

2022_07_07 - High Ticket Virtual Retreat - Part 1 - Audio

📅 Thu, 8/4 6:12AM ⌚ 1:48:45

SUMMARY KEYWORDS

editor, sales, people, hear, heidi, offer, yvonne, bump, vision, big, life, money, person, strategy session, clients, mary kay, retreat, community, talking, risk reversal



00:02

So welcome everybody, it is the hydrogen virtual retreat, we just did a quiet shavasana off record, you guys have lots of recordings of awesome to access. So just started the recording now. And



00:17

of Sonae. I'm so excited for this day. And this time to get virtual retreat in teaching the idea of virtual retreat for many, many years of lost count of how many years, and how many times, but this one will be different from all of them. This is clearly a whole new level in what we're doing a whole new level of to support you. And so whether you're here live, or many of you are listening in the recording,



00:44

watch how you're playing today.



00:46

And



00:49

notice when the editor comes up,



00:52

notice when you are aligned with your full self and in that knowing of your own power, and that knowing of what you can do



01:02

in that knowing of who you are. Stage two is the stage to work. It's big SELF offers and sales. And really, we could end the hate to give virtual retreat retreat right there.



01:17

Be that go off Route, it's okay. Let's see, that's a deep, deep message of what we're doing here, we get so caught up with, you know, all kinds of things in our head about what it is. And we can clear away the clouds, it's actually quite simple, much simpler than we imagined it to be. So I'd love to hear from one or two of you how you should have awesome when we did the shovel awesome, you know, off grid this time. And if you're listening on the recording, you can go access many of the other multiple show awesome recordings and or do your own show awesome. And then pause before you hear others what they love to each of us. And so you can have your own experience after the recorded version. So I'd love to hear from



01:59

one or two of you. What was that short lesson for you? Sometimes there's 99 things 100 out of nine out of 100 things we might not like 99 of them, we won't even see them, they won't even exist anymore.



02:10

When we train our mind to always focus focus on what we love on what we love and what we love. And that's the only thing that we see.



02:17

I remember I was at a retreat years ago, and



02:21

it was the first time I taught a week long retreat many many years ago. And I was with a couple people and they were really upset about something that this person was doing. And they had to explain it to me because I was literally I was in the same room and I hadn't seen it. We were in the same room. But we weren't in the same room. We were experiencing completely different things. I wasn't focused there, they had to explain it to me I still could barely see it, but it was still in the same room. And they missed all the amazing things that were there. You know for them that were joyful and open. So in this practice of what did you love?



02:22

 02:52

I encourage you to take that any to everything that you do. What did you love? What did you love? What did you love? What did you love about your lesson today? We'd like to start

 03:05

Marie, thank you.

 03:07

I just love the opportunity to lie down and create space for myself.

 03:15

Pure and simple. Oh my goodness. Might have Austin this morning before this was so delicious. You know, I did some breath work as well just like, oh, space, breath, ease. And then we remember I was like, right, I could do that even with this breath. Whatever I did is fantastic. Let's hear from one more view. And it might be Yeah, it might be here for Shavasana. It might be you weren't. But then owning that and what was this experience as you stepped in for us, let's hear at least one more person

 03:50

I will carry

 03:55

my dog happened to be here with me. And when I was getting deep into my space, he put his paw on my hand. He's really I've been gone for eight or nine days and he's really needy and so he's sweet. So I wasn't as present as I like to be sometimes but I was there to comfort my dog. So

 04:16

there's a lot going on here personally. And so he's he senses that with me

 04:24

and letting every experience be what it is how perfect it was. I used to do so often when Dana was a baby and she would crawl on the





04:32

experience that he had. Thank you and as Yvonne posted and teaching from a hotel and I did not see any negative reports about this Wi Fi but the Wi Fi is a little glitchy. Sometimes they don't have an upgrade. So if something is cut out and you don't hear it, just call me back to that and I'll repeat whatever it was or you know, so it might require a little bit of patience and that's okay.



04:56

Just watch how you're playing. And watch what we allow get in



05:00

In our way, as well. So that's just a little tech thing. And



05:06

when we focus on what we truly want



05:11

of balsa rotors for wedges, right? They don't matter. All right?



05:17

So



05:20

welcome to this new version of the high tech virtual retreat.



05:25

Any wins that anyone wants to share, I'm not going to do announcements except other than to remind you that there's the office hours tomorrow, there's q&a call Monday, there's q&a Call Tuesday and last to sort of support you. And then we do sales a story on Thursday. So there's a ton that will help you out on this journey and always is learn to you learn to come and learn and then be on the court doing come and learn and be on the court to me. And then in your, in both of those arenas. There's wins all the time, all the time when we notice them. So who has a win that they'd like to share? Let's hear from a couple of you gather the energy with what's really bringing Mary Kay, thank you.



06:01

I'm really excited because I've discovered



06:05

something up, I believe, this mistaken belief that I was unconscious of, and



06:13

it's going to change everything.



06:16

Wow, well, and it's right in your energy. That's so cool. America, I don't know if it's what you posted in Slack. Or if it's related to it, or if it's a whole other thing, because you were celebrating slack is that's fantastic. And we all know that. But we forget it's actually the inner game that drives everything. Everything is what you offer worth \$5,000 or \$5 million or five cents, it's up to you. You know, is your work valuable and priceless. It's up to you.



06:43

Does your work transform lives are your other the core doing and it's up to you. And when we have that shift inside, it produces all of those things and lets us live with so much better lives. So much more fun. So much more on purpose. Mary Kay, beautiful. Thank you. Let's hear one more when there's something wrong Heidi?



07:00

Actually, Michelle, it was your, your off the cuff ending words when you said just now.



07:08

What are you? What are you letting? What are you allowing to get in your way? And I may I have the ears to hear in that moment? And it was like, Oh,



07:19

what am I allowing to get in my way? Oh, my goodness. And I can just as easily say, No, you can't.



07:29

But it was I just when I heard it, it was like, oh my goodness I was doing that wasn't



07:42

you know, this is this is crucial. This is crucial for the high ticket virtual retreat. This is crucial for our lives. And I got a little so my internet's unstable. But were you still able to hear my words? Okay.



