

2022_06_30 - LYL Quarterly Planning Call - Part 2 - Audio


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All right. So thank you for all those beautiful insights around our meditation to set the energy for our quarterly planning call today. Just let me see announcements. My big announcement is go look for announcements in Slack. I hopefully you're all in Slack if you're not in Slack and get into Slack, because that's where all our communications and on the spot communications with you are. So lots there for you remember, if you're still I mean, we're all still new to it. So it's fine to Jonathan, I know you were doing this, but yesterday, was it like kind of looking around and seeing what's there, right, you, you're doing it to a point, right, for a reason. But it's nice to look around and see what's there. Right. So that very first announcement that we put in the announcements channel gives you some structural things that help you out, for instance, so all our announcements will be there on the spot. You have your calendar, the calendar that syncs with your Google Calendar, so many things that we are up leveling for you to serve you the best way we know how, as you all know, by no, it's a biggest up leveling in our community since it began in 2010. When Maria arrived, it was 2010. We started working together biggest up leveling, ever, biggest up leveling since the company began in 2007. So we're rolling it out in pieces piece by piece to you. And if you have a question or you're not certain about something, remember, that will unfold for you, we'll probably come back around again. And things will become much more familiar. It's kind of like, when you first learn to drive a car, if you drive a standard, it seems like there's so many moving parts. And then afterwards, you don't even you're not even paying attention to the driving itself, you're looking at the scenery, right. So just like that, lots of moving parts to help you. They're all meant to serve and support you, like implementation week. So we won't usually have a training call on our implementation week. So this is an exception this month, I will be doing a training call it the correct is going to be Yvonne and Anne Marie, that you get to connect with and these amazing women, I have

 02:03
received

 02:04
help from them so many countless times about my own story, I can't even tell you over many, many, many years. you want to tap into their genius implementation week is a time to tap into

many, many years, you want to tap into their genius implementation week is a time to tap into their tap into your their genius in ways that we've outlined before and that you'll see in Slack. So implementation week, it's time to reach out to them reach out to each other. Any calls that you miss, you can catch up and so on. And so this will be will have it will have this happening in full force in in July. But this is implementation week. We do have an exception. We have a training call today with me. But no office hours tomorrow, because it's implementation week, this is your chance to go and do. I think that's it for announcements. Yvonne, is there anything that they need to know that I've Oh, actually there's one thing I want to mention. i We are moving it don't worry, it will be in Announcements it will be in on your Google Calendar. But I will mention it here briefly so that you can fix this on your calendars. We had our let me see our seal holes as Story Part Two, was originally scheduled for July 21. And we needed to change that to July 19. So Tuesday, July 19, it's probably already changed on your calendar, there will be an announcement about it. But just so that you can correct that. Sometimes stuff like that is going to happen. We're doing our best to make sure things are announced as clearly as we can, but you guys will know there's a lot of moving parts in my life right now. This weekend, I leave tomorrow to go be in my parents home that they bought when I was two for the last time in my life that will shut the door on Monday. And so lots of moving parts. We're doing our best to serve you with lots of moving parts going on. So be patient with us. And please be patient with me too. Over the next few days. Can you reach out to me, if you don't see me for a little while. I'll be back in Calgary again on Tuesday. So just wanted to let you know that that's going on and serving supporting relatives and friends in Edmonton and a whole bunch going on. Yvonne, did I miss anything in terms of announcements that they really need to know that will be posted in Slack that go,



04:07

I just want to so to the the session that Michelle was just talking about that shifted from the 21st to the 19th is already updated on the Google Calendar, you don't have to do anything, as long as you you know, check it off on your on your calendar, then it should show up on that Tuesday.



