

# 2022\_06\_30 - LYL Quarterly Planning Call - Part 3 - Audio

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## SUMMARY KEYWORDS

quarter, vision, goal, jonathan, life, heidi, big, questions, instance, create, specific, marie, quarterly, yvonne, people, head, set, choose, week, words

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So meditation, announcements and winds. And here part three, having been so well energetically set up in part one, part two, it was so far beyond what you would think, you know, Tikki boxes of, you know, winds and a meditation were already well underway about how do we set up? How do we, how do we look at our previous quarter? How do we set up for next quarter? You guys have already done the work? And now when I say oh, right, of course, we already talked about that in different ways. And I love it when it comes up like that. Because then it's real, then it's grounded. It's not I don't care about head knowledge, right? Can we feel it and actually enact it instead of just lip service to something who cares? Right? So so what we're going to do from here,



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we'll do some training, we'll have some time, I hope for laser coaching. And obviously, obviously, always, when there's not we've got those q&a times, when there's time for that laser coaching post a question. You just say, Michelle, I want some laser coaching on what we did last time, you know,



00:57

why do I want that? Tell me why you know what, give me some background. But we have the time and space to do that. Alright, so we'll see what we do today. And helping to get the essence of this. I asked you to finish off that assignment of your vision, you know, what's your one year vision? What's your three year vision? What's your love your life vision, and let go of any.



01:20

If you have any pieces where you feel like oh, man, I didn't do that, or I should have done better. Like, let that editor go. Whatever you've got is perfect for you go with vision. Don't worry about it. If you've worked it for weeks, all perfectly does and anywhere in between. But

the intentionality here is that we have a vision. It's something you're headed for that is your life that you love. Remember, I just comment about what would you love it? Right. And I said that applies to not only our quarter, but our, our quarter, you know, our vision, our vision, stage one, if we don't have a vision, how are we ever going to get there, stage one.

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Once we have that vision, I've given you a couple of different levels of that one year, three year, the love your life vision.

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And remember from the

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vision retreat, and create your vision retreat, if you haven't been there, I'm not going to repeat that three and a half hours of training, right? But the vision isn't just these things, even we often think of it like that I need my one year vision. And that's it. And I will hold tight to that vision and is a way of life. I talked about that deeply in that in that training. So go back to that training. It's how I go on my walk, it's how we do everything, I've given you a couple of them to pull out. So we have some markers in our lives and our companies, right. So let's take for example, your when your vision

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if you have a vision that you truly love, again, reference secret, your vision three and a half hours, you have a vision that you truly love and you it doesn't belong to somebody else, it belongs to you, and you really want to get there and it's a stretch. But you also it's not a pipe dream. I'm gonna make a billion dollars tomorrow, or I'm gonna, you know, save the planet from hunger of the day after to next Tuesday, you know, you're not going to those things you I'm trying to give examples you probably won't believe, right? But stretch. So you have that vision. And it really is yours and you really love it. Again, reference work we've already done, then what are you going to do in these next three months to make that happen?

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Not only because you're trying to get to this, you know, place later on. But how are we playing? I think of Jonathan's boyish joy. It really does feel like that Yankee look like boyish. That's the best way I could put it, you know, like, yeah, and there's so many nods around the room. You're seeing that and Jonathan, etc. Right. So. So it's not just so that we get there someday.

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It feels different right here, Jonathan, we're thinking about July 15. feels entirely different today. And last night. Right? So how do we align that vision? Make sure first that is our own? And then what are we doing these next three months. And the thing is, when we're off track on that, well, I'm for the next three months, I'm going to do things that I hate for people that I hate

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in work that I hate. And now I'm going to try to make but but I want that visually, you can hear the mismatch, right? Even though it's easy to say actually doing it is a whole other level of finance, right? But I want at least the structure of it. Because it's so easy to miss it. And oh, my goodness, can I tell you this piece?

 04:18


Yeah, I'll tell you this piece I was sitting with Yeah, several years ago with a couple of dear friends at the back of an event where the trainer at the front of the room was doing a piece related to this wasn't the same teaching but it was related to this. And one of my friends in the in the in the back row was going like I don't even understand what she's talking about.

 04:38

What's this about vision and how it aligns with what you're doing. Now? I couldn't actually she literally couldn't understand. But it's something that she has so mastered. Our other friend started to tell her you really you get this really you get this and the friend who wasn't getting it. She said to me this and she pulled out this triple color coded. She was already doing it so much that she couldn't even see it.

 05:00

Oh, this is tied to that. And you know, like totally had it. That is not most of us. I can't pull that out for you, myself. Here's my triple color coded and your eight. But But can we get better at this because most of the audience wasn't getting it because they were so off on it. It's like, well, here's my vision. But today, I got to do all this stuff that has nothing to do with the vision because and whatever comes after, because?

 05:24

Because Jonathan, I see you nodding, right. Like, you know, that's you owning your vision. Well, I'm going to go half my, yeah, this is my own company. But I can't because right, so that's the, that's the mismatch that we're trying to let go of. And instead, here's the vision, here's what I'm doing this quarter, I'm going for it. The essence of it is that simple to say. But then we want to actually do that next, making sense about what this call is about. If you even understood those words, like I've got my vision, I mean, I'm going to set myself up for this quarter to aim for this submission, because my life feels better now. And also, that's how I get to where I'm going, because I'm on the path. That's the essence of today. All right.