07:54

Okay, good. Good, good. Good. So



07:57

that can be a little bump in the road. I remember one of our clients years ago, and as she came to



08:04

it was a library treat what we do virtually now. And, and she said, Michelle, like this thing that was looming that was so big that I thought I could never smash like, she was able to notice it anymore. This is like, Oh, this is a little bump on the road, like whatever. We grow ourselves to be that next version of ourselves. It's, it's like whatever. And like, I'm learning this to you guys. I'm, you know, full disclosure. This afternoon.



08:31

I may be there tomorrow just for us last



08:34

disbursing photos. But really, today is my last time that I will be in my parents house that they've lived in since I was two. And it goes off to the auctioneer tomorrow. And so, you know, behind the scenes, there's a ton of stuff happening here.



08:50

And you know, I do want to share this with you, because whatever it is you're bumping into, and yet care and attention, no thanks. Whatever it is that you're bumping into, there's stuff, there's stuff that happens. And when we own the inner game, like Mary Kay was talking about and when we when we see what's going on and see how things are propelled and shift and

change and how that opens new possibilities. And then we notice the stuff we're bumping into. And when we make a shift, like that's really how everything happens. And it sounds so obvious that we miss it. So just let you know, the reason that I'm

 09:25

gonna tell you guys this because of like bumps on the road, right? I wouldn't like full disclosure. So because I just want to be honest with you guys. Like sometimes it's like, all these like, happy face on empty gas gauge about how things actually happen. But things happen on the court when we bump into stuff, and then we and then we move forward and we do and so the reason that I'm at a hotel is because there was a flood in my parents basement and so it's all moldy. So I was going to be staying there. So I can't stay there. So I had to get a hotel room very quickly. And then I actually was

 10:00

Gonna be teaching this from my home. But I got my brakes fixed before I left home. And it turns out, they didn't do the job, right. It's an \$800 fix, and so that I got it to the shop, it was making funny noise. And it's like now \$2,000 to pay the bill. And they said that the brakes could have failed on the way home. So in seven to 10 days to get the part like so. Stuff is happening. stuff happen sometimes, right? And so, so much so much though that, like, you know, are we going to meet today or not. And it was actually team that deeply helped me decide, like, no, like, I'm here. I'm here and we can be here together. And before story, freedom, there were so many things happening for the team, I can't tell you two or three that those are 3d virtual events. Everyone on the team had something really, really major going on.

 10:47

We sat down, and we just all said, you know, I mean, I had COVID. And that mine was the easy one.

 10:54

Compared to what was going on with team members, and everyone came together. And to me, we had our best event ever, ever, ever. And so whatever you're bumping into

 11:06

Thank you, Heidi, for underlining that, you know, I What a perfect place. It's not my notes anywhere,

 11:12

anywhere, what a perfect place to begin, whenever you're bumped into



11:18

the high ticket virtual retreat is an AR workshop designed to help you move through that, with more grace and ease are sometimes kicking and screaming and kicking and screaming Sometimes this week, are you surprised?



11:29

It's been a bit was weaker. But um,



11:33

but we move through it, and we move through it in this community too. And we move through it, to move through together and, and have people around you team does that. For me. They're amazing, amazing souls, you should see what they've been doing behind the scenes to have me here talking to you today.



11:52

So have good people around you have good team around you lean in with this community. And then the rest of what we have to do today is easy. Do you understand what I'm saying? Like have I found the words to say it, the rest is just detail, important details, happy to share with you. And we'll share them in all kinds of ways. But when we really know that when you know who you are.



12:14

And you know what's inside you and you know, this beautiful gift you have to offer,



12:19

then everything else is easy. Sometimes we're gonna bump into stuff a really doesn't mean we're not going to like bumped into things.



12:27

But business growth is easy. Serving people is easy.



12:31

It's joyful. And it is a beautiful way to live. So thank you for that, Heidi.



12:41

Because I've been getting some private notes about people bumping into stuff. And you know, and you talked about, oh, what bumping into stuff. And you know, some Diane welcome. So when we understand that, and that's why I want to encourage you to watch how you're playing today. Watch how you're playing and. And in this this is definitely after teaching fighting over territory for many, many years, it has always had the same structure is evolved over the years. But this is this is entirely new, because I'm an entirely new place. And this community is added to this love your life love your business community is newborn, we've not not done the hard to get virtual retreat since the birth of the love your life, love your business program. And you are at a different place. You come into the love your life, love your business program saying I'm ready. I might be scared, maybe going back I maybe I'm ready. I'm putting my stake in the ground to make a quarter million dollars. And for some of you that's like, well, whatever, like let's get that done by Christmas and, and I'm moving on what's the seven figure? Next thing, Michelle, and some of you are going like, Whoa, I can't wrap my head around that wherever you are, you've already put your stake in the ground for that.



13:51

And so you're in a different place or communities in different places. I'm an entirely different place. And so I want to share with you what's at the cutting edge. And so I'm so excited for today. Don't think that you know what to expect because it's a whole other day today is a holy day. All right.



14:18

I would I was trying to decide how I'm going to do this because there's different ways to do this. And we changed the structure a little bit as well because a lot of people were bumping into things we started a little later today.



14:29

So let me just think for a moment



14:37

okay, I would love a volunteer somebody who's feeling you know, strong today somebody who's not, you know, oh my goodness, there's a million things going on. And I'm just like, I'm just so glad that I just you know, eat my way here. Somebody who's feeling relatively strong but would like to play and this will serve you



14:57

but I want somebody who's going up. I'm up for some for



15:00

A little bit of play today.



15:04

Heidi, thank you.



15:07

Like



15:09

anybody, say testing the energy in the room, stay tuned. It's like, oh, what's your going to? All right?



15:16

Heidi, give us in a sentence or two, just what you do?



15:30

Look at that. See? Like, how fun is just talking about obstacles, and the obstacles are usually the inner ones. And the efforts like, thank you for that, Heidi.



15:40

And just because look at that, like, you have said, what you do many, many times in this community, but because also I set it up, and I want it I didn't, I did not want somebody who's like, you know, barely each their way here today. And it? And it's, you know, because we haven't haven't flown things, right. But just because I set it up that way, can we expect things and then it's like,



16:00

so don't worry.





16:03

Let it go. But I actually do want to tell this story, just before you say this, because the whole logic of virtual retreat is on our minds. If you saw that moment with Heidi,



16:14

when she said that very many times together, it's like, it's all it's all the inner story. It's always in our minds. And so just before you say something, Heidi, just for the fun of it. If I want to tell on you about the year after,



16:27

you know what I'm going to talk about, do you know, it was like when we,



16:32

the year after the climbing the wall?