04:27

I'm so glad we have that we've never had that before, and it's just gonna be so much easier. It's so much in in real time for you. We're just always doing our best to give you the best and as you know, things shift and change to give you the best that we can and oh, there was one more piece actually Oh, actually one more piece. Again, there'll be announcements in Slack. But Monday we usually have our q&a Call now usually we just began this. But it's July 4, many of you are from the US so we moved it for you. Because you're probably off doing stuff. I know not everybody but many many of you so We moved it, I believe to Wednesday, and it's already on your calendars and it'll be in Slack as well just so that you can gain access to that. Alright, so to serve and support you guys, we move that for you. helps me to actually because I'll be in Edmonton, I was gonna do it from Edmonton, but it's really, it was changed for you guys. Alright, um, let me see, I would love to hear a couple of wins, who has a win, they'd like to hear, like, share, let's hear from one or two of you, you guys have been rocking and rolling it I'm so proud of the things that you're doing the the shifts that you're making the growth that's happening that the what you're doing for your company in your lives, I just really you guys. So happy to see what you're up to. So who has it? Remember, wins can be small or big. It can be like I got here it can be that I actually breathe during the meditation. Sometimes we wait for

the grandiose wins, and then we don't think we have won, then we wait for the universe to give us another win. But we're not even seeing the ones that are in front of us. So it can be as large you think large or small you think small as you want, right? Who is when? Sure?



06:03

Marie, thank you.



06:08

I might cry. So I hosted a five day writing retreat here about two weeks ago now. Which is amazing all by itself. That's a whole other win. But what I'm celebrating is how, after the retreat, one of the people in the retreat called me up with all the things she hated about the retreat. And I held space for that, because I could really feel her suffering. And what I was able to do, which I had no idea I had the capacity for was send her loving kindness back. And out of that we're shaping a new relationship that I think is going to be it has a possibility to transform her relationship with herself and her trauma. And I had no idea I had that capacity. And I am just so in awe of what the result of all the meditation practice. And everything I've done is it's like I got a chance by offering something higher level to meet myself at who I am now. It's just astounding.



07:09

Marie, this is so beautiful. Can you hear the the phenomenal work that Maria has done through many years about empowering stories? Because I don't, you know, many other people would meet this in a very different way. And many other people would meet this and say the words that she just said but not really mean them. Do you know what I'm saying? Like easy to give lip service to? Could you see how much of that was owned by Marie? Freakin phenomenal. Thank you, Marie. Thank you. And you know, that is part of the entrepreneurial journey we need. And it's going to be what we're going to talk about first, as we get to the quarterly planning, we want to find ways to create those empowering stories around everything we do. We want to be able to transform to transmute the ones that seem to the could easily take us out into ones empower us. Marie just gave us the most beautiful demonstration of that. And some of you probably most of you have heard this before. But hear it in this context. It is one of our alumni. You know, we we say that there's once we begin and we put that, you know, you put your investment in after what is the for after the for whatever the paperwork says after the first few weeks, there's no refunds. We say that so that you keep going forward. And one of our alumni when at one point, she's about halfway through her than year long journey. And she was so angry with me and she said, you know, Michelle, you tricked me even it was like, You tricked me you'd be angry, but you know, she wouldn't get her money back. If she got up. Well, we got onto a call. And less than a month later, she said, Michelle, I've been working with the best trainers on the planet for 40 years. Like she'd worked with the best of the best for decades. She said you're the best of them all, you know, like, I'm not saying that ego that has nothing to do with me was her journey. And that's part of like it's building resilience as entrepreneurs like holding space for people no matter what holding space for people part of their journey and Maria I'm so proud of you. Beautifully done. And there's another and when Listen, this has no Heidi another person who you know because like some on our journeys, we bumped into stuff,

right? So it's okay if you bump into something we'll talk but another client who bumped into stuff and was really, really upset and just heard from her recently, this was somebody I worked with many many years ago. And just like everything I've done Michelle has to do with the community and with you and everything the team did. Like I would never have done any of this though Dude, I'm so grateful and it was just like, if you sieve and but we, we and sometimes that's gonna happen and we don't know what's gonna happen with that particular person's journey. But Marie, you show that so beautifully. Because in the moment, it doesn't always feel like that in the moment we bump into stuff. And what moves, you know, we don't know where it's going after that, right? At that moment when that client was really, really upset with me, that's just where she was. But I knew I knew she was moving through things. Right. So Marie, thank you for that. What a beautiful way and and showing us all. And it's going to be found foundational between what Heidi said about do you love it and watching what Marie did with that when will give us a perfect foundation for quarterly planning. I love love, love this. Thank you, Heidi.



