting from small self, I gotta let that go. The Yogi's told me, I'm going to suffer and we don't need them to tell us like check it out in your life, right? These are gonna like check it out on your life, you'll see right? There just observing what happens, right? So, yes, that's huge. That's one of the three categories even that I want you to think about. Like, where have I noticed that I'm playing at small self?



03:57

When I'm doing that, right at the get go, I'll write out all kinds of things.



04:02

All kinds of what I think is possible or not possible, right? So and Diane, when you said, Oh, wait. I don't have to have everything perfect to be able to go and offer that right? Because

wait, I don't have to have everything perfect to be able to go and offer that right? Because small self would want to cross the T's dot the i's make sure I've got it. You know, do it over like for a year and a half before I go to talk to a single person, you know,



04:21

small self and letting that go. Otherwise, how could I even I can't even envision



04:28

I will love myself. Thank you. Beautiful. Yes. What else?



04:35

Heidi, and thank you for pointing me to I want to make sure we get there to what you what you wrote in the chat. i That was great. I read on the break very first thing I do on the break.



04:45

I have to let go of the idea that I can't do what I whatever I choose to do because I don't have formal training as a coach.



04:58

You guys thank you. Thank



05:00

Thank you so much for this, you know it, because this is an example of part two like that. The second thing you know, sorry about, well, how and where do we need to let go. So Anna Maria, that's number three small self, it's right here on my page in front of me. And Heidi is an example of number two. And this is a broad category. But when we remember this, and it's right at the heart of all the training that I do, always everywhere, disempowering stories,



05:27

have to let go of a disappearing storage to do that, do all kinds of things have to suss them out, we're doing all kinds of things are in and around that, in all the ways that we play together here. Right. But that is, that's a disempowering story.



05:41

Don't do it, and it's not like this because I can't fill in the blank, the first I can't fill in the

Because I don't, and it goes like this, because I can't fill in the blank, therefore, I can't fill in the blank, you know, it's one version of the umpteen versions of a disappearing story. For years it is, because I don't have formal training as a coach, I can't fill in the blank.

 05:57

And from that place, I don't let go of that disappearing story. I won't even start to envision I won't even dream as possible. Or I'll do it like a pipe dream, like an exercise, I'll hold myself back because I want to go well, it's probably not going to work. So if I hold myself back, I can still imagine that the pipe dream could work etc.

 06:15

disempowering stories like that one and, and that one very particular for you, it comes those disempowering stories come in, in the form that's very particular to you. So Heidi, so thank you for sussing that one out, then we have in other places in our community, ways to play with that, like to take a disempowering story and use it as fuel for as a launchpad for our greatest success, right? How do we transmute that? What is the value in that and so on, like, we do that elsewhere? And we'll do we may do a little bit of that in laser coaching, but really fantastic, without, without, without moving through that that vision that you talked about on Tuesday is like, Oh, my goodness,

 06:56

it's time it's not 5000 is 10,000, right?

 07:01

As long as I don't break through Anna Marie is about small self, and I'm gonna go back to small stuff was like, oh, maybe it should be 25 cents, right, you know. And then also, as long as you hold on to that disempowering store, if I don't have formal training, as a coach is going to tend to shrink. So to hold to that vision to know it, to actually enact it, letting go of that disempowering story, yes, thank you.

 07:26

What else is here? One more?

 07:30

What do you need to and the question was, what do you what have you remembered or thought through so that you can think through the connection between what we're doing here and what I just you know, assigned to you, like, read the Science of Getting Rich, this guy is

really smart and unkind hearted and visionary, right? And we can dovetail what we're doing here with what he's talking about there. So anything else I'm all about? Thank you, Marnie. And then Karen.

 07:56

The belief that I have to do it all.

 08:00

This is huge. Oh my goodness, Marnie. I am so glad you said this.

 08:08

Yes.

 08:12

You should talk about that university. And I know that it's got all kinds of loaded ways to think about it. But it is, you know, Western culture still has this very old, very racist, even in very, you know,

 08:28

disempowering story about it's the Lone Ranger, you know, I'm the lone ranger, I have to do it all alone. I mean, it totally forgets all of who is around, even in that story, that old

 08:39

awful story forgets that he isn't a web of other people, and somebody right beside him and so on, it's

 08:47

the myth of the Lone Ranger.

 08:50

I've got to do it, it's got to be me. And there can be all kinds of levels of stories underneath that, too. I've got to do it alone. Because only I can do it. Because I know better, and other people won't get it. And then it's not trusting people to write. And there's also thinking I got to

reinvent the wheel, but I'm going to find my own path through and that,



09:08

that I, you know, like, I'm going to reinvent everything instead of like leaning in and learning things and being connected with the community and and and finding out that I have resources around me and ways that I can not have to be isolated because I don't know



09:25

anybody who's not only as a as a business owner, but in any arena who's made it all by themselves. I mean, do you guys know anybody?



09:33

I don't know anybody.



09:37

I mean, and Marie, I think about your, your your your writing coach, right, who's in that world and you've been working with her for 10 years and the depth of knowledge and wisdom and experience it would like it would be on the journey that you're on it would be insane not to do that. You know, of course he wants to know that you're not alone, that you've got that support that you can do



10:00

Get there's so much faster, so much more easier and so much more easily. And it's a cliché of Vidya to like, not knowing how big I am how connected I am Marnie. Beautiful. Thank you. Yes, yes. Yes. Karen?



10:18

The not enough fears,



10:21

not enough.



10:24

We can that one, not enough time, not enough money, not enough resources, not enough

connections, not enough, not enough, not enough, not even saying a couple of them. And the energy goes like this in the room, right? All the different versions of not enoughness, which are all, I would put those all to under the first Glacia

 10:43

video not knowing how big I am. So I don't know how big I am. I don't know how many resourced I am I know yet, you know, and, and that not enoughness will block the creation of the vision, much less a manifestation of it, right. And so I've got to let go of that, you know, here we're talking about letting go, I've got to let go of that, that I've got to do it alone, that I'm not enough. All these are also examples of the disempowering stories that I can carry in as long as I'm carrying them. If I don't let them go, in one way, shape or form.

 11:14

I can't enact that vision. Least I don't know how to do it, or I'm going to do it by pushing and it's going to like come out of my body, etc. Right? Okay, these are really, really great. Thank you for this. This is a really fruitful area of discussion and contemplation, you can journal about this afterwards, I would, oh, this will lead to all kinds of fruitful things for you. So I want to add, I want to put a bit of structure around this.

 11:37

And again, you can keep constantly that contemplating that, you know, what do I need to let go of in order to enact what we talked about, about vision about creation in the science of getting rich? Great, great, empowering question, right?

 11:47

And then the next step is, well, then how do I get let go of that? Right? I want to I want to now how do I let go of it. So the categories I want to give you, I gave you number two disempowering stories you gave that to me, I gave you number three, Anna Maria gave that to to us. Let go the disempowering stories that go small self, and the one that I have taught indirectly, but not really directly before. So I want to teach at least this new knowledge for me to teach it in this way. Number one, under letting go. And this really came to me as I was doing my yoga practice this morning, it's tension in the body. It's a very physical.

 12:25

Because we store those disempowering stories, we store that smallness, we store all that in the body.

 12:31

I mean, you know how if I'm sitting like this, how am I feeling? It's both small self and a disempowering story, right? You know, I'm hunched over I don't believe in myself, my shoulders are rounded. I'm just like, I don't believe everybody sample taller now. Right.

 12:48

But our stories are written right into our bodies as both my yoga work and my PhD work. It was part of my area of study, there are people who study this and understand how those stories get written in scripted, right in our bodies. Right? It's part of what I was working to understand. In my PhD work. Why hadn't you know, I've done some yoga with some of you before, I've helped us actually physically do that. But I've never named it in that way before tension in the body.

 13:15

If those stories are stored right, in our bodies,

 13:19

if they if, how do I know what's the best way to say this? If we don't release them, we stay in those old stories.

 13:30

And so have some way to release tension from your body. Releasing the disempowering stories will do that even I see you Dawn even just breathing better in the moment. And there's tension that's just washed away from your body just in this moment. Now. Did you feel it? Right? So there are ways to do that. But by the story itself, as we let go of the disappearing stories, it has profound effects on our bodies. We can also go there directly, I begin my day not only wish to Boston with my yoga practice, am I 100% consistent with it? Of course not. I'm human.

 14:00

But today, I started with an hour, you know, wasn't even my best practice. But it was an hour of removing tension from my body. And I realized it's such an important component. What I do is more of that unconscious competence. You may have different ways to remove tension from your body. It might be that you you're a runner, it might be that you do Tai Chi, maybe you go to the gym, I don't know what you do, but there's physical ways you be with your horses, you you know, this, right? There's many ways.

 14:30

Oh, goodness, Reiki, right. You know, many ways to release



14:38

stop arguing with the, you know, with people and communicate better, you know, like, just, you know, know that you just have to love me. I mean, there's so many ways right, actually have the courage to



14:54

leave behind a former vision of smallness and unreal



15:00

into your life.