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Any questions about that? Or any confusion? Did you hear what I said, because I know sometimes I was speaking quickly, again, is I have this vision in his mind, and I love it.

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And then I have a vision of my three months quarterly planning is just a three month vision. And those two things are aligned so I can know what to do today. And the lack of clarity on that. Clear. Okay, really good, really good.

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So,

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like I said, I want to do a little bit of training to start. And

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just to help us set this up, we've got the overall goal. So even this call has that we want to have a vision, this call has a vision, right? And then what are we doing in this next little chunk that will get us to that vision. visioning happens always and being on track like that happens always even in even a training here, right. So I want to do a little bit of training that will help us set this up, you'll you're going to hear some echoes with what we were just talking about. And then and then I want us to have time for you to start doing this in the call. And then you can follow up. Not a Monday. Remember, we won't have the q&a call Monday, we'll have one Tuesday. We'll have one Wednesday, Tuesday's about big SELF offers and sales Wednesday is about vision this week, instead of Monday, Wednesday. So remember to fill in the JotForm. Ask your questions. We've got instructions about that. multiple different places and dislike and so on, right?

 07:29

So first thing I want to talk about, we've already got there. Like Heidi was saying, Do you love it? Remember that piece?

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Or stuff happens like with Marie, but what do we do with that, so that we actually rise to the occasion create Win win wins. So

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what we want you to build in for our court for the quarter that's coming for the next three months. And this is perfect timing for it that starts tomorrow. Right? January, March 1 Quarter, April, May, June, took me a while to think like that, I tend to think in semesters from all my years at university.

 08:01

I have to add it on my fingers when I think about a quarter, right? It's July, August, September, what do I actually want for that quarter of the year and it starts tomorrow. Perfect timing, right. And one of the things we want to build is being able to create it to be empowered by seemingly disempowering things.

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Oh, I don't need to do a bunch of training on that. Heidi Murray got it.

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When it said what Marie said.

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Such strong examples. And we've seen other examples here too, from others just evening on this call. But those are two such beautiful examples.

 08:42

The client at the retreat wasn't what I thought that my uncle's will wasn't what I thought we bumped into stuff. And outside of this room, outside of us together often out there. We bumped into stuff when we go well. I guess it wasn't for me, well, I guess I can't have my own company or Well, I guess it doesn't work out? Well. I've got to think smaller. Well, you know, and then we don't have a hold of either division or the quarter. If that makes sense to you raise your hand. We bump into stuff, and then we recoil. We don't get there.

 09:13

Yeah, y'all got it. This 100% are in the room. Good. Okay. So we want to build in what I like to call you knows a superpower, like bigger than any obstacle.



09:23

And you saw Heidi and Marie demonstrating that. So we want to do that about the quarter when we're looking back on what happened, for instance, I want to start there, and then when we're building the next quarter, but when we look back on what happened, Heidi and Marie gave us a wonderful example because that happened for both of them in this past quarter.



09:41

And they could easily say Wow, can you imagine the different stories they could have told?



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But they looked back on this quarter? I could not like thank you, Heidi and Marie Thank you universe for giving us a powerful demonstration of this. So you already heard it.



09:59

The creative



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very different picture of that previous quarter reminds me of, you know, Heidi in the previous version of Heidi, if you've seen me do that training before, right? And thank you, Heidi. I'm sorry to Heidi, Carly. Thank you, Carly for that right, previous version of Carlene, how do I look back on that previous version of ourselves?



10:16

Re looked back, Heidi looked back and found an empowering story out of whatever was there.




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And this is so important.





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I don't mean either happy face on empty gas gauge memories, okay, if I push, just push or just use? Yeah, Marie didn't go, I'm so happy that she, you know, she didn't start out there. Probably. I'm so happy that this person came to me with that, like she wasn't being fake. She wasn't pretending she was really moving through it. Make sense?


 10:47  
Not happy face and empty gas gauge, and also not


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shying away from whatever it was that happened.

 10:55  
But also taking learning from that for what's going into the future. We could see Marie and Heidi in different but in different ways doing that. What do I want to grab or hold from this and bring it into my future? In this case, the next quarter? Does that make sense? We saw them both doing that. They might not have named it in that way. But we saw them doing that. So we want to build that ability to be empowered by what could be disempowering things, when we hold a disempowering story about it.

 11:26  
We want to let go of the editors about whatever happened. What happened happened.

 11:32  
Jonathan, are you feeling kind of Yeah. Can I Can I use you, for example? In this, yeah, thank you. So Jonathan could say, cheese. You know, I should have started my company on June 1, randomly, right? And could spend the rest of his life saying that whatever that whatever the random date is, it's not about that, like John has been working toward this. And he's actually doing it. He's got the date on the calendar. So you know, if you'd had that notion, which he didn't, but let's say he did, it was June 1, and he missed it, he goes, Well, geez, you know,

 12:00  
or he could follow, like, the energy that he's shown in this call. And then, Maria, and Heidi, and actually, no, this is beautiful. So how do we create that and from different parts of what we do transmutation? Right transmutation, we take what our editor says, and in that we can find our core values, we can see some of them reason, Heidi's core values here, for instance, right? So we take that with the editor saying, turn it into our core values, we bring closure to whatever it was.