10:40

I just wanted to respond to what Marie said. I just quantum leap from what you just said, Marie, because part of you held space for this other person. You also held space for yourself that you didn't leap into I screwed up my retreat. i What did I do you like oh, no, no. Oh, no, no. This is for her to work through. This is her journey and you stayed grounded and aligned with what is and I. And I know I have work in that. And watching you knock it out of the park. Holding space for you while holding space for her. Oh, magnificent. Thank you.



11:38

So good. So good. Thank you for that beautiful share, Marie, thank you for articulating that Heidi so beautifully. Yeah, there's so much to learn in this. I mean, if we didn't do anything more about quarterly planning, but you just brought what you heard into your next quarter. lightyears ahead of the vast majority of what's out, we know what's happening with the vast majority of people out there. So beautifully done. Thank you so so much. And, and also, this is a beautiful prefiguring of what we'll do because in July, we're doing a lot of stage to work with and for you right stage two is actually step into my big self and and offer the thing that is mine to offer. So I can help and serve people and so on, right. And when we walk into a call with somebody where they could potentially do our work where we think we could help them. That capacity that Marie just showed and Heidi just underlined is infinite infinitely. When we say like, out does any technique any any strategy, any anything like that, that capacity trumps all, and then I'll teach you much more as well that will help serve you throughout July. But think of Marie taking that same capacity onto stage into strategy session into everywhere she goes and would completely different life completely different company, living like a life and accompany in deep integrity for the highest good of all. Thank you. Yes, yes, yes. And yes, Jonathan, I see. And you are muted. There you go.



13:08

Thank you. Yeah, I just wanted to mention a, a win that I feel I have. It's not professionally based or anything. But last night, I had dinner with some good good friends that I've known for about 30 years. A couple the fellow who used to be my brother and allowance he was my first

white brother. And we were very, very close and still maintain a great relationship over the years. And



13:34

even partially there, Jonathan not because like, because I love what you said. Did you all hear the win in that? It was just in brackets. He's just getting over to the wind. Like who does that? Right? Did y'all hear what he just said who that person is in his life? All volumes about you, and how you're living in your life. And that itself? I don't I didn't want to gloss over that when so beautiful. Thank you, Jonathan.



13:56

Thank you. Yeah. So we, they, again, we've been close over the years and various times through my life. They've offered to help me out professionally with their graphic designers and web designers. And they have their own small business. So obviously, there's a lot of stuff that can help you with as far as just learning from their experience. And there's a lot of benefits that we can share with each other. So anyway, I got in touch with him earlier this week. And we arranged to have dinner last night. And and he mentioned yesterday that he'd forgotten to talk to me about before but his wife recently was diagnosed with cancer and had a double mastectomy in January. And so I went over there, you know, a shocked because it was very fresh news for me, right? I was really kind of nervous about, you know, how was she going to be? Was it comfortable for her to have me in the house and have an enjoyable evening, hopefully. And, you know, and would I stumble on some words and say things when appropriate, I was a little nervous about it clearly, right. And I was so thrilled that when I rang the doorbell, you know, she showed up, she looked fantastic. Absolute hugs, and lots of well wishes. And we had honestly one of the best nights catching up that I can remember. I mean, it was and she really sincerely looked fantastic. You know, my, my brother, and we'll Dan had mentioned well, so hair is short. And her hair was fantastic. You should keep it that length looks amazing. Just go back here, but it was absolutely lovely, she looked prettier than I can ever remember. The lucky she's always been have always been beautiful, beautiful. But it was so nice to be able to just fully being engaged in that loving friendship, and being able to share things deeply with people that are known for a long time, but hadn't seen in person since the pandemic, so for two and a half years, and be able to share all sorts of different things that have been going on in in life, you know, over the span, looking back over the span of 30 years, and, you know, reconnect in such a very genuine way. And looking each of us are mutually looking to help each other out with you're both professionally and socially and, you know, in a very loving, meaningful way. And it was just such a great night. I just, I just wanted to share that.