16:36

You'll know you have a diver permission to share to tell on you a little bit. Okay, thank you. So it's all in our minds. So I used to do, I used to train differently. We don't do this in this community anymore. But I used to have lots of fun with some



16:51

physical ways to let go of our editor. So I don't think most of you have heard this story. I don't think you've heard this one. So



16:59


and this is for you, Heidi, as you step in, and we saw a moment like high ticket is like that sometimes, right? It's like, yeah, you know, what do I do can pop up, but oh, I want to say what I'm, you know, just even that we we bump into stuff. And we watch the movement of that. So, So several years ago, I was





17:16


I was working out of my home. And so the community then was local before I decided it was not going to be local. And, or it was gonna be local and international. And so I had people will meet at my house and I had them wear a yoga stuff. And I said, you know, and then we're gonna go,


we went for a walk, it was yoga stuff. So people were all expecting yoga. And it just brought everybody to climbing wall. And I said, you can do what you want. You don't have to climb, you don't want to but here's an opportunity.


 17:39
So


 17:40
people bumped into their editors in all kinds of ways. I'm not supposed to show

 17:48
how to do this, I don't want to look too big and most the most terrified, because I've had people be laying as well, you know, if they wanted to. And we had somebody there to instruct us to climb about three storeys high, and you can have your partner help you be your lifeline. And so one of our clients was just freaking out and, and she's like, I can't get it. I can't get it. And I didn't care whether she got it or not. It's all okay. I've never told the story at the end. Hi, David George, but it's perfect. Thank you for that moment, Heidi, because it arose out of that moment of


 18:20
because I really


 18:21
wish that


 18:23
I do for two or three today. So she said I can't get this. I can't get this. I'm like, it doesn't matter if you get this or not, you know? I mean, it was just climbing wall. No. Okay.


 18:33
And once she knew that, you know, it really didn't matter to me. He wasn't holding anybody up this okay, wherever you are is all perfect. And she got it. And she was going to get it didn't matter if she got it or not. And as soon as she got it, the our instructor of this said, Okay, well, now we can start we can go up who wants to go first? I said I will. And I want her. I'm not gonna mention her name, although I'm sure she'd give me permission. It wasn't even. I want her to do


the bee lane. For me. She's like, what? So when I say I would trust you guys with my life. You know, I have done that with clients before I just trusted her. I was fine with that. And it changed her life.


 19:10
So


 19:12
we bump into things we think we can't do things. She did that. I put my life in her hands that I knew I'd be fine.

 19:21
You know, I screen people who come into this community. We work really hard to keep people out.

 19:28
So the team knows this so that the right people come in.

 19:32
I would trust you with my life. I would I would protect you with

 19:37
and so that's what happened one year.

 19:41
So a year later. So this was many years ago.

 19:44
I think it was the first year they Vaughn Zehra so it would have been around 2014

 19:50
The next year we went out for I had everybody meet at my house and we went out for a walk

The next year we went out for I had everybody meet at my house and we went out for a walk again.

 19:56

Many people have been there the year before. So now just like that moment with

 20:00

idea that we saw happen. I've done it many times. But now I'm scared, right? Because I set it up a little bit. And then we have our editors racing it saying like for the high tech virtual retreat today, watch how you're playing.

 20:13

So this is part that I'm telling you on, I still have your permission, you knew that was gonna go to the story.

 20:19

You're okay, if I tell him? I want that. I want to make sure that's a really yes, that really is. Okay. So

 20:25

on route because I've done this a year before.

 20:29

Yvonne was the earlier iteration of Yvonne was freaking out.

 20:34

What's she gonna do? She's like, are we gonna like, be bungee jumping? Or are we gonna like where are we going? Freaking out. And this is usually what happens when we think oh, it's hard to get it Oh, when I do this person. I don't have we talked to this person. I'm what's gonna happen right? Editor, editor editor. It's using physical ways those days to help people through their editor. So we walked in we walked and it just so happens to the person beside it was going like, Yeah, I think we're gonna go to the spa. And Yvonne was just killing herself laughing It's like you're right. You know what they did last year.

 21:08



Walking watching



21:11

me actually walk into and the other person had no prior knowledge. And we actually walked into a spa. I mean, I knew everybody knew what happened last year. So we walked into a spa. I gave everybody massages, you know, but I mean, I didn't, I brought them to a place where they could get a massage, you know. But the thing is, when when they walked in one wasn't the only one. And they only wouldn't have been here before. No prior experiences where we go, ah, or we hear somebody's experiences to get all balled up and then we're trying to work from there.



21:38

So we bought into the spot, and I think Yvonne probably lived the troops but they were not there were others who were in that state of mind as well. So Yvonne was had editor that isn't ready. Would that be right? To say Yvonne, like this the one place where a lot of events editors just went away? Went away that year and a lot of them Yeah, well, even walking into the spa, I was still not trusting it. I was still thinking there was something there. They're going to do something there that I know I'm gonna hate.



22:11

Is Michelle gonna drop us in an ice bucket? Is there a ledge somewhere that we're going to have to jump off of, and we're standing in the spa, there's people with bathrobes on. There's like, here's the spa menu. She was like, here's the products you can buy. And and Yvonne and some others to but Yvonne was the most, like honest about it was still freaking out. So. So I set this up just Yes.



22:36

Sorry, shoot, not late. I think later on, you're not a gallery most you can't see yours. I was like this editor chattering away, right. So it wasn't even the intention of where I was going. But when I saw what happened to their idea, I couldn't resist because it's a deep theme for today. Like, what are we bumping into? Let's just get through it.



22:56

Because like, whether there's a wall that you can fly in waiting for you or a massage around the corner, or whatever it is, in your life, there's something beautiful, amazing openings happens for both years. And and then I want to add to that,



23:10

when we climbed the wall, and you think of what happened to that one woman that I mentioned, right, who was belaying for me and thought she wouldn't get it and her company like skyrocketed up right after that. Huge, huge openings in your business in your life. And and you think that it happened at the moment to be laying. But it's actually we go out there on the court. And then we see what's happened afterwards. And everyone who was there? Agree, agreed? Right, Marie? Everyone who's ever agreed that 90% of what happened, happened after we debriefed it after we saw what happened after we were living life consciously. Make sense? So we go out on the court, we see what's happening, we become conscious of it, we move through our fears. Like, like our I know, she would give me permission. So I'm going to say her name until I got I'm sure she's probably given the explicit permission before but was many years ago now. So like our other clients, she moved through that or like Yvonne did moving through that, like just moving through it. And it's okay, we actually just take action is going to be alright. So thank you for that moment. Heidi, that that story came because of you. But it is energetically the ground work that I wanted to do for the day anyway, and we can hear it. If if you heard that in response to that moment. If you saw Heidi, if you saw her expression or you heard me echo it if you're not in a gallery mode, right where she went.