 12:30  
Right? We could see Heidi doing that, for instance, she's not going like some people, for instance, I don't know. I mean, it happens out there. Heidi, can I kind of go to your story. Some people would try contesting the will get into an argument for the next 10 years, you know, I'm

saying create an even deeper disappearing story and build on the disempowering story. Heidi is bringing closure instead to what's happened good or bad, right. Jonathan to it's like there's a kind of closure or robbing a bow on a beautiful dinner. Whatever has happened? Can we be at peace and in love with what that quarter was? Just like we do wish of Austin and the meditation today. What did I love about this? What did I love about this? Not happy face on empty gas gauge, so that we set ourselves up for success in the next quarter?

 13:20

How do we complete that last quarter? How do we find what we love? And also, you know, so what did what did I accomplish? What did I not accomplish? And why was he proud of what have you learned? You know, what do you want to let go of? What do you want to take with you into the next quarter? We've seen lots of examples of this in the first part, am I making sense so we want to finish off that last quarter? Well,

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if this makes sense to you raise your hand it's so obvious that we miss it. Let me beat myself up for the that one goal that I missed? Now let me try to envision this but I don't really believe I'm gonna get there because I don't like what happened before. That's how many people envision not here

 14:01

perfect examples.

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Yeah, Heidi and Marie and and again, I think of Jonathan's you know, boyish joy around the dinner for instance, right and what that means and I'm also Diane's like connection about the joy of what's laying around on the shop floor it's like gathering energy for the next quarter food for example right and many other things that have been said in the in the community as well right.

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In your wins and what you have to share but

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coming to a good place from from what that last quarter was alright.

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14:40

For instance, in your last quarter, you might be going I you know, I for many of you, I joined the Love Your Love Your Life Community. And that happened in the last quarter. That's a big deal. celebrate that, right. You know, you've been envisioning in new ways. Fantastic. celebrate that. Some of you you created your new offer you



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started over a celebrate that you know what, like, what is it that you love about that last quarter?



15:06

And then a couple more pieces about finishing off that last quarter? Do I even know what my quarterly goal was? What did I What was I trying to accomplish that quarter?



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And at this point, you might not know actually, but from here, you'll know that you can know that



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make sense? How do I know I've got there if I didn't know where I was headed. So just like all the work that we've done around vision, you can think about that for your quarter as well. So



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can I do it? Did do I know what my quarterly goal was? What did I really want to accomplish? And then did I do it and why or why not. And so be gentle with yourself and create a life that's on course. So it's not overly gentle. It's more like happy face on an empty gas gauge fooling oneself. If we go, well.



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Let's take a take the gym list to get something out of business from it. I've always wanted to do a chin up



16:00

that says of your life goal, for instance, right? I had that many years ago. And I know this really, really matters to me, and I have a big why for it. And I have only sat on the couch eating bonbons all week long. And I didn't even look up the name of a gym.



16:18

When I say gentle with oneself, I don't mean sometimes we almost like find excuses for ourselves to write. And I just I do want to name this because I want to help you have a life on course for you.



16:31

I don't mean beat oneself up in this room, that's probably going to be the tendency accidentally, right? So it's like, be gentle with yourself. But also, it gets hard to continue being gentle with ourselves. When we do that. Do you see what I'm saying? It's like, well, I'm gonna look at the last quarter. I know I have that goal. I know. It used to be really important to me to do this chin up at the gym. And they didn't call the gym, I didn't talk to a friend who likes to go to the gym. I sat on the couch and eat bonbons at night and I gained 50 pounds this month. But it's okay, because I didn't really want that anyway, or it's okay, because well, that's what everybody else does. Can you hear that? I'm kind of making excuses around it. And I'm kind of skirting around it in a way that Heidi and Marie didn't.



17:15

And then if I keep doing that month after month after month, and quarter after quarter, and is it going to be easier to be gentle with myself or harder a year from now? And then five years from now? Right? So I'm trying to build resilience to help you build resilience, and help you build a real gentleness not the surface gentleness that comes from happy face on empty gas gauge.



17:35

If you're hearing the differences, this is so important. Raise your hand, just want to see did I find the words to say it? Yeah, 100% great.



17:43

The Jeep being gentle with myself. But did I do it? Why or why not? Just notice. And let's say notice that the end of that quarter is like well, I sat on the couch eating bonbons. But I noticed I'm learning that the when there might be I'm learning something about myself, I'm really, really afraid of this goal. So afraid that I've been paralyzed, and I've gained 50,000 pounds sitting on the couch. But I'm going to go I've got a counselor now because I thought it was a weight loss program or indeed or whatever it was, or a trainer but I really needed a psychologist or whatever it is, or and even help with my empowering story because I've just been paralyzed with fear. But because because that quarter actually be a win.