16:45

Jonathan, so so, so beautiful. I'm so happy for you and so happy for her. So happy for this connection. And, you know, I think what a beautiful model not only for our friendships and relationships in our lives, but for our companies. I mean, isn't that what we want, we want to be able to connect with real people, we want to be able to have real connections, we want to be able to share our lives like to me, when that is our lives business grows out of that our

companies grow out of that. What if, what if we can just live there? More and more and more. And so that's a fantastic Jonathan, I gotta say to you. So that was one of the best, you know, ever, and you haven't seen them in so long. But also, I gotta say, you know, with your decision for July, I gotta name that other when you know that you're actually moving into your own company. Can I give him the date? Yeah, I can I can excel stays in here. You guys stays in here. Right? Yeah, right. Announce it already. And because he hasn't announced it yet, right. July 15. Right. Yep. Yeah. So awesome. I'm so happy for you. And and Jonathan, you look like boyishly happy. I've gotta say like, you look like you last 10 years. Do you guys see it? I mean, we have, you know, you've had a lot of things to attend to. I know, you haven't be able to make it to the calls all the time live. But if you look like you've lost 10 years, yeah, I am not surprised that this happened last night. Because you were also bringing you to the table. And this is a whole new you have possibility of what's opening. You guys all hear it? Right? I mean, there's like smiles all around the room and cheers. You know, it's true.

 18:19

Yeah, thank you, I really appreciate it. It really means a lot to me. And I'm, you know, I'm super happy that I'm able to join in person. And finally, you know, as I said, it's been a, it's been a tough two or three months recently, just trying to balance the demands that have been made of me at work knowing especially that I don't want to be that. Look, look, look,

 18:39

wait, before you say anything else. Can you see how he's faced change? Even, like, I'm so looking forward to July 15. You know, like, all of that, and many, many stories behind that, and what happens to your energy when you go there. Right. And, and even just, you know, understandably talking about just for a minute. So, and then I didn't want to I wanted to hear you fully and then the rest of what you want to say,

 19:00

No, it's just, you know, it's feels great to be able to share these stories with you. And, you know, because I think that's one of the things that's so, so cathartic about being able to talk about these experiences, taking the time to appreciate them and share them is what gives them even greater presence, you know, for me in my life. So thank you, to you all for for creating this forum that we can we can we do that?

 19:28

Yay. Fantastic. So, so happy for you. Thank you. Thank you for sharing and man, July 15. I'm just going to be doing a happy dance for you really, truly, don't forget to post something at least

 19:39

class clock is gonna get a bunch of little folks. Absolutely

close slack is gonna get a bunch of little folks. Absolutely.

 19:48

You can even you know, here's me thinking, you know, thinking ahead already. It's like, well, here's a random thing I posted over here you know, because it's a random you know, celebration of what you know, whatever. And then what does this have to do with the program? I'm ready to move forward and program because of me. Do you get you? Go for it? How bad are you? No. Okay, you know, obviously goes to the wind channel. I usually you're gonna want to post in different channels, but this is really big. So you could go ahead and make it random. Post them when you make something related to the protocol, you know, just it's really, really big I just saw I'm trying to say so I was so so happy for you. Thank you for sharing it. Thank you for sharing about your friends. Really fantastic. All right. Anything else? Yeah, Diane, go ahead. I love these winds are rolling. Thank you. Beautiful.

 20:29

Had a great talk with Don. This week. Yay, lesson, this beautiful lady. And she has offered to help me with the program as far as answering questions from the people who will be in it regarding like relationships and communication. So I'm so blessed for that. And I was writing a list of all the things I want to include in the program to make sure that they get really good value for, for what they pay. And one of the lists was books suggested books to read. Because there's so many books out there that people aren't aware of. So we started working through this list. And she had said, like the book, the dance of anger, and I said, Well, I've got the dance of intimacy. And we talked about like The Five Love Languages, the five languages of apology, some of like the four affirmations. So I've already got a great list started to be able to offer to people in my program to hopefully help them to expand their mind as well. And of course, the science of getting rich is on there, too. So