15:03

Maybe through travel, right, Marni so, so many ways to reduce to release tension in the body but, but I wanted to mention it directly there's a spin off effect from releasing the disempowering stories, but directly because I do that all the time walking, even hiking, you know,



15:19

there's many ways that I do it, I'm getting my bike fixed, I've cycled my whole adult life with the exception of last few years, for various reasons, but my bike is getting fixed tomorrow. I'm so excited. And



15:31

I think in ways I discovered story freedom. I spent years at university learning, learning, learning, learning than teaching, teaching, teaching, teaching. And often I've say this often haven't said it recently, but what I really learned was on my bike ride on route to and from the university, because that's how I got their deepest learning.



15:52

And I learned many, many amazing things. I'm so grateful to my teachers, right. So tension in the body, what what to let go of, and where to look for attention in the body, disempowering stories, those disempowering stories will put tension in the body and vice versa, right? tension in the body, disempowering stories, small self, I want to give you those three categories. There's 100, that I could give you. Many, many things will fall into those categories. Is your body hunched up? Are you having a hard hard to breathe? But years ago, I had digestive issues. I couldn't eat gluten or dairy, but six years, I'm fine now. I couldn't have melons, gluten, dairy, bananas, any alcohol?



16:33

I mean, there's a whole list. Can you remember what else? Because it's like my body was no, there were disempowering stories and tension in the body and so on. Right? So



16:44

for have a practice that releases tension from the body. It was an hour of yoga for me this morning. I went for an hour long walk yesterday, I'm going to go I hope for another one. today. I'll go for another one first thing tomorrow morning. Like, what is it the maybe you swim? Maybe you love my bike. I love that. What is it that will release tension from your body, it's really hard to release that disempowering story when the tension is held in the body. As we release the disempowering stories, we breathe better. And we want to be able to breathe, think about onstage and think about Karen's an example for you know, like, something comes up in a conversation or on stage or something.



17:23

Everything the shoulders aren't up near the ears. And you know, and there's physical effects of it, I could speak for a year on this, just one more minute.



17:40

It has very physical effects. One of my colleagues, I have a Fitbit because I like to measure it now you know, and my Fitbit, I'm sleeping better and better, because what gets measured gets done, you know. So what I used to think of is a good night's sleep isn't anymore, because it's getting better and better. And then I know what my resting heart rate is, as well. And I was kind of surprised by it two and a half years ago when I first got my Fitbit because I'm like I thought it was actually what it was supposed to be. But my resting heart rate is for the last three years has typically been about 6565 beats a minute, and my doctor tells me that's good. And




18:17


but it comes one of the one piece that it comes from is releasing tension in the body, it comes from comes from all three of these things. Actually, I'm not a marathon runner, I don't do those things, right, and I haven't been on my bike recently. But it has physical effects in the body. And then you can bet that in that strategy session on stage at an event, meeting new people, whatever networking, like all the things that we do, as you're doing your Reiki session on someone, you know all those things, it has a very physical effect. So





18:49


notice those areas

 18:52
and,


 18:53
and take the action that it takes to let those go. tension in the body disempowering stories
small self.

 19:03
Alright.

 19:04
I wanted to go to back to what Heidi said just a small interlude there because it's really
beautiful. And then I want to talk about well, how do we do that then, you know, look for those
places, if that makes sense that those places we need to let go of those places. Raise your
hand like did I get there? That makes sense? Just makes sense. Clearly, okay, good. Heidi says
one of the places we hang on is chasing after money and security and her words are operative
is chasing after it's like clinging, you know, abundance is your birthright it's meant to flow you
money is like a river it's meant to fluid flows in we we send it out to other people we buy, you
know bought this beautiful chairs. It's like, you know, somebody made this. I love that and
they're taking care of their families. It's meant to flow chasing after that's wrong and as
attachment security as entrepreneurs we take risks, five cling to security, then I can't take that
risk. Right that

 20:00
This

 20:01
will

 20:03
allow me to open to the next stage, letting go of an idea like evens village letting go of an idea
of what is supposed to be the security of even an idea right? And your heart. If you chase it
from an insecurity your heart he says your your heart will never unclench, care about other
people's approval and you'll be there prisoner all the ways that we hang on and then we're
enslaved, right? Do your work and then step back. The only path to Serenity, Lao Tzu then in

doubt, doubts aging, I think sounds sad, right? And so this our spiritual guides in multiple different areas, tell us about this right? And then how do we actually enact it? How do we actually make that real in our lives? So tension in the body, disempowering story, small self?

 20:46

Well, then how? How do we do this? The why comes first, the How will follow, I want to remind you of that, if we don't know why we're not going to do it. We don't know why it's not important, we won't do it, we'd have all the how, and we'll get all twisted up in our minds. But I do want to go right back to the beginning of the call. And I said, we would come back to that, the deepest level of how that I know all these pieces are important to notice them, right, my holding tension in the body, go for a run, it's gonna help at all levels, right, or whatever it is for you, right? disempowering stories, notice it, transmute it, do the things that we know how to let it go, let the editor go, etc, right? Small self notice when I'm just reaching for the ceiling, and hitting it,

 21:28

and have this community will help with that. And there was the opposite of that, in the in the vision call last time where Heidi was, was, I've just loved that he's like, oh, so 5000 is 10,000. In that moment, you knew that? Does it mean, you know that in every moment, the next moment, you might be going? The small self moment? Right? And then letting go letting go let it go? Right? So how do we do that? The biggest way that I know how, going back to

 21:56

near the beginning of the call and what I said about my brother and the call with my brother, it's another reason I want to share that with you.

 22:04

If I just stay there with trying to let go of staging the house,

 22:10

well, I could let go of it. Because maybe we wouldn't find the best part like these are the small ways. And I'm not saying these can be effective. But maybe it wouldn't, we wouldn't find the best person to stage it anyway. Maybe the house will sell anyway. Because even though it's empty, it's a really nice house. And you know, it's a good neighborhood. And, and I can let go of it. Because these are kind of small, letting goes right and working to try to let go. And I'm not saying they can't be effective. Let me think what else can I say I can let go of the staging of the house, because maybe we can find a really good realtor and then the house will sell anyway. And can you see like all these things are workable and can help. But they're also they're kind of like they're tactical.



22:49

They're on the ground, and they're trying to tackle that thing head on. And it's kind of like I can get so far with it. And I can still keep, it's almost like I'm striving to let go.



23:00

But that's not how the conversation with my brother went against why I want to talk about it.



23:06

I didn't do that. And we didn't do that together. I love my brother and he's beautiful. He's heart centered. He's, he's an artist, and a musician and a creator and just an amazing soul. Instead, we went over here to the vision



23:21

and the shared vision.



23:23

And in fact, actually, yeah, so. And then when we said, Listen, you know, I know what our parents would care about is that we love each other. That's all they cared about, that we bring love into the world. And we bring love to this, and that we live good lives. And we were totally aligned with that vision. So I want you to do your vision, you know, play with that really play with that and know it and focus on it and, and work at work and play with it and work with it. It's huge, because when we have that vision, it's ours. It's not some pipe dream. It's not some exercise that somebody told us to do. You own it. And it's really yours in all the ways that we did in the vision in the vision workshop in the vision retreat, right?



24:04

That vision,



24:07

like in the example with my brother, then doesn't that seem small? When I say well, maybe we'll find a good realtor to can hear out there on completely different levels. I can let go of staging the house because well maybe the good realtor will be able to overcome the disadvantage of not staging the house. I enter into like the stratosphere exponentially different. When I come from the vision.



24:30

That other thing is just going to fall away. Do I care about staging the house? Yeah, but it feels like that to me now. I care about my brother. I care about our family. I care about the legacy that we leave for my daughter and my niece and my nephew. I care about the legacy of my grandfather and he said you know what I want to be remembered by I love them all.



24:51

I care about that and the ripple effect over here. How could I be you know, at like huge, you know, app



25:00

odds with my family and then say, hey, come from love and your business, I would be out of alignment in my own business and my own life. Do you notice? Like, it doesn't mean I don't have moments of that? Of course I do. Right?



25:12

But that's the vision.



25:16

The vision, if we keep looking over here at the thing we're trying to let go of, we're going to stay over here.



25:22

Oh, that person done me wrong. That person, I don't like them that person, whatever it is to write lots of stuff.



25:29

180 degrees over here. We stay focused on the vision. That's the big thing that's going on in the Science of Getting Rich two, what's your vision? What's your vision? What's your vision? It's why that's stage one. These things fall away. And then oh, by the way, we live a totally different life. And we build our companies, right? So



25:50

yes.

 25:53

I love interesting that no time I love my bike. I saw it earlier but then I'm like, my mind went over here and I'm back at it right? Yes.