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11 18:17

And that takes something into the next quarter, right? And so I'm not never I'm going to vow I'm just not going to do that again. Maybe if it was that strong and and what I'm going to do instead, I'm going to have even one hour this month, where I'm tending to my body, and one hour the whole month like that would be forward progress, you know, so that quarter, to have realness about it to actually face What was there to be gentle with oneself. And then to sit what comes from here and create a life that's on course. All right.

18:53

Jot down your biggest aha about the last quarter. So how we fall in love with our last quarter jot down your biggest aha.

19:26

All right, and finish up that sentence. I know there's just a moment but it gives you a breath to collect your thoughts and you can come back to that I suggest that you do at a later time.

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Nothing bad will happen if you start mid sentences. Okay.

19:38

I like to hear at least one of these just this a sentence or two. Just briefly, there's so much more I want to share with you today. What's opening for you now from this about how we look at that last quarter. So I want to hear what you're hearing would like to share Yeah, Annamaria Thank you.

19:55

I think for me, it spoke very deeply. Knowing more

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more about myself on why I did things or did not do things

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you have to be, we have to have the capacity to look and to be real. And sometimes people mistake work about empowering stories thinking I'm just gonna go around with a happy face on empty gas gauge is not what we're doing here. I'm not going to sit on the couch eating bonbons and then telling myself that I really liked that when I didn't.



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But there's, again, Heidi and Marie Shota such a great and beautiful way where they work through their stories about what had happened, and actually worked for it and found it and, and then we can be honest with ourselves, I did do this, or I didn't do this. So we can charge a life and accompany on course for what we want. And it's No, exactly it's about knowing ourselves in the yoga tradition, we call that study is just six self study. And it's important for Yogi's is important for entrepreneurs, can I actually just look and see.



20:58

Can I look and see and and I wanted to do that connection, for instance, for you, Jonathan, when you said it was amazing. I want to know that you brought that amazingness there.



21:09

Right. That's looking back on that last quarter. And what I didn't didn't do and you're doing things that are producing that life happiness.



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And yes, your friends were there. And they were showing up in the way they did. But you know, it's a it's a dance together, I get it. But



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did I do it? Did I not do it? What am I doing? Am I on course, I can be honest, and also find that empowering story.



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Fantastic. Yes. All right.



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Anything else bubbling up wanting to be said? Yep, Marie, go ahead.



21:42

Well, looking back on the quarter, a big thing was with the writing retreat, but then since then, as I've been looking at that event, I realized that it makes so it's so well positioned in the

overall year plan that I have for writers and I will continue to do an in person retreat in June. So it's like bigger than the quarter. But it's good to look back and go, Wow, that actually is perfect timing for where people are out to take them to another level. Do you see what Murray's doing here to like, here's the big vision. Here's how it fits in with the quarter. We like I like that. Let's do more. And again, sometimes it seems like so obvious, but how many, how many of us are actually doing this? Actually doing this? I want us to not only know it but note in our bones and then do it. Fantastic. Thank you. All right. And beautiful, beautiful example. All right. And so



22:38

So I suggest that you do that after this call, and you can bring anything of that you have an editor about it, you feel like you've sat on the couch eating bonbons or you have something to celebrate, and you just want to space to celebrate it or bring that to the q&a call. This is a part of vision, right? What's my overall vision? How does it connect memory give us such a great example of that, you know, what did I accomplish? What did I not accomplish? What am I proud of? What have I learned? What I want to let go of what do I want to take into the next quarter? So all of those things are there to serve and support, you can ask questions about any of those things. And did I even know what my quarterly goal was? What was I trying to accomplish? And and I wanted to give you an example of what we did for this quarter this quarter was about creating and launching the Love Your Life program. I'm ecstatic. Here we are.



23:27

And so



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sometimes we have I want to do these 50 things in a quarter. And then they all have a fraction of our energy we don't actually get there. Jonathan has a clear, at least for you knows what he's going to be doing in the next couple of weeks of the of the first quarter. It's like I am launching my company very clear, very one pointed one thing. We often want to do 10 things but we can't pay attention to 10 things. Choose the one that's what we did in this company. That's what we're doing. And then that's what we did. Does it always work out the way we want? Of course not Am I ecstatic with what's what has happened? Of course I am. Overjoyed, right? And and when we set that quarterly goal like we did, about the love of your life program, for instance, we need to know why we want it. So now we're moving from looking at the last quarter. And when we can be happy about that we find that we work that and what do I want in the next quarter? So when we were looking at that quarter, it was easy for me to have a big why about the love your life community, because we're creating partnership because we're creating win win win, because we're like, wow, what's happening with you guys? Like there's like rocket fuel you feel like rocket fuel to me. I'm so happy for you. I'm so proud of you. That's what we envision and I'm seeing you guys doing it. It's been amazing, right? So, so kind of big, big why about it and then we just did everything we could to do that. And then everything we could that's a whole bunch of things right? But with one intentionality one clear focus, right?



24:55

So

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let me see. I'm just trying to figure

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are out.

 25:05

Oh, yeah. And I want to you know, actually no, you don't need, you've got it, you've got it. Don't need to add another piece about that. I'm just trying to decide which piece you need about some notes here. And what's the most important thing for where we are? Because we've got to some of it through the back door.