 21:47

yay. I'm so happy to hear this. You starting to what both you know, Don, amazing, so I'm so happy that you are connected. And you're you know, you're she's helping you I'm sure you are helping each other out, you know, fantastic. And then also also, that you're starting to see more whistling around in your shop room floor. Oh, there's so good. More to come with high ticket for two or three. Some pieces come up. Today a little bit. Perhaps but especially deep dive in in July. I'm just so so happy for you about this. Thank you. Fantastic. You guys are brimming with winds. Anything else wanting to be shared? Like what a great gathering? Heidi? Go ahead. It's, it's Oh, no, Heidi, I'm getting emotional. And just stop there. It's like, No, there's no Oh, no. It's a beautiful capacity in you to feel to be present, to actually let yourself be and witness what's going on for yourself. There isn't some quota of tears. That's allowed. I'm sorry, you've already had? I mean, I don't know, Marie, how many of you tears have been shed over the last, you know, more than a decade. There isn't a quota. There's a quota is let yourself be in that there's there's no apology, there's no quota. It's perfect. Because you feel so deeply. Right? Yes, I have to put a stopper in.

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 23:18

Thank you. Thank you for that. It's been a win of a month. My uncle passed away in San Diego, which is across the country. I'm in New Jersey, and it's been a lot and I was there twice, first to see him before he died and then take care of the house the second time, get things ready to clear and the win has to do with I know I showed up and I did what was right out of love and commitment. And I feel proud of that for myself. And at the same time something had come up that I was making me and all kinds of things. I was telling myself all kinds of stories, which was the will as it turned out was not what I had thought it might be. And instead of it being something that would really make a huge impact on my life and be a safety net for Ethan it will be a beautiful gift. And it won't be a game changer and other family involved and and the part that I wrote the biggest story about was that there was not a sentence a word of appreciation. Thank you for stepping up when no one else would. And that was painful. And I let it go affect me, as if I didn't matter. And it was a harsh thing to say to myself when I was moving through that feeling, and the anger and sadness and all that, and choosing instead, to stand in the gratitude of myself, of how I did show up, I would have wanted to change the thing if I knew when one thing or another, I did what I felt was right, in the loving way, and I also now truly am standing in the gratitude of the gift that is, and releasing what it's not. And that it's not a safety cushion. And it's not a what it's not, it's not it's not, and let it go.

 26:07

It is so, so beautiful. And you know, our journeys are not the same, but but I want to say Trust me, I hear you, too. You know, Yvonne was just on a call with me earlier today. These are these are hard things. This is hard. This is really hard. And but just like what Marie was showing so beautifully in parallel in what you're sharing here, finding the gift, and what is it that I want to release? And what do I want to still embrace, this is setting up like you guys, it's like, you've looked ahead in my notes, and are energetically setting us up for exactly where we're headed. So yeah, just so proud of you for finding that way through in a challenging situation. So grateful to you for sharing this. And, you know, what, if we could all do this always when stuff happens, because stuff happens. And find that high, high road through and what if our companies were built on that, that's the foundation that that's the structure, you know, not to mention our lives. So Heidi, thank you for being there for doing that, for modeling that. And just like with Marie was would be easy words just to spout out. But there's no mistaking it, these are words that come from a deep place, you'll feel that these are these come from deep inside you these are earned, earned in the sense of cellular, that they are your they're not just lip service to something you, it's easy to see how deeply you have worked to find that in yourself. And then the gift of your presence in others lives here in this community, the people you serve the people who are part of your life, like, that's the person that they get to be around, you know, that's amazing. That's amazing, and so beautiful. That's what you know, I mean, it's just too small words to say big self, but what is that to enact that to be that? And thank you for showing us that. That's Thank you. Beautiful, beautiful, and yes, what you're releasing, what you're grateful for, this is very much how we want to form our next quarter and what we're going to do for the last quarter, not to mention our lives, you know, these things that we learn they're going to be for our businesses, but always for our lives. So again, huge thank you for showing us for sharing that with us and for letting yourself also feel it not needing to put that stopper on for hearing what I was saying about that. Thank you. Beautiful. All right. You guys are brimming anything else wanting to be shared before we go on to the next segment? You've energetically set this up so beautifully. I just I'm awestruck by ash. i But I am and I'm not it's you guys, you know it's you. So no wonder right. All right, really good. I'm gonna do another little mini recording here. So that was announcements and wins. Wow. Ton rolling in that Thank you.