 24:34

When she's a question that she's answered many times before knows I do if you saw that moment, and see connects with my two stories and see how it might connect with you know, doing high ticket and getting out there and doing it raise your hand like did I land that point? That is all the inner game right? It's all good again. Thank you. Awesome. Thank you. That's that's happened because of you Heidi, and I'm so glad it's much better in route when it's real and on the court. You can see it so

 25:00

All righty. Yeah, well, I'm,

 25:03

I have to recover from the story now.

 25:11

And you know what, let's start with a couple of laws because like, there's a lot of moving in this room already.

 25:17

If you actually heard what I have to say you could all go home and do that strategy session and have your first five or 10, or 15, or 20,000, or \$100,000, or whatever it is million dollar client like today. Already, if you actually listen to heard, and we just so this is beautiful. Ready to be

in here. Heidi, thank you for that. Let's actually open it up before we get back to you, Heidi, and keep you in suspense, right. And that's how Yvonne was in suspense. What's going to happen, right? We have all those same emotions around high ticket, so



25:51

and sales and grow your company and all those things and money, etc. So



25:56

let's hear a couple of Aha. So we have time to like processes.



26:00

Create a little space now we'll come back to it. Yeah, Marie, go ahead.



26:05

Well, I'm struck,



26:09

but we just don't know what the next moment is gonna bring. So our minds anticipate, oh, it's gonna be shit, or it's gonna be great. We actually don't know.



26:22

I mean, it's especially relevant for me right now. Because there's a whole bunch of stuff going on on the home front. And it's like,



26:30

I just have to stay with what is right. And, and in terms of the business that's like stuff's going on all over the place. But every day, I'm doing at least one thing that is making the cash register ring that is connecting with at least one client. And it's like, if that's the best I can do. That's the best I can do. But amazing things are happening from those really small connections. And it's like, yeah, shifts going on. And I'm still following through. Exactly like you could summarize everything we're doing today. Is that right? Just do that. Just do that. Thank you, Marie. And I love what you said about, you know, what makes a cash register ring. And I've often heard of that expression from Sandra Yancey, founder of EA women network is like, have we focused on that if and no shame in doing that. That means when somebody's paid us, we're

helping somebody great, celebrate that. Right. And it's okay to receive that abundance will be some pieces on that today. So, and then I'm actually taking action on that, because often we're doing the busy work to avoid that.

 27:31

Because we're scared. So that's really huge. Thank you, Marie. Beautiful. Yes, Karen.

 27:39

I love everything that you said about that. And I love the safety that you create in this space. When I work with my clients, I have them do comfort zone stretches, but I don't tell them when when they hired me that we're gonna do that.

 27:52

But there's so much science behind doing difficult things. If we do only stick to the easy things, then we don't grow. It's if it's difficult, then we feel the growth and confidence on the other side. And so I thank you for creating that opportunity. And I, I always lean into now, raising my hand even though I don't know what's coming or what it is because I know that I will have

 28:16

goodness on the other side and brilliant, actually going out there and doing it and confronting the things actually being on the court doing it confronting things that are uncomfortable to us, like we saw in Heidi's expression that had me move this part of what we're doing to over here, because we can see it on the court. So it was a perfect time. Perfect opening for it. And

 28:36

that is

 28:38

that's fantastic. Thank you. Yes, it's just like, and also, you know, that's how I used to.

 28:47

I did a lot of training like that early on,

 28:50

early on.



28:53

Was that, you know, 1010 years ago. And so, but there are many ways that we can do that. I heard once that Jack Canfield, one of his exercises, it was passed down to me from somebody can you remember where but I believe this is Jack Canfield one, at least us at some point exercise.



29:10

And you're talking about comfort zone stretches. He just had people run into the 711 that's in the US to write sometimes I forget what's the local URLs? We only have URLs in Canada, but you have 711 Right?



29:25

Sometimes I forget to be Canadian, you know, different fun, like, Hey, do you have a toonie so I can pay for my tuque because I want to go who's screwing right and the Canadians on right now. Can't wear it right and then I'm gonna buy some poutine so



29:38

it's the Canadian to translate I've got some money. I'm gonna buy it get a winter cab I'm gonna go snowboarding snowmobiling and buy some get some french fries with gravy. I think that's the most Canadian I've ever been in the whole existence of this community since 2010. So alright, digression sorry.



29:57

My mind just a little bit. Okay, let me pull my mind back here. Pull my mind



30:00

I hear



30:01

so 711 exercise that Jack Canfield does, he has people, he's had his clients run into the 711 and go, like, kind of panting and out of breath really running go like, can you tell me where the nearest 711 is?



30:20

confront your editors, I don't want to be embarrassed. At you no shame. No one looks stupid, right?



30:27

See, I cracked up when I heard that, because we don't have to climb walls to bump into ourselves. And Heidi just did in that microsecond. And we've all done it. If you've ever been



30:38

to yourself, raise your hand. So



30:40

it won't feel like I'm just you know, anybody ever bumped into yourself? Right? Course? So let's hear one more Aha. From this little mini training resulting from an expression. I'm so glad I was doing this exercise at the beginning. New Start with it. Virtual retreat. Perfect beginning. So let's hear one more. Aha, what's opening for you already? Because you are already receiving all the building blocks for your high ticket offer for actually finding that person. This is it. Yeah, Diane, go ahead.