 25:20

Yeah, we already got to this part, but it's in my notes, I'm gonna take 30 seconds over this. You know, why do we get afraid to set goals? Why do we are we afraid to and go back to the vision retreat? There's more on that, right? Well, we're afraid of, you know, failing, right? We were there's fear. We're holding on to a past story. We didn't like that last quarter when so we don't want to go into the next quarter. You know, we have the wrong beginning or ending of a story. It's like, well, you know, if we think about for me six years ago, a couple of weeks ago, oh, the monster that well. And then my man died. I'm you know, just you know, and then we mark that as the beginning. And that is the end. And then we have a story. That's like bad things happen. And it's going to repeat, you're not choosing the right beginning and ending of the story.

 26:05

When when my man passed away, it was like, okay, that's the beginning. It's not that wasn't grieving. Of course, I was, of course, of course, of course. But it's the beginning of the next story. I'm headed over into a week long retreat that I'm teaching community is gathering, we can do this, you get what I'm saying? Like, we get to choose the story. I chose that as the beginning. It didn't mean I wasn't grieving, secure. Of course, of course, of course I was. But are we choosing the beginnings and the endings,

 26:31

in ways that empower us, Heidi could have chosen Well, this is beginning because I'm going to fight about the will. And you know, no, don't use that beginning. She didn't do any of that. But a lot of people do, and record their entire lives about it. Heidi chose it that was an ending. And

beginning to the next level of what she's doing, and, and a beginning of her deeper understanding of who she even is and what matters to her. Right, so choosing the appropriate beginnings and endings, right.

 27:02

And then how we set that goal, I want to give you just one minute on this.

 27:08

First off, choose a word that works for you. I know that that word goal, I really didn't like it for much of my life. I've made friends with it now. But I didn't like it for a long, long time. Because goals are the things that people have. For instance, it's like it's like New Year's resolutions. I didn't like that word either. Because we all know that New Year's resolutions are those things that when I used to go to the gym, everybody would be there for six weeks. And we all knew the gym would be crowded for awhile, and everybody would go away. And this is like, what's the point? No. Resolutions are like that goals felt like that to me too. You know, here's the 5000 goals, but people don't actually do them and, but find the word that resonates for you. If these are my goals, these are my intentions. I did a private session for a couple of hours with one of our alumni years ago, I still remember it's how I remember remember this training the most is, you know, we spent a big chunk of that couple of hours just she's like, goals, they don't work but plans. Now she made plans for our family all the time. And when she made plans for the vacation, for instance, everything always happened, because she was really good at making less hated goals. But really good. Like, here's the here's the intention, and she did it because plans are going to happen.

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So choose the word that works for you goals, intentions, plans, they all have a different resonance. And if you hate the word and then throw the baby out with the bathwater, I'm not going to knit goals because they never whatever, then make plans.

 28:34

Choose the word and how specific how general again, I'm gonna reference it all the training on envisioning that will help you with this because it's just vision is everywhere. Now, this is a quarter of vision for this quarter. Right? How specific how general can we be, you know, how specific can we be? Sometimes if I get specific about you know, to be honest, like I'm gonna be okay if I like it might be it's really personal to me. But it can I share this one with you because yeah, I think you guys will get it. Tomorrow I leave for Edmonton, it's really emotional for me a lot, a lot going on. Last time I'll see the house that I grew up in. And so whether it's a day or quarterly planning when I start thinking about the details of it, my stomach starts to hurt even now.

 29:22



Just getting ready to leave tomorrow. I am not ready to envision that in specifics, even though I'm actually going to be doing it this afternoon.



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It starts to make my stomach turn because it's so emotional. But I can miss Oh, the best vision for me about today for instance is I know I'm going to take care of my daughter in this. I'm going to pack and take all the right things. I'm going to let go of what I don't need, I'm gonna pack light. I make sure I get a good night's sleep like I can go to that. If I start saying you know should I should I make sure to bring my you know remark



30:00

will pat or not? Should I bring my computer? Maybe there's some work I should do. But then I've got to carry it and can you see my mind start to spin?



30:07

So how specific or how general can I be, if we never have specifics, we can't get there. One day, I will have a great company doesn't have any energy, you know.



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But notice what happens in your body about it. And be as specific as you can be and feel good.



30:28

For a while, for instance, and Jonathan kind of reference you again, he's such a great example, Jonathan, for a while, didn't have a specific, I'm going to create my own company date. And for a while that, you know, could be painful, right? But then started forming the intention or goal or whatever you want to call it, it's going to be soon. Because this is specifically be a now and with more happiness, it's actually bringing joy. He's going like July 15, right. So notice about specific in general, there's more I could train on that. But I want you to notice that it's a



31:02

profound and deep play, and it's your body will tell you.



31:07

And Annamaria, for instance, you could say, I'm going to get better and better at competing with my horse. Or you could say, I want to represent Ecuador in the Olympics, and I'm working with this trainer to get there and I'm selling my farm. You know



with this trainer to get there and I'm selling my farm. You know,

 31:25

Anna Maria is ready for that specificity. And that's why things are happening. We want to get ourselves to a place where we can be that specific, but be gentle with yourself. Like I'm being about my planning today.