 26:02

What's the vision? And even even like something it reminds me of to that? What's the vision? Well, I'm supposed to I'm gonna ride my bike because I'm supposed to be in shape and it's good for me. No, that's not my vision. Like the deep level vision, the feeling of freedom I can't wait to ride my bike again. Right? And remember vision is something that's a way of life I can't wait to be on my bike again that feeling of freedom that I had as a young university student like cycling to the university it was quiet it was early morning and then when they build the bike path and so I can feel it in my bones can you feel it and it comes from the past and it goes into my future of what I'm going to do you know as I'm getting my bike fixed this weekend I can't wait to be cycling this summer and pulls me forward and then letting go of all I gotta get it to the shop it's got a flat tire now whatever How am I gonna you know let go of that and blah blah blah It's like falls away. It falls away. And Heidi puts it like this the vision helps cut through the clutter to what is really your priority what is really important exactly

 27:02

why we needed letting go right here we understand the connection between them and why it's another why for your vision another level of the why we see important the letting go is and the way to let go is the vision and how to get to the vision is letting go make sense. Alright, jot down your biggest Aha.

 28:28

I'm planning something for you keep writing to think I forgot I wanted to share with you

 28:45

yes

 28:58

finish up that last sentence to get to a place to come back to the later time.

 29:05

I just wanted to add one other tool



29:08

to help let go because I know like taking tension out of the body. And one thing it's it's my way you can find your own ways but music for me. Oh my goodness.



29:20

Music and just because I can't help it. It's so beautiful. I've been listening to her over and over. There's different variations of music that helps us let go.



29:29

There's one called



29:31

let yourself go that was from my grandparents era, you know in the 30s It's like what is it six things Ginger Rogers and something is like a really cool tune. You can look it up, get let yourself go. Like grandmother love that. Yes. music and dancing dancers. And then there's one called by Luba it's called let it go. And so about 10 years ago, I was listening to those songs over and over and over again. And yeah, it was both both about 10 years ago beautiful. went right to my soul. And there's one that I've been listening to you



30:00

Recently and you can find your own but I just want to give you two minutes of this amazing, amazing



30:07

optimize for video clip. Let's see. I think maybe that means I won't be able to see you but hopefully I'll you can hear this. I just want to play the beginning of it. Her name is Malin Moritz. I didn't even know her. My YouTube just landed on her. I don't know, months ago and I've been listening, listening listening to her music can help you let go in the body. So let me show this.




30:33


Oh ziplining in the background there so now I can't see you guys. Hopefully you can hear this. I'm just gonna play a little clip.





30:39


Just so that we can be in the energy of letting go just for a few seconds. I think she's just utterly beautiful.


 30:47
You can hear


 30:49
the second


 30:50
Hang tight

 30:56
hopefully I'll be able to hear

 31:00
you could hear it. I was just I couldn't hear it. My end. Okay, I think you'll be able to hear this. Just gonna play a little clip

 31:10
I'm still not hearing it. You guys are hearing it.

 31:15
Can you hear it? We hear? Yep. Okay, I can't hear it. But you guys can so perfect. Okay, here we go.

 31:58
accidentally hit my video off, too. So I couldn't I probably stopped for a minute because I couldn't hear. But you could hear her voice. Yes, it's beautiful. You still remain unplugged to the wrong thing. That's why I'm putting my camera. That's so funny.

 32:12

Let me put it in the chat for you.

 32:15

So just another dimension of letting go. And this is again

 32:24

so highly on the court, business and life changing, you know, when we do these things, this was called if I got the right one, which I believe I did.

 32:38

Not I got another one of her songs. But this is the one that I've been listening to over and over.

 32:43

may learn more. It's Song for a pure heart. And then since then, I've discovered other playlists by her like just brilliant and beautiful. So

 32:54

she started singing on my phone here. Okay.

 32:58

All right. So why it letting go, why it matters so much places to look for how is connected with your vision,

 33:08

and different ways to release and let go

 33:14

at multiple different levels and how it allows you to actually live a life on purpose and grow your company in a way that is uniquely yours. Here are just some of the places we've been to so far today. And

 33:27

11 33:27
what I want to do is

33:35
instead of opening it up to a host right now, I want to open it up by a couple of questions. And questions here.

33:46
It's not in my binder here. Yeah, no, it's not there.

33:51
Oh, yeah.

33:54
Anything that are bubbling up, bursting to be shared right now? From anything that's happened so far could be an aha, it could be a burning question. I'm not calling for like, hey, I want you to go find that question or find that? Uh huh. But if there's something that will distract you from the next piece, anything that wants to be said, this is a spot for just giving us space. You're asking for our hearts are just burning things. It could it just, you know, if there's something that's like, wow, I really want to say this. Because it's sometimes it makes it hard to think and hear the next segment. Because you want to say something, it's that kind of call. It's a different call than when I'm actually looking for you to go find that Aha. It's like I just really want to say this. Can I say this? Do you have one of those characters?

34:37
Yes, sort of, I guess I'm what I'm hoping to get out of this call is to stop the the reruns that happen in my head. They're the ones that wake me up at night. I don't have them during the day and the day I'm feeling like I'm doing this and this. But then in the middle of the night I wake up and I've seen

34:54
recurring things. You know, thank you for saying this because when I look that's

35:00
Bass, you're you're taking us directly to the next part that I wanted to do. And that's to start doing some laser coaching with many of you here. And the question I was going to ask



35:11

the answer to, which could have been what you just said.



35:16

Here's how he's gonna put it. But you took us right there, you know, what's the next thing you know you need to be doing but aren't doing, you know, what do you need to let go of to do that? Because here's the vision. We'll talk about that more next next week, right? So assuming you have some version of that vision, I'm headed over here. And then there's a step toward it. And there's, you know, like he's like, Wallace Wattles said, it's like, it's acting in a certain way, if we don't act, then it's not going to draw up on our heads. It's like, without action, the Universe by by thought.



35:53

By thought that thing that what we want comes to us by action, we receive it, that's what he says, right? So so we need to act and do some stuff. But things get in the way of that. What, that's what I wanted you to contemplate what might be getting in the way of that. And one of the things that could be getting in the way of that is the fatigue of the reruns in my head at night, that stopped me going to get it. So Karen was already stepping ahead. It's really fantastic. So thank you. I mean, you might think that's a funny thing to say, fantastic. Michelle, don't you understand this is painful. But it's fantastic when we see what it is. And we can dive into it. And again, you were right. It means we're right on track and this call for where we want to go next. So



36:33

So reruns in my head and at night more so at night, it's not happening in the daytime, but at night, and care. So just tell me a little bit more about that. Is it.



36:44

Just say a little bit more about that for like half a minute what comes to mind? Like, when is it? What kinds of things run through your mind? What you know, how does this like just tell us a little bit more, so we can feel it with you.



36:59

I'm a detail oriented person. And so I wake up thinking about how am I going to do this? What's it going to look like? What am I going to offer?



37:07

Will I get enough clients? I have to get, you know, 12 clients at 5000 to get 60k. And any you know how many 100k? I'm just like doing the numbers and right, or the mastermind is am I going to be on stage and I do want to what am I going to do group?



37:25

Right? The other house that right now, but basically the fear of it not working? It's I wake up thinking I can't do this, right? Yeah, got it? Yeah, got it. Okay, thank you for this beautiful example of a disempowering story that can stop you from taking either action or effective action because we start to just go I gotta do this, go do that. Go to that. And we race. Right. Really, really great question. Okay. So I want to share, to address this question, I want to start by sharing a story. And I know that Yvonne would give me permission to tell the story because she's let me tell it before. And



38:05

she would add some other pieces to the story, but I'm just gonna tell this. So when she began this journey in 2014.



38:14

In those days, I was



38:17

working live rather than virtually and and it was local until I decided that it wouldn't that it would be non local. And then and then we built that because we just decided it, and then then that's what happened. And, and so it was local at that time. And so one of the things I did is I gathered people, we had a potluck. We did this a couple times, you know. And so we Vaughn came in, and right at the very beginning, it's like, here's going to be a potluck. And she said, Okay, well, you know, what am I supposed to bring?



38:45

I saw it's a potluck. Bring what you want.



38:50

Like her like you. She's very detailed orientated. She's very, you know, says like, that's your spreadsheet, you know, and that's, that's you too, and it can be both. It's a double edged sword. It's a deep gift. And it's also can hold us back, right? So like, where's the spreadsheet?

Where's the checklist? And sometimes spreadsheets, a checklist, like we want those two, they can be really, really helpful, but they can also hold us back. She's like, Are you kidding me? Like and it caused her deep angst? Like, what if we all bring desserts? What if there's no chicken

 39:21

and it really truly was giving her heart palpitations isn't one of the most important things we did. I'm like Yvonne, she's like, I'll create the spreadsheet. No, you Whoa, like this is potluck like this was her work early on. But I can it's easy. I can no you can't I'm it's my potluck. You're I'm doing it like

 39:42

it's a bit of early tough love. You've heard of the later tough love this is early Tableau. This is my new chicken take it in 2020 This is an early potluck tough love with Yvonne.