31:15

It's important to face that fear. Because once we do, then we realize it was mostly just in our mind, and we've just



31:22

exploded it. It's not as big as what we've made it out to be. Yes, exactly. So, you know, are weird, we are about to do something, right. So we are about to act, and our minds freak out. And then we pull back. And then many people's companies stay there forever. And then we do busy work, we do social media, we make another video, we you know, we tweak something else on our website, you know, I'm saying like that can be a supreme form of procrastination. I mean, some of those things aren't helpful. But that is not stage one and two work until we've completed the stage one and two, we don't need any of that. And so I'm not saying like, if you're already in the midst of doing those things, it's okay. But where are we focused? And what is taking us out of it? And what's the task actually at hand? And are we doing it? Or do we confront our own, you know, fears, demons editors, and then just do it? And then, you know, was it Mark Twain said, you know, there's so many, so many bad what was housing, but it was so many bad things that have happened to me, and some of them, you know, a rare few of them actually happened? Because we have all this stuff in our minds, right. So thank you beautiful, anything else bubbling up just so we can clear the room a little bit? Because I was talking about like climbing walls and stuff. So you know, literally rock climbing rock walls.



32:38

So kicked up a couple of editors in here.



32:42

Okay. Yeah. Mary? Kay, go ahead.



32:46

I would like to.



32:49

Yeah, I want to state my, my aha. Yes, go for it from earlier because it all ties in. So I, I discovered that I think that I'm an excellent trainer.



33:04

But I'm not an excellent writer.



33:08

I'm not even a very good writer.



33:11

That was your editor. Yeah, that's that was my discovery. And then when I see how it's unfolding so much. Oh, my gosh.



33:19

Wow.



33:22

Well, let me wait, let me change that. I'm a good enough writer. But I'm I I fake it to be. I



33:31

am faking it when I'm good. That's what it is. There's your editor, wanting to tear you down. Wanting to not let you see your own brilliance and know who you truly are. Yeah. doing that. That's been holding me down. Yeah. Yeah. That's phenomenal. Mary Kay to have discovered that. And the editor is sneaky. Because who would have thought, you know, you're so confident.



33:59

Do you so know your gifts, but there's another I'm saying there's another layer as you've you were showing us right? The editor can can find all kinds of ways to to take us down and, and when we discover it, though, it's really, it's so valuable because we don't have to listen to that anymore. And also, you know, it as we do in other parts of the year, talked about transmutation. Like, it tells you who you are, like, you really really value. You know, it's it's your prize writing? Well, it really matters to you so much because you care, like breath itself about those horses that you live and breathe with. So, you know, that's so important to suss out that editor of that's, uh, I don't know anybody ever had a non enoughness editor before raise your hand. I mean, are you kidding me? You know



34:59

as as men



35:00

Using some things this Viki VANOS, who's helping me bump it, you know, bump into my own name. So, you know, I am right along here with you, Mary Kate, thank you for sharing brilliant, beautiful already immediately started changing my relationship with my animals.



35:15

And so beautiful changing restaurant with your animals, changing how you're interacting, and already amazing results with your clients. But there's that next low, changing how you're going to walk into that next strategy session, changing your what you're able to charge and what you're able to charge for what this is actually worth. You know, everyone here is under charging. And then it's just is, you know, it's just his right. And very rare person with that. I wouldn't say that too. And so there's that next level opportunity to actually stand for the value of the work that you do. All in sussing out and releasing that editor. So beautiful. Yes. Thank you so much. All right. Anything else about a house before we go into this exercise that we've not done in the high ticket virtual retreat before? After many, many years? Oh, good.



36:06

Job.



36:08

Your biggest aha, just want to leave another breath again, another space jot down your biggest aha.



36:55

All right, thank you.



36:57

Finishing up that last sentence taking you to a place where you can come back to the later time.



37:02

Alright.



37:05

So high ticket virtual retreat, I haven't even



37:11

defined high ticket but here in the Love Your Life community that's already defined as \$5,000. And up that you're making an offer to somebody who's your ideal client that you can serve. So that's our definition. And and today, we're gonna dive into getting rid of the releasing the editors that block us from doing that. So we can actually live the life that is, you know, you can live the life that is your birthright, you can serve the way you want to serve, you can have the life that you choose, you can contribute and in the on the planet and be among others who are doing that, because that's what happens when we do that. Our life lands among others who are doing that, and it's just a fun place to live. It's a beautiful place to them, right.



37:52

So,



37:54

Heidi?



37:57

And it's okay, if editors come up. And you know, any answer is fine. Just so we have



38:05

a basic idea of what you do. There's nothing wrong that could come out of your mouth right now. My editor is going berserk.



38:18

Right now, yeah.



38:21

Yeah. that I shouldn't have raise my hand.



38:28

I'm not in the strong place that you requested. The volunteer do.



38:35

I feel like I should say,



38:38

Mary Kay is in a better space. And I should



38:45

give up my place and ask her to take it. Because she's more worthy.



38:53

So much coming up. Right. And you know, not thank you, Heidi, thank you for being real. Thank you for sharing any no at the exercise. That little exercise that I designed, was all about where the editors to get in our way. We go to do high ticket. But I didn't even need to get to the exercise. And you've already shown us exactly.



39:21

So I want you to know you're the perfect person.



39:26

And you've helped us see exactly what I wanted this part of our time together to show in a deeper way like the art was on the page for me, but in a deeper way than I ever could have imagined. Do you understand what I'm saying? Because it's very real.



39:46

So I want you to know you're the perfect person for this exercise. This is exactly what I'm trying to suss out



39:56

thank you for that Michelle when you were telling the story before a



40:00

about



40:03

trust, and



40:08

the woman's reaction when you said your mind, and I didn't recognize the term, but I understood it to be the person who will protect me. Right? If I fall off this rock, and you were trusting her with your life



40:26

that's when the tears came because I thought,



40:30

oh my god, what if you trust me, and I drop you?



40:36

Oh, my God, don't trust me. I'm afraid I would drop you.



40:48

Do you know



40:51

it's interesting.



40:53

As you know, we have what we call a love your life. Love your business program. It's a risk reversal offer. We're saying, you know, and so I want to go to this piece about it. It's not actually part of the training, but I want to, I want to notice the dynamic that may be happening behind this too.



41:12

You know,



41:15

I have told you with words how deeply I trust each and every one of you. I screened the community then like I screen now,



41:23


some of the same people are sitting in a room here still years later. And many of you are not here those many years ago when we did this. But just like those people who are your sisters and brothers in this community, right, you would meet them and you would speak some of the same language with them. You know, even though the communities evolved so much, you would find kindred souls there, Marie, Yvonne and my right. There's amazing people who have graduated from this community, who are alumni. And so those people were an amazing group of souls then, and I literally trusted her with my life, I don't speak words, I don't mean, down. So when I say I trust each and every one of you with my life, I would.