 31:38

I'm not forcing myself to think about my computer or not right now. I'm leaning in got support with team this morning. I'm getting different kinds of help. And I know that I will get there. And then I want to give you a different two words that

 31:53

Jennifer Dijkstra and you saw her some you know, most of you many all of you on the success panel. She's both a friend and my clients. I've done some work with her as well, I love you know, when you think about those different words goal intention plan, she's the only one that I know that uses the words this way. She says intention like I'm going to head west. That's my intention for her. That's more general. My goal is to go to New York.

 32:18

She uses the words in that way. You can use them in any way you want. But it's specific in general.

 32:23

But if I know that for in her language, my intention is to head west, sorry, East and east to New York. Then

 32:32

if I accidentally end up in

 32:37

Salt Lake City instead of Denver, or whatever it is, I go, Oh, no, I'm in Salt Lake City. I didn't hit my goal, you know, but I ended up taking a different route or whatever. My geography is awful. I probably have it all over the map. But I know that, you know, I'm heading east, right? I could

be so upset that I miss my goal. But I'm still hitting the generality. I'm, I'm heading east. I know, I'll get there. I'm heading east, right. So those are the way she uses those words. Intention is a general one, the goal is specific. You find what works for you in the way you speak about it.

 33:08

But know that there can be goals along the way. But are you hitting the intention, that's why we gave you an intention of vision in the Love Your Life Community, it's like, and that that stage five, you know, quarter million dollars ism, it's just a marker. It's just a way to mark a certain level of structures that we need to make the work that goes out there in the world and so on, right? But it's a way to measure it, like Have I got there, have I not? And and have I served people in that or not, and so on. Right? So and then I can set goals along the route to that, that final place, right? I'm going to head east. And I can even have a more specific goal. I'm going to go to New York, maybe I end up instead in Dallas, because I took a wrong turn

 33:53

or whatever. But I'm heading in that direction. I keep heading in that direction. Oh wait, I got of course galactic I'm no go north, right, etc. All right. If I know say more like my geography, US geography, I'm gonna really mess it up. You guys get the basic idea. Right? Okay. So choose the word you want. Notice how specific you are. We work toward finding like Jonathan did alignment until he could have that specific date because that's what's going to move his company forward and his life and it's happening then right in his in how he spends the evening last night.

 34:26

All right, and I want to underline something else too.

 34:30

That we said earlier, Heidi was on saying it about what am I letting go of and what am I embracing those weren't her words, but that was the idea of it. What do I want to let go of and what do I want to embrace in my previous previous quarter?

 34:43

And

 34:44

and I want to do that, you know, what am I letting go of what about what was I tolerating maybe want to let go of that?



34:53

This weekend, I'm holding an open house for relatives from four till six on Sunday. It is not going to be perfect because of certain



35:00

structures in my family, I could not make it the perfect version that I would like it was either do it or don't do it, so that relatives can come by and take a special momento for my parents home for the last time Sunday. Last time, I'll have access to the house. So



35:15

I let go of the perfection of it and even what my mom might have wanted, because she loved beauty and perfection, in order to do it needed to let go of that. Right. What am I embracing? I'm embracing family I'm embracing that we'll be together and embracing



35:32

that my uncle said, for instance, like oh, yeah, the rug that. In the back the back porch of my parents place that used to be pears it used to be my grandfather's his father's, I didn't remember that he did.



35:44

So I'm really glad that that general intention of giving Family Access and, and gathering family together and you know, something of my parents legacy and just little things that are just things but they will touch people's hearts. So you get it like that. The generalized, the specific and we head on in a direction that we want to go in that is aligned for us. All right.



36:22

Okay, so I'm just going to leave with you with an assignment.



36:26

And Yvonne, you have access to the and I'm gonna leave it as an assignment to write an assignment for you guys to do.



36:35

And I'd suggest you do this before our



36:40

especially before q&a Call on Wednesday, this is a great time to be asking follow up questions about this, because the Wednesday q&a call is about vision. Quarterly planning is about vision.



36:50

And again, these things are connected stage one and stage two are interrelated. But for the sake of clarity, stage two, stage one vision is Wednesday. And stage two big self stepping out there and actually doing it Tuesday. Don't worry if you have it for the wrong call right now, we won't be super specific about that. But you know, ask your questions. And here's what I suggest you do between now and then



37:18

First, read part of your vision to yourself, you could choose any of them the one year, the love your life, or the three year vision, you could read part or all of it to yourself, and ask yourself, why does this matter? If it doesn't matter to you different vision?



37:32

How can you find yourself in that vision? And again, we've given you with the five stages? A marker, that's general enough, hey, you're out there serving the world that should come back to you? And what is it you want to create? We've given you a framework to pour in your own vision and your own life, right. So, you know, why does this matter to you? And what's your biggest business goal in that? What's your biggest business goal in that? Is it specific? Is it clear? For example, the love your life when we gave you one? \$250,000 is concrete and specific is something that you can go, Yeah, I did that, you know, who just say, Well, I'm going to uplift and enlighten people? Did we do it today or not? So how do we know when to celebrate? It's just a markers. It's never about the money in this group? Of course, it's not about that. But it gives us a concrete marker. All right.