 39:53

So

 39:56

I asked her to do that because like we disaster eyes you know

 40:02

And that is like waiting for the other shoe to drop. Its living life unconsciously in the genre of tragedy is one of the reasons we do this. And maybe it comes from and it may be each one of you might have some aspect of this. And Karen has a big, you know, blueprint that way inside her like one of the ways that her editor comes up, or gift enter editor and Yvonne matches that right? That part of us similar, right. And so if I just said here, you can organize that we never would have tackled that editor, you get what I'm saying.

 40:31

And so, living life unconsciously, the job of trying to something horrible is going to happen if we don't organize this. So I talked with Thomas have, you know, like, maybe everybody will bring desserts?

 40:44

Oh, well.



40:47

Yeah, John's gonna Yay.



40:50

All good. It's okay. And as it turned out, we'd like to be in a beautiful spread of all kinds of things. And Yvonne tells the story, she still has that spreadsheet inside of she's like, I think what she says now she's like, oh, let's bring chicken and and, and dessert because then at least we're covered. You know, it's still part of her still wants to hang on.



41:11

That she moves through that? Because, well, what if it's all desserts, and it's, that's about a potluck, but it's always that?



41:21

What if it's just desserts, that's okay.



41:25

And that's that piece of the Science of Getting Rich, the man prepared everything. And it failed for an inexplicable reason, something bigger way bigger came along the next week that he never could have anticipated, he never would have picked, you never would have, you know, agreed to the first deal. You know, if you knew the first the next one was coming.



41:43

And that's.



41:48

And that's faith. And that's faith in that I'm going to have like to bring it down to earth level to like everyday level, that I will have my coffee in the morning. Or maybe it's just even, I'm going to have a beautiful breakfast with Dana or whatever it is. But attached to the how is gonna cause its attachment causes suffering, the yogi say, and here's one of the attachments and one of your go to disempowering stories, attachments is the how



42:16

I have to know the details of how otherwise something's bad's gonna happen, that's gonna

happen. And probably there's like, there's a history and you could even tell me why and something we're in childhood, something from last year, something from you know, and maybe some situations that felt out of control or whatever, wherever it came from, that I have to be in charge of this. Because I have to know the details of it, or I will not get there.

 42:42

Yvonne learned it with a potluck, even though like I say, there's still that she'll tell she would tell the story a little bit differently, I've got to cover because there's a chicken.

 42:50

But she let go of the need to have the spreadsheet

 42:54

still worked out. And this goes right back to chapter seven and gratitude.

 43:02

Because I have to know that things worked out.

 43:05

If I constantly thinks that think that things didn't work out, then I'm going to be counting all the things that went wrong. And then that's going to be my history. And then I look to the future, trying to stave off the history. That's all these things that didn't work out.

 43:21

And so I better get all the details, right? Because before I think I didn't.

 43:26

And again, some of these pieces might be for you some it's like I'm seeing some deep nods in the room, like different parts will be for different people. And so Karen, I'm thinking both directly about you. And then what, how that editor tends to manifest and that's similar with the volunteer right. And so

 43:47

um

....,



43:51

so I want to go to my daughter for a minute here, too, you know, sometimes we wait for it to be super painful, like my daughter was really struggling an internal convert back to in just a sec, but my daughter was really struggling in this health care field. And it got darker and darker. And sometimes you got to hit the wall first. Until it's like finally you know, broke through. It's like no and, and in this place, she can't control all the house because she's actually living on purpose.



44:17

So she doesn't have it all worked out. She had every single detail because my daughter can do that too. Every detail was in place in her journey before and is still was all the schools accepted her. They all wanted her to come but she just said no. Over here, not so many details aligned with us kisses a newborn baby vision for her.



44:41

She's a lot happier. She's had to let go and now she's enjoying her coffee. You know? So this isn't just one single there isn't like, here's a one stop answer. But I want to give you some of the building blocks some of the ways to think about it to help to there's some, you know, tactical ways on the ground that we can release that kind of like how I could really



45:00

About the



45:03

staging house, well, I can bring in the best realtor, etc, etc, you know, reruns the night like, I can tell you the things that I do now I read a book every night that relaxes my mind, I've got, you know, a head, you know, the thing that makes my room dark by the head to call like a mask. So because I've got light coming into my room, and so I make sure that it's dark, I open the window, because I know that, you know, my sleep has gotten better because of that. So there's these tactical things. But when we see that



45:33

when we see the shape of our editor, it's on the other side of that, also, when I see you, Karen, and just once, that's also our gift, right now, and we can come back to if there's something else, or maybe we already answered it, I don't know. But when we see that editor, it's also our gift when we when we understand the gift that's there. Because



45:52

I know that from you. And I know that from the time that we spent together deeply in the last few weeks, I know that from Yvonne since 2014, you have this parallel with each other, not the same, but parallel, similar.



46:07

That



46:10

is also part of your gift.



46:13

And I can bet and I know this of you too, but you know, you're really organized, you tend to details you don't, you know, you're not going to like let things drop, because there's, there's a structure that helps people feel safe and cared for. And all these things are the flip side of that.



46:29

So in pushing away that, you know, but stop reruns. And that's bad, and I'm doing something wrong. And I'm not what who I'm supposed to be, it's also your deep gift and to, to embrace the gift part. And then let the part that deserves you go and Yvonne had to just take a deep breath



46:46

and go in there and go to the potluck. Right? And,



46:50

and,



46:52

and it's why also,



46:55

strategically, there's some pieces that you're asking for care, particularly for you. But that for

strategically, there's some pieces that you're asking for care, particularly for you. But that for that part, and that's in all of us that wants that we you know, we all have moments where we're not in control, and we want to be in control of the details or whatever it is, right. It's particularly for Karen, particularly for Yvonne and resonant ways.

 47:15

But why sometimes I am going to probably feel elusive to you. Sometimes it's going to be intentional, like with the potluck, I could, Yvonne would have happily organized that potluck, she would have felt so much better in organizing that potluck, she would have breathed better walking to that potluck, and she wouldn't be where she is today.

 47:38

If I don't organize a potluck that way. So sometimes I'm gonna say the same thing that Diane I know you've come to, it's like, Wait, I don't have to have all the T's dot across I's dotted.

 47:48

I'm going to ask you to do it before you feel ready. Because otherwise you're going to always be crossing the t's dotting the i's, always you're going to be moving at a snail's pace to compare to how quickly you can be moving. Because you're going to be rushing and going slowly. Are you going to be going slower, and not rushing so much, and not always feeling ready, but gaining the confidence that comes from knowing your own beauty, knowing your own worthiness knowing that you have so much more to give that you won't be tempted to go get another certification?

 48:23

Do you get what I'm saying about the certifications? It's the flip is the very same editor

 48:29

and you another certification I need more. I'm not enough. I need to make sure I've got everything covered otherwise something bad's gonna happen.

 48:37

That's not true. And then there's the gratitude piece is like whatever happened. What am I grateful for in this in Shavon you might not have liked 99 things but what's the thing you love? So we train our attention there and

 48:52

this happened I want to tell you a very specific this I think the story will help as well. Yes enticing I'm a detail person, a real person to your Garrett I can relate to you

49:03

know that that can serve you. And then in building a company we're off into the unknown a lot.

49:12

And powerful stories are the heroes in our powerful stories. They don't know all the pieces of the onion, they don't know exactly how to get there. They're doing powerful things and are powerful stories about powerful heroes are like that, because that's how it feels on the journey.

49:29

We figure it out as we go. So that's one of the pieces no the gift of that was deep gift in that. But also there's the letting go piece that I'm going to learn to let go and for Yvonne it was through a potluck. One of the ways that we did that.

49:46

And there were other things as well but just noticing what's coming up and letting go of little pieces of it and then noticing what did workout so that you you exercise that muscle it's not once and done exercise or that muscle of like look that we're

50:00

Don't look that worked out. Look that worked out.

50:06

So, Karen, I know you had your hand up, did that already covered in what I said? Or is it something else wanting to be said about that?

50:14

That was all very good. Thank you. You asked the question about, I wonder where it came from, and just real concisely, in my personality type coding training that I do the different personality types.

50:27

11 50:27

The knowledge personality type in me, it's not that knowledge. People have to be right. But they're afraid of being wrong.

50:36

That the discernment in it is big, right? It's not that I'd be right. But I don't want to be wrong. So people are high knowledge are the ones typically that want to sleep on important decision before they make a decision. And then where that came from was about pleasing my dad.

50:52

Right. So I just came in, that's my tears. Oh, there it is. There it is. Well done.

51:00

Well done. In noticing that. Yeah, he's gone. No.

51:05

Yeah.

51:09

So thank you for pointing that out. Yeah.