42:05


And we have a risk reversal offer for the first time. So I'm discovering right along here with you, we always want to be on the cutting edge of what we can do. And then. and then we learn from


we always want to be on the cutting edge of what we can do, and then we learn from there, and we grow from there, right. And so we I just want to notice this fact, because behind the scenes with team have been, you know, we've been talking about what happens just as we do a risk reversal offer, we're in an entirely different place. So how to get virtual retreat is an entirely new thing. Karen, you just watched the previous version, I didn't say anything like this last time around, it's


 42:38
so.

 42:41
So

 42:43
here, we have a risk reversal offer, we're saying 70% of payment comes after your results. There's an initial pay to play. And then 70% of the payment comes after your results. And we only give you twice as long as you haven't really ever given before to do it. So that we there's time and space for you to achieve that goal that you put your stake in the ground for. And know ASL will literally trust you with my life. And then also,

 43:14
you know, we as a company, trust you, myself and the team, you can do this. That's how much we believe in you. I trust people in the community with my life. I trust people in the community with yours, like your success is our success.

 43:28
And so

 43:30
sometimes I think that's a deep advantage for you guys. Because sometimes I think that you would do things for me and the team that you will do yourself for yourself, because you are so so giving, that you will sacrifice everything for other people around you. You're like, you know, like my dad who took the, you know, when somebody was admiring his jacket, he took the jacket off his back and just gave it to her without hesitation. You You are all built that way. There's a bit of my parents in you, right?

 43:57

And so, so sometimes we just let aside our own company for everybody else's priorities.

 44:06

But we're now in a risk reversal situation. So, Heidi, you just said what if I drop you, I'm telling you, you're in this program. And in terms of business, I believe in you, I know you can do this. And you don't have to worry about dropping me because my literal life is not in your hands. The life of this company is not literally in your hands. But that's how much we trust you. The payment comes afterwards, reenacting in a business sense what we did with people climbing a wall in literal sense years ago.

 44:35

And one of the advantages I think we have is kind of like, sometimes I won't do things for myself, because I have a bit of my parents in me. So I had to trick my editor. Sometimes, you know, I won't do things for myself, but I'll do them for my daughter. If you're like that with anybody in your life, you won't do it for yourself, but you'll do it for somebody else. Raise your hand. Like that's the room that I think I'm in, right. Of course that's

 45:00

To remind me not to tears, right? So I won't do it for myself, but I'll do it for my daughter. So then that I know I've got to grow my company. Because I've got to be all who I've meant to be, because I can't tell my daughter be all who you're meant to be, and then not be it myself. So I might not always on every day, find the or what have the energy to do the things that must be done, or I get scared to just like you, right? But

 45:29

but I will do it because I've got my daughters back. So Heidi, it's kind of interesting. You said this, and I'm just gonna go there. I wasn't planning to go there. But the things we've been talking about behind the scenes, what happens to you guys emotionally, in this risk reversal offer? I think that's you for your success, which is now tied to our success. And I'm, I'm fine with that. I trusted her literally with my life. I'm good with that. And it's also you you don't want to let your clients down those potential clients. You know, it's a worthiness button, which is the same one as married case, right? What if I'm not enough? And so I don't know if in case that aesthetic crossed any of your mind, because I'm in such a heart centered room, sometimes I think it's going to it's gonna be hugely to your benefit, that our success is tied together. Because you so are uplifters you know, I won't do it for myself, I'll do for my daughter. And you guys are so uplifters it was like, when I was on the team for Sandra Yancey, she would come Can I have permission she would come. And because we were there holding space for her, she would come to the back of the room in this like 1000 person room to us. And she would say, I so want to do a good job for you guys. I don't want to let you down. It

 46:43

 46:42

wasn't about her it was about somebody else. So the multiple somebody else's, they can both spring us into action, so that we do our very best. And sometimes it can even be an editor like Oh, am I worthy. And I wanted to set all these things. We don't even need the exercise. It's perfect fit. Because I know you're all hearing it right?

 47:03

Am I worthy? Do I have enough in me? Can I write this is the matter. This is the foundation of a high ticket virtual retreat. When we move through that

 47:17

we can do anything. I remember sitting at a table years ago, y'all got that raging? Are you hearing what I'm saying and why I'm saying it. This is high tech virtual retreat 2.0 I'm not trying to encourage you to understand that high ticket is good thing to do. I'm expecting from this community because you already put your stake in the ground that you know that some starting in different places probably a virtual retreat, you already know that.

 47:42

Now what's in the way of doing that, and we're starting they're starting in different place.

 47:47

Karen so I want you to watch the previous version. So you'll see where we're going from here. It says 2.0 and also for those listening efforts in the recording if you haven't been to the previous version. Don't worry, you're starting here. You're good. All right.

 48:01

Heidi, anything else wanting to be said? Thank you for volunteering you were the perfect person

 48:12

No,

 48:14

you got it right. All right.



48:18

SHUT DOWN your biggest.



49:22

Okay, can you share that last sentence taking place right and come back to the later time.



49:28

Feel like the energy in the room is like very somber. You know, like, very like, or intense or very thoughtful, you know, there's a deep



49:38

feeling in the room. But that's because we're getting to the places that really matter. This is what moves the needle.



49:45

I can teach you all kinds of



49:47

things that will help you we'll do some of that with the Insulza story next week, to how to move through different pieces of the strategy session when we're in a conversation with somebody where we're you know, they have the potential to be



50:00

Our clients and so on. I'll teach you those things. But it's all based on this groundwork.



50:07

choice to teach you every technique in the world or this, I will teach you this. And with this, you have everything. The other is helpful. But it's this.



50:19

Yeah, I'm seeing nods around the room, I was going to ask everything. I don't need to identify about that. All right.



50:24

Here's what I want to do here. I want to get it on my screen. So I can see both at the same time. Oh, yes, I can. Okay. So.



50:34

So what's the promise of this event? What are we here for? And this has not changed. I've been teaching high ticket virtual treat for many years. And I'm actually going to read from my page promises in any different, we're just doing a much deeper dive right away, because you're ready. It's, you are ready.



50:57

Here's what I here's my, here's where we're going. Today.



51:03

There's inner world, inner story and outer world pieces, right? It's you come away from this day, knowing that you're ready.