38:21

And then once I know that, what's my what's my biggest business goal? For the year, for instance? And what's my goal for this quarter choose one? Oh, that's the big thing choose? I told you it was to launch the Love Your Life program, I'm really proud of what we've done in connection with you guys is, you know, amazing, what we've launched together, right? So what's your biggest goal? Choose one, then see, do they match up?



38:52

Just what you want for that year, match up with what you're doing this quarter. And you'd be

surprised how often they don't match up. And also the the exercise and having to name them to see if they even match up?



39:04

Will this get me to that? Revise if it's not on track. And remember, it's not just about what we're going to be doing today. And tomorrow on this week, think of that boyish smile on Jonathan's face is like the best illustration of that, right? He's on track with that goal for the next for this month. And what that brought to him in life and joy. And then also even strategic, you know, relationships that can for the business and so on, right? It's about our live life now. Do they match up, revise if it's on track? And then those things I already said what do I need to let go of to reach that quarterly goal?



39:37

And what do I need to embrace to reach that quarterly goal? Right? So that's, that's what I suggest you do.



39:46

And yeah, thank you. Yvonne is in the chat. And Yvonne, can we put that into Slack as well later on, so that you know we'll have that in your assignments channel? And, and one way to think of it another way to think



40:00

but it is like, what's the goal that would actually symbolize the fulfillment of that vision symbolize and take me on route to?



40:07

You know, so for instance, love your life.




40:12


There was a lot of things going on with the team, I had COVID, for instance, right? We're like, wow, we booked story freedom a year ago, let's offer that there. We all want things to put together, but that will help us launch that. So that was that with that goal to do that story? Freedom booth, symbolizes that like, and is a part of that. And it takes us directly into that thing that we wanted, you know, as a company, and as a team and myself, personally, we wanted that for you. Make sense? So what's the goal that would do that? And then also, the last thing you can be thinking about, like, Who do I need to be this is so this last but absolutely not least, is crucial. Who do I need to be in order to do that? You know, that has to do with what I'm letting go on and letting go of what I'm embracing. Jonathan, I want to turn to you again, like,


why things that you need to be that you had to be to set that date is you had to know your own gifts. You had to have faith that you could do this in your on your own, but also not alone, that you're not alone. You had to know that you could choose your own life, and it could be done. Now you had to not have to let go of anything that made you want to procrastinate. Like, we could write a whole page just on that. And I hope that's okay, that I shared those things. That should be obvious about anybody who'd set that goal, right. Make sense?

 41:29

Right? What do I need to let go of what do I need? What I want to embrace? And who do I need to be? Because we're always growing and becoming more and more of ourselves? Who do I Who do I need to be in order for that to come about? So I suggest you do this exercise is strategic. Again, I suggest you get a buddy in this community that you can walk through these questions with, connect with each other in Slack, and set an hour where you're walking through these questions together, do your best to do your work that you can do. And then that you can do with a buddy, because then by the time you bring the question to me, I can help you at that level. Make sense? Like if it's like an all questions, welcome, if you go, Michelle, I have no idea what my three year vision is. I'm just at a loss. There's no wrong questions come where you are. But if you spend an hour trying to figure it out, you go like, I really don't know. But I spent this time and it's something about this, I can help you better, right. And you go here's my like to think of Anna Maria's vision that was so beautiful, she share that thank you for sharing that at the vision retreat, right then, then it's like, okay, that's what it is, then I can help you more because there's more there. No editors about where you are. But when you do it on your own, you do it with each other? And then bring that question to me. Fantastic. I can help you there. If you need help, at any level, bring that question and I'll help you where you are, if you go, I don't even know where to start. I'm really confused about this quarter quarterly goal. I don't think anybody's there but and then when your vision will you explain it to me, then that's your question. And that's perfect to you. But the more you can do with a buddy on your own? And then then you post that question, remember 24 hours in advance, so I can think about it for you. Then we can take this and actually move it into the world. All right.

 43:09  
Any

 43:11  
points of question like is it's time for us to wrap up now? In just the next couple of minutes if you need to go because it's right on the hour. Of course. Love you to bits. We'll see you next week. Any points of clarification like Michelle, I'm really confused. I want to leave anybody confused. Good to go.

 43:27  
Okay, with that whoever can remain in these lessons because I know we're now at the women after the hour. Just want to remind you that our high ticket virtual retreat 2.0 is coming up on this Thursday right check this is this Thursday right? And love sales history part one part two

this Thursday, right check this is this Thursday, right? And love sales history part one, part two, so I hope you'd be there live if not, the recordings will be there for you. We're going to do a ton Yeah, what's your big why for sales, knowing what your big gifts are, you know, what's on the showroom floor how to tap into that understanding how to bundle to create your transformation review of the offer creation retrieve some of the key points on it that will help us create that offer, you know, choosing what to sell first and the price points of passionate packaging we're going to touch on all kinds of things that will help you do that over the next month and so so much more. All right, so just a reminder to get those big rocks on your calendar reminder that all the work we do is all interconnected. It all will help you and we're building that stage one stage to work in the in the in the love of your life journey. And I think that's it I think that's all I want to wanted to remind you about to get those big rocks on your calendar to have to play with this for now having fun we're not doing it right okay, she told me to do my vision I hate this stuff. But how do you that might be your question then how do I actually find the joy in this again? That could be great question. If it's not joyful for you, because it could be like our alumni who said I hate goals. Oh planning I do that all the time and her whole life has changed right? Change your results entirely. So all questions welcome. All right, we're gonna wrap it up today. Great, great work, you guys. Oh my goodness. One Aha, one inspired action and AHA Hey, what's what's what's opening for me? Have I noticed something that because then I live my life.