51:12

Because we carry these stories, long after the person has gone or out of our lives are gone, you know. And we don't need them there to be saying it. For it to be happening. And I am so happy even though it's hard in a moment. Way more fun on the journey. Let's say like, gonna be hard moments, right? Way more fun on the journey when you find out. Because otherwise,

51:42

it's a this is this, this is this moment, right? We continue on, and I'm going to try to get it right. And I'm going to put all the pieces together. And I'm really living that. And can I tell them the example that we know, between us, Karen, you end up mowing the lawn? Don't you? Over and over and over and over and over again? Wanting to get it right?

52:05

Yeah.



52:07

Diane, I see you and it's often like this right?



52:11

on somebody's attention, then we're going to run our companies that way, we're going to want people's attention and we don't need to do it. We're such, you know, such heart centered people in the room, we're really trying to serve, but that thing is the disempowering story that we so it's like time to let go of it. Because we want to let go of things that we could, that could be there at a certain stage, but at the next stage of the business, there's no room for that anymore.



52:36

That that that that needs to be let go of is my analogy for that is, it's like, let's say I decided that my task is I want to take the garbage out. That's all I want to accomplish in the world. I can be mad at my daughter, I can be in a big feud with people like me, you know, I'm saying I can I can, I can hate my neighbors I can, I can not know where the corner grocery store is like, a whole bunch of things can be going wrong, I'm gonna reach my goal



53:02

of taking out the garbage, I might not feel really great in my life, if that's because I'm reaching for the ceiling and eating it.



53:08

But then if I have that vision that scares the life out of me, like hiding that moment of you know, he's no 5000s 10,000. That's her in that moment owning it, she might forget the next one, but in that moment, owning it. Now, at that level of vision, if I carry all that stuff to the next level, I'm leaking too much energy, and there isn't the energy and the focused intentionality for that next level. Yeah, and that's it too, right? You're hearing this good, good, good. That's why we're doing this letting go at stage one, right. And like, we've never done it before. I've never trained like this before, a lot of unconscious competence brought to the surface for you guys. Like how does this actually happen? Why and how on the watch, you can actually get there. So yeah, without this, this is, and Karen, thank you for this. And Karen, you guys all know that Karen was there as I was speaking, thank you, it was so beautiful to be in front of the audience and why all I want them to hear in 20 minutes is that stories are everywhere.



54:07

11 54:07

They hear that and they really get that they can start to be in this world, but they're not ready for what Karen just said yet. It might be they could even be soon but they're not ready to hear that yet. But there but but that one piece and to know that stories are everywhere. And then this is how it gets enacted. They're empowering and disempowering stories you can choose. It's what I taught from stage they didn't know that it was this at Karen is saying here

 54:30

to let go of that disempowering story so that your otherwise you have all the right structures and systems you keep getting another certification you you keep selling you know 1050 cent widgets you treat, keep trying to get it like sound familiar. You keep trying to get it right and you got to perfect it even more before you can be worthy enough to stop charging 50 cents and then we go to \$1 and then we go to \$1.50 or whatever your equivalent of this is 200 1000 2000 It's all the same to me.

 54:57

And we're always unworthy and we're always trying to strive and then we

 55:00

wonder why we can't get there and then our conference confidence erodes, you find that one disempowering story and you see it, it's going to run over and over and over again in different places. Karen, thank you for finding it here.

 55:12

That alone will that knowledge, that awareness will help you unplug it.

 55:20

And you can do all the tactical things in the world, like with, you know, I the way I unplugged in a tactical way

 55:29

the needs to stay at home. Well, I'll find a good realtor while I'm still staying over there. Yes, they can be helpful. Well, I'll put on you know, our time management things or sleep help you know, and put on the mask and do all those things, those are good to do, you can do those too. But at the root of it a story.

 55:47

11 55:47

At the root of it is letting go of a disempowering story. And seeing where it's playing.

55:55

Don't have to do you can stop mowing the lawn.

56:00

You can stop mowing the lawn.

56:04

You can grow your garden or throw your party or, you know, go for a hike or what you know, your vision, your life, what you choose. And then everything gets so much easier.

56:20

Thank you, Karen.

56:22

Yeah. So that was my aim. From my question of what's the next thing you know you need to do but aren't doing and what do you need to do? Let go have to do it. And Karen, for Karen, it might be well, I need to even be able to see what the next thing is. Because I'm there's so many things running through my head. Right? That's how it works. You've been answering that question. So how do I start that second, you can clearly see what the next thing is. That's that piece, go back to the whole retreat on vision. If you listen to that whole thing, after this moment, you'll hear the whole thing at a deeper level, you hear it in a whole different way.

56:51

Fabulous. Thank you. All right. So here's what I want to do. I, I asked you that question. But I think what I want to do is just open it up generally, to a couple more of you to be able to do that kind of. So was that Helpful? Helpful to you? Karen? Right? Helpful. I mean, I was watching your faces around the room. I'm like, if that wasn't helpful, go back and listen to the recording. I'm seeing nods around the room. Fantastic, okay.

57:19

Who would like to go next with something that, hey, you know, is in the way of you doing that thing? Or you have the vision but can't You're no, you're hanging on to something that is not allowing you to believe your vision, I'm going to let it be a little more general.



57:35

I had a more specific question I was going to ask, but Karen inserted herself into this laser coaching without me even asking the question. So just gonna see how that sits? Is there something that you know, like Karen did this that feels like it's a sticky point for you? There's something you should be doing. But you know, you know, you should be doing but you're not doing it? Yeah, Heidi, there it is.



57:58

This is as of this morning, so it's very fresh for me.



58:04

And it's related to the letting go of the original vision of Ethan's village and expanding to Ethan's happiness.



58:17

And then the how of that now. Yeah. And, and also the realization that I want to work with my ideal client is is not me at the beginning and agony it is it is me.



58:34

Two years ago, a year ago, someone who is ready to let go of fear. So I want you to stop there. Because did you take all that in of what Heidi just said? There's so much wisdom already in how you



58:50

posed that setting up of the question even



58:55

thank you, who our ideal client is, what stage they're on, on the in the journey, can can can make or break a company. It won't make or break as long as you know, you can let go and go to the next iteration of it right, the next iteration of the vision, like we talked about with Anna Maria's vision, right? The earlier iteration of it was somebody like me at the beginning when I was falling apart, that one shift, changes a company changes a life letting go of who you think your ideal client is, you take your best shot at it. Go do the work. Remember what we talked about from the Create your offer, right? Go do the work with a real person and allow that to that's a letting go. It's a deep letting go allow that to shift your vision of who you're who you

are, what your company is what you're doing. And that can feel so much better. So the all the pieces that you've already done, Heidi, this is huge for your company. For that if you were trying to build for that early version of you

 1:00:00

Oh, you could same with Karen, you could have all the structures, all systems, have somebody build your funnel, have somebody, you know, build you a \$50,000 website, like all of that stuff.

 1:00:13

And it's we can project we can foresee what's going to happen six months down the road, even with all that, because of that one piece that hasn't been let go of that one.

 1:00:27

That one piece of letting go. And that one part of the story of who it is that I want to work with. So just wanted you guys to hear the background before whatever it is that you want to bring to us. There's a lot for all of us in this, thank you. Well, related to, and part of it is letting go of what I would be doing

 1:00:47

with them, and that I'm a little shaky right now to even say this, because

 1:00:55

I feel

 1:00:58


I feel like I'm honoring myself to say,


 1:01:02

my energy, what lights me up, is in


 1:01:09


telling my story and making connections, and not so much the coaching piece,


 1:01:18
and the let it end. But then what about the money,


 1:01:22
and no digital. And so


 1:01:27
I really am letting go of


 1:01:32
monetizing as a word. And then thinking I'm not


 1:01:39
to the science of getting rich.

 1:01:42
I I'm not going to look at the fear, I'm not going to look at the why not. I'm going to look at what is possible.

 1:01:54
If the world is different,

 1:01:59
even though it feels really scary.

 1:02:03
And to like Haiti, but change the world, make it a kinder place. For people who are different.

 1:02:12
It's too big too much. What are you doing? How are you going to make this pay? What are you

doing?



1:02:19

And I like I don't care, I



1:02:24

I



1:02:28

can hear the deep letting go. And sometimes it's even hard to articulate it. You know, like, I know that I'm in the midst. And unlike Heidi says this is fresh this is like today. So I know that I'm in a deep, letting go of an earlier version of it. And I'm in the process of the same thing I was talking about with Anna Maria, such a beautiful vision, that part of your work is going to begin letting go because it's it's going to shift and grow with you. And I can't tell you exactly which piece will shift and grow even. Right. And Heidi if for instance, if somebody had said to you will Ethan's village to let go of that that's at a certain stage that would have been Are you kidding me? And don't you hear what's important, right? But then the next level next version of yourself, here's the motion, there's an even deeper version that sighs getting rich, that same story again, the next level, you know, there was a deal, but the next one was even so much bigger, trusting that the next one is so much bigger. And so.



1:03:26

So



1:03:31

here's the thing I want to say Heidi,



1:03:34

sometimes our editors are so sneaky.