51:15

Do you know the price point for your offer? Oh, so easy. Now, you don't know it's \$5,000 or more. This is fine tuning. Right? So 5000, or 6000 or more we're doing do I want 12,000 or 20,000. So easy. When you know your value, right?



51:31

You'll come away with an inner knowing that you're ready that you know the price point for your offer, that you can step out and find that first person for your high ticket offer. You know why it matters to create a high ticket offer are so much further along the road. And that we're going to do



51:44

a couple pieces, we used to do it differently. You guys just need to be have it in your bones right now. And resonating inside you, we'll get to those places. And some of them like we're not going to spend too much time on the price point, you're going to ask me in the q&a calls, you're not sure. But I want you to have the confidence that you could choose it that you could walk if we didn't if you don't name a price point during the call today that you could have that decided by tonight, because it's actually easy, right? And want you to know the ease of it. And you will

know your your own big Y for your work. And your and you'll know your own worth. And you'll feel ready to start charging for it. All these editors and an SEO Heidi so give me one sec. All these editors that we have that we've been sussing out. This is that inner world work of the high to virtual retreat that as we shift these things, so much more as possible. And I remember seeing

 52:45

I was at an event and I and this is many, many, many years ago. And and I had not yet been been offering doing high ticket offers. And I was sitting beside somebody who had made an \$8,000 sale. They were on the phone the day before something I just that seemed miraculous to me. Like, how does anybody do that? It seems so far away. But I will tell you it's not far away. I thought of them is still like a different being or something like that. It's nothing like that. It's so easy. It's this work that we're doing here that allows for it to happen. All right, so

 53:16

and so that's the inner world work outer world, you have some tools and structures in place to get you going immediately, they're going to be very simple tools and much more interesting to interview for today. But some simple tools and structures, you'll understand that you have stuff that you can bundle, the things you have lying around, or that you can easily make the have an idea, a good idea of who you want to offer it to a real person in the world that you can call somebody you'd love to work with, and know where to start and what to offer them in a strategy session that you can do tomorrow. That is my intention for you. Right. And again, I'm saying right off that all of this has played out on the you know, all this is happening at the inner, inner inner story level. Alright, Heidi

 54:06

this is perfect, because before even being able to answer the question that stumped me

 54:15

what?

 54:18

For me, there's

 54:21

an old story of lack of clarity.



54:26

And because of that, the specificity of pricing and that is like, oh my goodness, I'm not even I can't look at that. Because



54:40

I'm not seeing yet how to move from a very broad vision. Ethan's happiness in my case,



54:53

to pull that to get more specific than that and attach the steps and the business to that



55:00

idea.



55:02

And that's what's



55:05

going through my brain. When you ask the question, what do I do? Because I no longer answer it.



55:12

Thankfully,



55:14

in terms of I mentor overwhelmed moms of severely autistic people, it's now bigger and, and I don't yet know how it's going to coalesce, if I'm not working individually, if I'm working, creating a YouTube channel, like, does that matter, and so I start spinning. And then suddenly,



55:38

I don't know what I do.





55:41

And I can't articulate



55:44

a goal to attach three year one year



55:49

90 days.



55:51

Yeah, and so this is why we, so this is so great.



55:59

So great it because



56:01

this is why in stage one, it's all about your beautiful vision, create your future story, stage two is the work of this retreats, step into your big sell, sells and offers. And you can see the hinge point between those two is, is big self, create your future, create your future self create your future story and, and live into that and be that now. And, and when we have a vision that is not enacted upon. So stage one and stage two are related. I have the vision, I step into the world and make those offers, if I have detach them, so that I



56:42

out of fear out of whatever's holding me back out of editor out of wanting to



56:49

write right out of all those things that we're in,



56:53

we start to lose faith in the vision because we're not enacting it every single day. And in the in the vision workshop that we did there the vision retreat a couple of few weeks ago,

 57:06

I talked about vision as being not just the one thing I've given you some touchstone, some place to go to three year vision when your vision, your love, your life vision, and your quarterly vision. Like I said, we've talked about all those things. But they are not the only places we have vision if it's not interwoven through all of who we are. And that was my realization of my unconscious unconscious competence, like it's interwoven through all of who we are, then we're going to think that we're going to, we're going to have an editor that blocks us from the very thing we're trying to create. Here's my vision, capital V. It's big, and it's monstrous, and it's going to save, and it's monstrous, actually to straight

 57:44

on the skin is supposed to save the world. And then I feel and then I feel alone. And I feel like I can't do it and, and our vision itself backfires on us, which is I think, where a lot of people are with vision boards and affirmations and all that stuff that you've all done before. So I want to get that like, why is that not working? And what can we make it actually work? And so instead, we have the vision and we do our very best with it. But we don't stay there. We don't get stuck there. We have the best idea that we can and we get on the court stage to get on the court get on the court. We're doing them simultaneously we don't we for six months vision and then start to enact were on the court right away. Because and Heidi, you're the perfect example of this. And it's okay, because I keep referring back to wrong client, right client with you. Does that touch up an editor? Are you okay with that? Because I think it's beautiful. We're okay with that. That feels good. Sure. Yeah. Yeah. Yeah. What you learned in getting the utter privilege to work with somebody who wasn't your ideal client cannot be learned by reading 5000 books on business, like even attending countless workshops and getting the best coaching possible and even having amazing community around you like, without that action, of actually doing it? How are you going to be able to have a real vision that's alive and shifting growing like we talked about with Anna Marie's vision, because it's not in the courts or theoretical, so it ends up being more like a pipe dream. That was someday somewhere we're going to do, like, my dad would have loved to have gone to the moon, but he knew it wasn't gonna go. So it was like a more like pipe dream or something you think about? Don't actually do. I remember I was talking to somebody a couple of years ago, and they said, you know, dreams, Michelle, they think differently than I do. Because I was trying to talk to them about pre might have this dream, right? When are you going to do it and they got kind of upset with me. They were

 59:35

in their life, their dreams had been taken away, and they felt you know disempowered and, you know, dream. They were not a dream enabler, and they just felt their dreams were kind of over so it kind of scolded me isn't somebody you know, from long ago in my life, and she can't hear this. And she kind of scolded me. She said show like Don't you know don't ask me to act on my dream. My dream is my dream.

 59:58

If you asked me to act on it, you'll



1:00:00

Take it away from me.