 45:00

life that way when inspired action, so it's not hidden knowledge that we're actually moving it out into our world making those changes every time we need, like one action that I can check off. So I know I'm doing stuff. Right. So Dan, you're in my upper left corner. When AHA when inspired action, you're up first.

 45:20

Okay, um, I think one of the highlights that came to me was I got a lot more to celebrate from the last quarter than what I even realized. So yay, yay. Yes, yes, yes, yes. Oh, my goodness. Think of how differently that's gonna set up your next quarter.

 45:36

This is one of these moments completely different life. Thank you, Diane, beautiful. What's your inspired action?

 45:42

Oh,

 45:45

start working on my goals. Because



45:48

I need to start with the first quarter like the next quarter. Yes, exactly. Which is why we're having this goal. And it starts tomorrow. Hey, what do I actually want you guys to carve out your life? Your company your vision? Thank you for that. Yes, yes. Yes, Jonathan, you're up next.



46:05

Yeah, so my aha moment was when we were talking about setting up goals or plans was realizing that if you don't achieve all those points that you're trying to get, that's okay. Because sometimes like not achieving them will lead to something else. That could be an unforeseen win. Which I think is really awesome. Exactly. Which is right in I asked you guys to alter the science of getting rich is right in the Science of Getting Rich sex. Oh, and then a man he failed, he set everything up a failed, but he didn't lose faith because he knew something even bigger was around the corner. And then a big even bigger deal came that he never would have taken the first one ever. Your your comment is exactly in line with that, and the gentleness we can find for ourselves, and the ease of life and the breadth that we have and the energy we have for our day. All that and what you said thank you. What's your inspired action inspired action is to make a list of folks that I've worked with it and enjoyed working with over the last 20 years and make a special effort to reach out to folks that haven't worked with in the last 10 years. So rekindle some relationships that I enjoyed in the past. Really it I love it, you've got that same boyish energy about you, by the way, you just look again, like it look 10 years later is so good, fabulous action, check off Rubble, real in line with your goals, your vision, what you want, and fun. Like, you know, like people that you love working with that. That's great. At least seems fun to me when you describe it. Right? Fantastic. Annamaria you're up next.



47:41

My hand is that a young, letting go of what I know. And I'm comfortable and what I'm comfortable with? Or embracing.



47:52

And trusting my new magic of beginnings. Oh, I love that. And trust. You know,



48:01

everything you said here is so beautiful. And right on point and owned because you're doing it you're actually doing it. It's so beautiful. Those words come from a deep place. Yes. Thank you. And you're inspired action.



48:13

inspired action is.



 48:16

I mentioned last time that I have sent a letter to my partner about the farm. So he received a letter and we just have to have the discussion and the talk these days. Yes. Annamaria. This is huge. And can you see how much this is aligned with her vision? Right. And it's a step right on the path. Exactly. On the path of your vision that you you shared with us so beautifully. A couple of weeks ago, right. So beautiful. Thank you. Yes, yes, yes, Yvonne.

 48:53

I think the biggest takeaway for me today was the reminder of being in love with your past quarter.

 49:01

And even though

 49:04

it was a hard quarter for me because of the death of my father.

 49:10

I know it was actually probably one of my better quarters.

 49:14

So if you look this is amazing, right? Yeah. This is an amazing community to be in and you said that and it was not. This was not said from some surface place.

 49:28

What phenomenal power what phenomenal alignment Yvonne. Fantastic. Thank you.

 49:37

Thank you.

 49:41

And what I'm going to work on I actually have the document open I've been working on my vision and so



49:49

when going to continue to work on the on the assignment that you were talking about earlier, so fantastic. Yay. Perfect. And remember, just like with Anna Maria is one of the problems that our



50:00

Maria could run into her challenges would be like, Hey, this is so beautiful. I have to keep it fixed there. It's not going to move. No, it grows and it shifts and changes and it's alive. So that's ongoing for all of us to to work and play with the vision so that you get to live your life on purpose to your company is your own. You get to live in a way where you come to the end of your life. You go Yeah, what a ride. Because all the way along, we're celebrating all the way along. We're on point the lives and accompanies. Thank you all fabulous, fabulous work today. Can't wait to see you for the q&a calls. And next week for the for our high ticket virtual retreat, lots to serve and support you here. They lean in with each other. You've got your assignments ahead of you and all of them are designed to serve and support you and help you get there in the shortest, easiest, most fun way possible. So have a great, great, great weekend. A great week, you guys and I will see you next I guess on Tuesday. I think it is Tuesday but check the calendar. I do the very same check the calendar is there.



50:57

see you really soon. Thank you for playing full. Bye bye for now.