1:03:38

This feels a little bit like the moment in 2020. With with Yvonne, I gotta tell you,



1:03:45

because



1:03:48

and a little bit like when you were finding out that you were bumping into the wrong client.



1:03:57

And then which piece do I want to let go of?



1:04:01

So



1:04:06

just waiting for the moment. So you'll hear this easily. This is really beautiful. And I don't know if you'll love this immediately, but you might and I think in the long run, you're really gonna love it.



1:04:18

And you may love it. Now we'll see.



1:04:25

You just put your stake in the ground for an even bigger vision two days ago.



1:04:31

And you knew it and owned it in that moment.



1:04:34

And then in the owning of that moment, all like you saw the value of the work.



1:04:41

Right in a moment. It's like, this isn't 5000 this is 10,000 Oh my goodness. And I was still trying to align with five and now it's 10 and then we scare ourselves



1:04:52

and we scare ourselves in the moment we know that



1:04:57

and then the scare



1:05:00

See starts to come up. Because it's like BOD how, and I was like gonna happen. And so then circulation, I start ideas circulating about the money and about the vision, it's not surprising that they're coming up right now.



1:05:13

And,



1:05:14

you know, when you said, but it's not so much about the coaching, it's just interesting to me because it's like, this reminds me of the moment to when you said, Well, I'm not gonna do that I'm gonna go and sell widgets really is how I heard it, right? I'm just gonna go reach a lot of people, but I'm going to keep them far away. Because they hurt. Would that be accurate?



1:05:36

You know, before when it like, I want to reach a whole bunch of people that were so are so broken, like I wasn't the beginning. But when I'm up close to them, they hurt. So I'm just gonna go and put on YouTube or something like that. I'm not saying YouTube is bad.



1:05:47

But like, there's a piece of that's the small self piece right? To let go of that into No, no, I can work with exactly the person that lights me up. And then all the pieces in the high tech virtual retreat and all the high ticket work. And then you're so deeply in the knowing of that a couple of days ago. And then there can be editors that come up about it. And there's both editors and owning pieces that you're doing right now, I think because the owning it is



1:06:19

when you said like what lights me up is when I got to share my story

when you said like what lights me up is when I get to share my story.

 1:06:25

And not the coaching piece. And then but what about the money piece, it's like all kind of feels typically kind of kind of tangled up and hard and scared. But also on the on the edge of something big do some journaling, you're on the on the brink of something really good and really important, right? But the thing about like, the irony is,

 1:06:44

like, before, when it was the wrong, I'm trying to find the words to say like, which piece do I want to let go? This is what I'm trying to aim at here. Which piece do I want to let go of? And when you bumped into your wrong ideal client, it was like, let go of the ideal client altogether, almost, like let go of that person's like, no, just find the right person? Does that make sense of it? Right? And then it's the same thing. It's like, Well, I think it's not the coaching and this is a piece it's a little bit like were saying like, like Yvonne like,

 1:07:11

well, I don't know how he like your highest level clients who really, really get it, who are on the path with you, and who've lived and experienced much like you and are just a little ways away from you and could could learn from your wisdom, your knowledge and your story. Who's gonna want to hear her story more than them?

 1:07:30

Are you hearing what I'm saying?

 1:07:34

So it's right in that it's not running away from the idea climb, but go deeper into her but just see, just adjust it. So it's not the early version, it's a later version of you changes your company. And I'm saying like, like I was saying it kind of in your face thing to Avon, but I'm saying kind of in your face thing to you a little bit. Even when you're this vulnerable. She was vulnerable then to but I'm trusting that you'll be able to hear my words, right? That

 1:07:59

that's not a negation of the coaching. That's the exact place where it's not the only place for it.

 1:08:06

Oh, watch me telling all these stories here. Are you kidding me? Right. True.

Oh, watch me telling all these stories here. Are you kidding me? Right, true.



1:08:12

True. It's the immediate exact, perfect venue for your stories.



1:08:20

Who more would want to learn and meet and learn from your stories?



1:08:26

Right.



1:08:30

So to me what's happening and again, only you will know when you look in deeply when we won't look too deeply. She's like, Oh, yeah, it's like that. I'm not presuming to know for sure. Because it's your story and it's your life. But here's the piece that I'm hearing and that's that



1:08:52

you're okay, if I go to the you know, that kind of tough have already been doing that. But I'm seeing you taking this in, even in a vulnerable moment. Because I know that you can hear I know you have the capacity to hear this right. And then this is for everyone is like which piece do we let go of? It's sneaky. Our editors are sneaky.



1:09:11

And our small self will will ask us to let go of the wrong pieces wrong for our lives and our vision.



1:09:20

So earlier on, it was like working with the ideal client is painful. So I have to push her away further away. And I'm going to talk to lots of them. Instead go deeply into that ideal client know them like JK Rowling knows Harry Potter and and find out which one you're meant to work with. Well, I don't know what you know about where the money comes from. But I know that what lights me up is telling my story. So I will let go of the fear and maybe it's not about the coaching



1:09:50



1:09:50

about what's possible for the world is different. I mean, that's really opening that's really beautiful, right?



1:09:55

But that very same thing that that feels like the thing that you do



1:10:00

Want to push away? Is the very route toward it?



1:10:04

Huh? Okay, oh, I see that. Now you're seeing it right. So and you've been you scared yourself two days ago by the bigness of your vision. So then you pulled back both from the money and the coaching that are the very route to getting you toward what you are telling us you're wanting.



1:10:23

Reality. Yeah, that was like, that was really deep dive level coaching that was not at all surface level.



1:10:31

But you guys are ready for this? Did you? Did you hear what I was saying?



1:10:38

Because each of you has something of this for you.



1:10:43

We create a vision that is so big that scares us, we're accidentally going to push away a part of the vision.



1:10:53

And then it's letting go of getting getting support to and finding out so that we can actually stay on track with our with our vision. And again, it's gonna shift and change and grow. And if Heidi you said, no, like,



1:11:09

I'm gonna be it's gonna be extreme so that you'll be able to hear it. If it goes no, are you kidding me? Michelle, like the idea of coaching anybody makes me want to vomit? Right. And I just like I say that I'm not doing that, I would hear that. And we would adjust. Do you know?



1:11:25

Anna Maria, again, is a good example. Like, I don't know, I think with Anna Maria might be selling a horse, it might be something else. But it doesn't have to come in a particular form.



1:11:35

But I think it's the the editor will try to push away the very thing that is the root there, out of our own fear got to let go. And you said it about the fear, letting go of the fear. And I heard you pushing away Firstly, it like, was a couple of months ago now, pushing away the ideal client, and then pushing away the coaching. And these are the very things that are the venue for the very things that you're saying you're you want.



1:12:00

They don't have to be it's not the only route there. But we scare ourselves. And we pull back from the vision that does that ring true for you, Heidi?



1:12:09

It does, I think what was happening is because of the experience with the person who was not the ideal. And



1:12:19

you talked about the body and feeling the energy drained from my body. I have not yet had the experience of coaching someone who would replenish my energy. And I am coming from like, well, I'm trying to honor my own energy with this, and oh, my goodness, I don't want someone else who will drain me and I'm making a linkage, that the ideal client will also drain me when in fact, it's probably the opposite. Thank you. So it's letting go of the idea, which is a disempowering story that we've created by how we're looking at our past and what we think happened. Right. And but remember, again, in the sense of getting richer, keep going back to that one story, this thing, you know, failed in an inexplicable way. But he carried on he knew something bigger was enroute. Right? It's that every single piece in that book I just is genius, right. So

 1:13:18

letting go of the fear letting go of what happened in the past, letting go of the version of what happened in the past, you will send her blessings in the end, because she has done so much to help you construct your your vision of what you want, from Ethan's village to Ethan's happiness from who the ideal client is not you at the beginning. And both of those years are beautiful. But that's just not your work to you a couple of years ago, that's a completely different client completely different life for you and her completely different outcome for your life and your world. And then letting go of the idea that it's going to be like it was before I had this thing happened. It didn't go well. So this probably won't go well. So I got to stave off and I'm going to push it away. That's division aversion, pushing things away. And the yogi's say when we're in a version, we will always suffer.

 1:14:08

Oh,

 1:14:10

right. This is it on the court. So I wanted to dive in with at least a couple of you. So we could see how this works. Right on the court.

 1:14:23

If you heard what I was saying the intricacy of all the components that we've been talking about the whole retreat coming together from the help that from the vision to the letting go to also the gratitude because gratitude is also a piece that can enter in there because right now, I'm not saying like artificially feel grateful. I'm so glad that you were an awful person to work with. I'm just being honest, right? That person that you worked with, right? That was hard. That's like artificial surface level that and that's not what I'm talking about. But

 1:14:58

looking for and find

 1:15:00

meaning the opening for that deep level gratitude that you're a deeply grateful person, but it's not in you yet.

 1:15:07

Instead of gratitude, there's pushing away in fear. That's okay means you're human. asked my team asked my daughter, if I've done that. Are you kidding me? When was the last time

probably yesterday? I don't know, you know, it happens. It's okay, that that happens. I hat seeing that start disappearing stories sooner, noticing what's happening, not the assumptions will still go as deep. But you know, some some people get stuck there for lifetimes.

 1:15:31

We can turn this around. So so quickly, it's why I'm so excited about our q&a times to where you can bring these questions to me, we can do a deep dive and see where are the places where you're getting stuck. And sometimes where you don't even know it. And this in the form, it's sneaky in the form of what sounds like a part of it wasn't next level vision. And part of it was an editor. And part of it was a version pushing away that that

 1:15:57

non ideal version of your client, instead of being able to look back into the past with gratitude, and it doesn't happen automatically. It's not happy face and empty gas gauge. It's It's the story of somebody know the story about Carly past, present and future. It took work for Curley to see that past, Carly differently, you're in the same process right now.

 1:16:19

This is also the past self, there can be a beating up on past self, I should have known that or maybe I shouldn't have worked with or whatever it is, I don't know what's going on inside you. But it might be some of those things, right? Maybe if I've coached her better, or maybe there could be all kinds of things wrapped up in there.

 1:16:33

So grateful for that URL yourself sending blessings to that URL, yourself letting go of that negative picture of that interaction, even if it was hard, being able to come to a place to see the blessings and you don't have to start in the hardest place. That might be the hardest place to start. But instead, you could think of somebody that you've had a conversation with maybe it wasn't even somebody that you were working with. You had? I don't know. Have you ever had a conversation with an autistic, you know, an autism mom, and you made a difference?

 1:17:03

Yeah, I mean, having more of your energy there, Alexa Voss and 100 things I didn't like, but the one thing I loved, oh, that was a big, but I didn't like Michelle, it means you're on the court doing the work.

 1:17:15

Entrepreneurship is the biggest personal development training that I know of, because it, it forces you to face yourself in this

forces you to face yourself in this



1:17:26

and see where you're pushing, and see where you're



1:17:31

letting go of your own vision, and then having the opportunity to put your stake in the ground and, and to be this raw and authentic. Like this is fabulous, thank you, because that is what brought brings you to that next level. And then everybody learns, right? So thank you for this. It takes, it takes courage that takes putting your stake in the ground to be this raw and vulnerable here, right, and then even to be coachable in this moment.



1:17:58

If this was our first time meeting, and I didn't know you No way, I would have just said these things. No way.



1:18:04

Because I would be judging it. And I'm like, will you be ready to hear this? And it could backfire. Right? Didn't you hear me? Did you hear what a vulnerable moment this was, and did you know, but I know you're ready for the next level. So we went there, and I'm hearing you all to sing this. And that is that next level of letting go. That's that next level of holding to your vision. That's that next level of knowing what your birthright is of the work that is so much more fun, so much more engaging, and and standing for that and knowing that you are worthy of that, that that is your birthright.



1:18:43

And that nothing wrong happened before us that lesson of that story that have continued to go back to four or five times on this call from Science of Getting Rich, nothing wrong has happened.



1:18:57

You will have already and will continue to learn from that. And the clients that come to you from here. You'll I believe eventually you'll be sending blessings to remind I feel like that maybe even for a year, maybe tomorrow, tomorrow, I don't know, maybe still an hour from now, right? Because you will know who that person is that you want to work with so deeply. And then the value of the coaching because again, you scared yourself with the bigness of your vision on

Tuesday, I do believe right. And so it's owning that and coming back to that, and then what price point you should offer it at this 5000 But you know, it'd be 10,000. Now, what's the actual price point that you should offer?



1:19:36

Think of all the high ticket virtual retreat we'll come to Why do virtual retreat 2.0 In July,



1:19:41

but that's the calibration inside you. And remember, it can be 10,000 you can offer to the first person for 5000 if you want



1:19:50

but I want you to know and come back to that note in your bones at 10. And note even to be 20. Now I'm not kidding at all.



1:19:57

That takes the work of actually seeing big



1:20:00

of seeing who we really are.



1:20:03

You can't see you how can you see the person in front of you




1:20:09


owning it? And then why would you push away the exact audience and coaching, for instance, where those stories uniquely belong, where they will uplift, probably more than anywhere else in the world, although they'll look to uplift in beautiful other ways as well. Elsewhere,





1:20:28


is pushing away the very thing that allows you to achieve your vision because the editor when we get big theater goes down, don't back off these all.


 1:20:37
Let that go.


 1:20:39
Don't listen to our editor letting go don't let go of your vision. Right. The editor will ask you to is this more like abandonment? Abandon your vision? Because the editor is scared. The vision is beautiful. You are beautiful. It's your birthright.

 1:20:57
Yeah, I see I heard.

 1:21:02
Thank you for being courageous enough for being vulnerable enough to share this because I can't think of a better way to tie together all the things that we were learning about today. You're hearing it Yeah, I see you nodding. Yeah. You see Annamaria. You got it. Yeah, I see you. See you all in this room. You got it. All right.

 1:21:19
And Karen? Yes, the answer is yes. I just sent me a note. Yes. Yes. Glad you're here.

 1:21:26
All right. We are already a few minutes over, but I could not just leave that hanging. Heidi, feeling complete for now around this. There's going to be much that will unfold from it. But I want to leave you in a place that is okay. For now.

 1:21:43
Very good for now. Good. Yeah. This, what's just happened. I know you heard it. And what just happened was beautiful. This is a this is another moment like this, right. And then do some journaling, go for a walk right. And it's true for all the good ears to hear what's happening inside it, there's a there's a part of that that's happening inside you to around all those pieces that we've been working with the vision for letting go, how they're connected, where the gratitude comes in. Why have astroturfing signs of getting rich and read it more than once and I hope you'll do the challenge because I couldn't hear that even after reading eight times. It was it took me reading it over and over again to hear the depth of it. Right. And I want to read to you here like I did on Tuesday, in the offer creation workshop offers patient retreat.

 1:22:26

These last lines because you're gonna hear them in this context differently. Again, it's going to open up kata here beside me.

 1:22:34

That last chapter is wonderful. The summary, every word is crucial. He says the men and women who practice the foregoing instructions like the entire book, and we were talking about some pieces of it. And we can see from this call why some pieces are so important, like the gratitude piece or whatever, right? How can how integral it is right? The men and women who practice the foregoing instructions will certainly get rich. Can you see why he can say the certainty part two? It's not like immediate and right in the moment because it's work. We're doing the work right here right now to do that, right.

 1:23:06

But it's certain because of the depths of it is certain because of when we're actually that cellularly grateful. When we're act when we actually can see that moment different when we actually can own the vision is unstoppable. Can you hear that now? Like why he says that's certain. So the men and women who practice the foregoing instructions will certainly get rich and the riches they receive will be in exact proportion to the the definiteness of their vision. Holding to that definite vision. This is what I want and staying there. The fixity of their purpose, I'm going to head over there, that is what I'm doing, no matter what even holding through this moment that can be hard to come through. But that's fixity of purpose to continue forward and actually do the things to to enact it. The steadiness of their faith. Yes, I know, this is unfolding. And I know this is my birthright. I know I've got the support of this community and and that I have faith that I'm getting there because this is a certain path. Now, I can't promise you. Here's how I say to myself, I'm like, am I die first? You know?

 1:24:10

Maybe I'll get hit by a bus tomorrow. Sure. hope not, you know, but the vision is completely certain. That's where this is going. There's no doubt in my mind of where it's going.

 1:24:21

I'm gonna just make my die first, oh, well, somebody will carry on the work or maybe we have many lives, whatever it is, but the path is utterly certain. Can you hear my words? Are we in a place where you're able to hear that

 1:24:34

the riches they receive will be an exhibit and again, the riches because that's what uplift everybody on the planet. All the things he talks about. That is really win, win win. It's creative,

blank. Now the competitive plain, it's Win, win win uplifting the world right,



1:24:45

will be in exact proportion to the definiteness of the vision that fixity of their purpose, the steadiness of their faith, and that's like earn it comes from like this work for instance, right. And the depth of their gratitude



1:25:00

whole next level of that, here in our letting go retreat, right? He doesn't speak directly about letting go. But in this summary, but he does in the story that I talked about, it's a deep letting go in order to hold the vision he talks about in different ways, right. And the fixity of there that it's an actually every, every part of it. I've never even realized this till this moment. The fixie of their purpose comes from letting go of the other things, right.



1:25:27

The steadiness of their faith, because they're going to let go of those disempowering stories. I know that that's my birthright. I know, that's where I'm headed.



1:25:36

The deafness, deafness, of the deafness, definiteness of their vision, we talked about how this deeply the vision and the letting go are deeply connected. And the depth of their gratitude. We saw such a deep example right here.



1:25:49

Or even Karen earlier, grateful I could see it in them. See, in that moment, the gratitude and Karen about the knowingness of what was going on with the mowing the lawn, that was a moment of gratitude, I could see in her, Oh, she would have named it like that in the moment. Like, right. Now, I know that right.



1:26:09

And in the knowing of that, we become free. And so much more is possible for us.



1:26:17

Letting Go, stage one, integral to the creation and manifestation of the vision not as pipe dream, but actual lived reality.



1:26:29

Not to mention stage to



1:26:32

actually being that big self being on the court and doing it.



1:26:37

Good for now. Well, I want to hear you know me if you're able to stay an hour late today. But wow, I couldn't just leave that hanging. So thank you for being here. Whether you're here live, or also, if you're still listening to my voice, democratic, thank you for holding, Holding, holding steady, to your vision holding steady to the letting go. That's an integral part of the vision. So one, aha, and one inspired action, this could be your most important moment, actually, in this moment, open to the possibility that that that could be because there was something that you didn't really have. But somebody else heard. That could be your biggest breakthrough right now.



1:27:12

There's letting go of all the things that were said and being in this moment now. Annamaria, you're up first. You're in my top left corner when a ha when inspired action.



1:27:22

I just wanted to say thank you to Heidi, because many times she articulates and expresses everything so beautifully. And things that sometimes I am feeling I am you just I cannot say him yet. But when I hear how you say oh, yes, I, you know, I resonate with that that is happening to me. And so I'm always so grateful for your way of articulating things. So beautiful.



1:27:49

Thank you.



1:27:51

Beautiful AHA and a beautiful sharing.



1:27:54

You might have another high you want to say but I love that. Thank you for expressing that.

Yeah, absolutely. Beautiful. Thank you, Anna Maria.



1:28:02

Just one quick win. Yes. I didn't leave a space for wins at the beginning. Well, you go ahead. Absolutely. I can't wait to hear. And those. Those wins. I've been loving them inside. Keep posting them here. Keep sharing them here. If I don't make room for it, man. You just tell me all right, like like you just did claiming that space. Thank you, Anna Maria, go ahead and leave in a moment. No harm, no foul, no foul. You're catching the recording. Thank you for being here. Annamaria. Go ahead.



1:28:27

I want to see a new client yesterday for for just a writing lesson. And so when she and I had in my mind, what was I going to charge her?



1:28:39

And I was very proud of myself, because I did charge a lot more than I usually charge for an hour. But when I looked at it, I said, I wonder what the commissioners think.



1:28:54

But I was up and how you're for me.



1:28:59

Fantastic, man. I own it. On it. This is fantastic. You're on the path. You own it. You did it. Yes. Thank you for that. That's beautiful. I love it. So



1:29:13

somewhere in there definitely wasn't a hub. But if there's another one you want to articulate aloha and inspired action, and thank you for sharing everything you've shared Beautiful. Well, how was to really listen to the wisdom of my body? Because my body has a lot to say,



1:29:28

Oh, how? How are things going in my life? Thank you for hearing that. And the body is like this. We're holding stuff. We're not letting go right. And we're somewhere there's a disempowering story, deep wisdom there. Thank you for picking up that piece. Yes, that can change the trajectory of our companies and our lives that one piece and you're inspired action.



1:29:50

I'm going to do an analysis for sure. So I am able to express better what what I'm feeling or thinking or maybe some things will come out more



1:30:00

to the surface, I think fantastic. Yes. Thank you love it. Yes. introspection, knowing what's actually going on. So we can have that one action that many results, right? We don't want to journal for a lifetime and never get out of our chair. But that opening that happens when we can actually see what's going on, and then take a different action like Karen, with all the stuff that she's doing and the stuff going on in her mind, like, clarity, that action, that vision, yes. Beautiful. Thank you, Diane.



1:30:37

Letting go



1:30:39

of the disempowering stories,



1:30:43

well helped me



1:30:46

be free and helped me to create a bigger vision. Yes, thank you. That's one of those buffo moments, you know, blinding flash of the obvious. We talk in some ways about nothing other than that all the time, all the time, all the time in its various iterations in his various forms. But I see you owning that I see you knowing that at a whole different level than I've ever seen you own it and know what before.



1:31:14

That is fantastic. That's cellular. That's owned knowledge that is life changing. Thank you. And you're inspired action.



1:31:25

I'm going to do more things to release the tension from my body. Yeah beautiful I'm so glad

I'm going to do more things to release the tension from my body. Yeah, beautiful. I'm so glad that you guys heard that. I'm so glad. I've not taught it in that way before. And I have done it for not just years, but decades. And



1:31:42

unconscious competence. So thank you for hearing it. It's it's a deep part of the journey. And when we do that, we take different actions. We have different stories we envision bigger, no, fantastic. Yeah. So a great thing to do is like dance it out before you write out your vision. You know? So don't have that vision come from tension. Have it come from the release and the openness beautiful. Thank you, Heidi, you're next



1:32:10

have to let go of fear.



1:32:13

And I realized that in the creating of my vision



1:32:19

if there's avoidance that is focusing on what I don't want



1:32:26

thank you. Yes. And it'll come up and then it comes up again and you know, you can start to see it sooner and hear it and assimilated and make the turn and this is fantastic. Yes it Yes. Yes. And yes, thank you. What's your inspired action?



1:32:43

To journal? Yes. A lot of introspection in this and



1:32:49

this is beautiful. You know, I wasn't gonna it wasn't my nose I'm like no, no, no, don't tell them that this is more this is more but the definition of Yoga itself.



1:33:00

Tapas by the Yaya each paraplanner Danone kriya yoga and yoga sutras. Let me tell you what that means tapas that where they say the definition of yoga is tapas burning zeal like I am

that means tapas that where they say the definition of yoga is tapas burning zeal like I am going to do this right? So it is self study and you don't actually know what's going on. And that's what as you're speaking about journaling that's what you're doing is like what's actually going on so I can not so I can only stay there if I never act it's not going to be out there the world nothing happens right? But tapas been Yaya self study Ishvara plenty Danone. That's like devotion to the Divine knowing that there's something higher. It's like the antidote to that cliché of a video not knowing how big I am, right? And I see you doing that when you said that I'm going to journal I hear you guys enacting what the yogi's say, freeze us. I've told you but the question is what binds us and what frees us you're doing it's like this burning zeal, self study, and and devotion to the highest like something bigger when we do we're doing that too in Division, owning all who we are. Thank you Heidi beautiful Marnie.



1:34:06

I went back to my heart from earlier of division and faith, lead to freedom. And



1:34:17

I've mentioned before that I'm working on a book called The three gritudes. And and so, my grandmother, my mother and myself,



1:34:25

and my grandmother's gratitude is family. And my mother's is faith. And I've always been playing with freedom is mine.



1:34:37

And today, I see how that fits.



1:34:40

Beautiful. Love it, Marnie. Thank you. Yes. What's your inspired action?



1:34:47

Well, to journal but to journal in part by reading it into the book



1:34:54

and to keep reaching out to people to



1:34:58

to get strategy session.



1:35:00

Johnson



1:35:01

getting clearer and clearer what it is I'm doing. Marty, I'm so glad you said this. And that's one of the things I'd encourage you to do before our q&a call on Monday. Tuesdays, I keep connecting back that second link between stage one and stage two will come in a journal, and then go and act, go do that go and be that otherwise, we can end up like, if the journaling can open us and then it can contract us if we stay there too. You get what I'm saying. So I love that you've brought that in Marnie is like, Okay, I'm gonna see more, and I'm gonna go do I don't have to wait till it's perfect. I'm gonna see what I'm gonna go do. Fantastic. Yes. Karen, are you in a place?



1:35:37

Let me see. I can see that you can chat. But add to the chat. Karen, are you able to speak if you are? When, uh, when inspired action? If you're not, that's all fine, too. Yeah, got it. So Karen is not able to speak right now. But I hear you, I know you all like I know you. I feel your presence here. I know that you're participating the chat to love it. So thank you so much for really playing full out. I've been teaching about letting go for countless years. This is my favorite favorite, ever, because of the depth of the place that we got to and the realness for our companies. And then the realness for our visions and that enactment on in the world, and how deeply it's connected with the vision and enacting it deeply. It's connected with both stage one and stage two, like thank you for showing up with your full self here. Thank you for where we've got to hear again, it's been many, many years of teaching this. And you guys, thank you. Thank you for showing up with all of you here. It's been an outstanding, looking forward to see you remember the office hours tomorrow, too. So one line questions, right? Taking all this and focusing on it doesn't have to become from this like, what's my next step? What's my next step? What am I doing on the court? Whatever you have that is your question. I'll see you there in office hours tomorrow. I'll see you there for a q&a call on Monday. And on Tuesday, and then for our quarterly planning call on Thursday. That is a great gathering place for vision itself. How do we figure out what that what we're doing this quarter that connects with that vision that has me on the court and letting go and it like it brings all these things together? Right. So have a fantastic day. Everybody else? See you real soon. Thank you for staying here till this time. Bless you. We'll see you next time. Bye bye for now.