1:00:03

Interesting, because the streams of you're nodding deeply and some of you're puzzled, but it's really important, I can have my dream. And in it, I'm a really big person. And I'm doing great things in the world.



1:00:18

But if I stay



1:00:22

on it, sometimes I'm going to fail, sometimes I'm going to stumble, sometimes you're gonna find that I'm not the D. And it's gonna get messy. If I actually act on my dream, she didn't want me to encourage her to do that, because it would take away her dream, which is more like a pipe dream of the life that she could have had, and might at any day have if she decides to step into it, and she could at any moment. So her dream was intact, and completely theoretical, and both never enacted. And she didn't even want to enact it. Because her vision of the world her underlying story was, you can't get your dreams. So dream, but don't poke at it too much don't actually do anything about it, because it might steal it away. So some of you might have had an editor like that, create a really big vision. And then one day when I do it, I'll feel really good. Because right now I feel unworthy. So the bigger I make my dream, so it's like calibrating what I really believe, and stretching. And that's why we do the vision work. And we come back to back to it right. And it's integrated, is connected with stage to actually getting out there, you're stepping into a big sales, sales and offers, if I just have this dream, but I don't want anybody to touch it. It's like sacrosanct and again, so I'm saying to Anna Maria in the vision retreat, man Annamaria, your next level editor is going to be that you're gonna think of that is fixed, and you can't move that vision at all.



1:01:43

Because if it's actually going to be actualized, you have to play with it, you have to let it shift and grow and change you have to let it be enacted.



1:01:53

So



1:02:00

bumping into multiple editors here. Thank you, Heidi. And Mary Kay and the whole room, right, because I can see you nodding and



1:02:08

the comments that have been made, right?



1:02:11

So Oh, Karen says are you meeting \$5,000? US dollars are Canadian, us.



1:02:19

US dollars, have you changed if you charge in Canadian dollars, if you're if you're Canadian like me, I mean, I just charge in US dollars, my expenses are on US dollars, I want the stability of my company. So I charge in US dollars. So if you're Canadian charging Canadian dollars, well choose the bigger number,



1:02:34

Canadian dollars and as strong as US dollar if you're in Australia or wherever you are.



1:02:38

Alright, just saw that just so that no.



1:02:42

So



1:02:44


I'm just pausing for a moment because there's a lot moving here. And really the whole first piece today I wanted to suss out editors. And we've done such a great deep dive, as far as I'm concerned that I'm pausing to see, okay, where are we now?





1:03:00


Because we're deeper than what my page says, and I'm thrilled about that. And I don't, you know, it's not that I want you to be hurting it. But the hurt is already there, you're not saying


and when we sussed it out, that's when that's when it can start to be relieved that we can find the other side of


 1:03:19
pain.

 1:03:23
And we have to be willing to sit with pain that's for next week about strategy sessions. Because otherwise we can't send somebody else's pain. This people who are coming to you wanting your services, and product or whatever it is you're offering. They have to be able to sit in their own pain of what they're missing.

 1:03:39
If we can't sit on our own, how are we going to help them if we're not facing our own, like I have this dream, but I don't ever really want to enact it, because if I did, then I would lose my dream. So I just really don't want enacted because I'm afraid that I won't live up to my own greed. Who didn't say when you're creating your vision, you're gonna bump into your editors just fine.

 1:03:59
And all these things can stop us right in our tracks or when we find them, we can move forward.

 1:04:04
So we have the vision, we don't have to have it perfect. We have the vision for who our ideal client is we have a vision for that year we have the vision for you know what it is we think we offer.

 1:04:15
We have a vision for the love your life. Love your business community. We're doing it now.

 1:04:20
This division was born

 1:04:22

a few months ago.

 1:04:26

And we're doing it we had it had never existed before I tell Jim first.

 1:04:32

So

 1:04:34

I'm always trying to suss out for you because I know things about having a vision and actually having it enacted

 1:04:40

and actually doing it. You decide to go on the court and you do

 1:04:45

before you're ready always because if you wait until you're ready, is perfectionism, right? Okay, so where are we let me go check my notes.

 1:04:54

Because we got there so organically, that I want to make sure that we pull the threads together.

 1:05:00


I


 1:05:01


want to make sure that I've got to the pieces I got wanted to get to but why we're here and


 1:05:11


and our editors


 1:05:25
okay.


 1:05:29
Just trying to decide, give me one second.

 1:05:35
And you not like, I'm, I'm not it's in teaching to like when we're in our self, we don't worry if it's not perfect. I'm not worried if you're there sitting for a moment, because I'm thinking about a second, serve your best and want to see how the theoretical, what I had written out for this new version of Heidegger's or a tree is matching up with what we're actually doing. For you greatly distressed, but I'm thinking for a moment.

 1:05:59
I don't think that right, so one of your editors is I don't know what I'm going to do when I get to the strike decision. I don't know what I'm gonna do when I get to with my clients, or you'll figure it out. Doesn't have to be perfect, right? So I'm going it's perfect. Sometimes it's so perfect. You know, like, nobody can see the seams. Do you know what I'm saying?

 1:06:18
In fact, that was what one of our clients learned at one of our retreats. It was like her hair was always infinitely perfect. She actually she raised the issue. She talked about her own error retreat. And she said it's because I don't want to get it wrong.

 1:06:33
So she came in the next day and messed up her hair must have her lipstick, you know, or whatever. Just like

 1:06:41
it's okay to have a loose and it's okay, right. So here's some loose ends for me, just because I wanted to check in and see.

 1:06:50

Alright, so I think I just want to read my notes to you, because we've already got there.



1:06:55

Heidi enacted it so perfectly. Thank you, Heidi.



1:06:59

I don't know why my screen is not letting me see two things so easily today.



1:07:03

Usually, does anyone say?



1:07:09

Page narrower? Not particular person in my company? Is Oh, there it is? Just click on it. Okay.



1:07:16

It's coming up some other words until I clicked on it on the on the page itself. And I want to be able to see you at the same time as this. Almost there.



1:07:27

Yeah, okay. Okay.



1:07:31

Yay. All right.



1:07:35

See, all of you.



1:07:38

Dropped off. Diane, you just happen to be on gipsy, Diane TV went to be heavier on my screen. Okay. So



1:07:47

here's you want to hear the exercise that Hi, Heidi was going to do? You can go and do this at home play afterwards, if you want to? Curious what the what we did was so much better.



1:07:59

But here's what I was going to ask Heidi in case you're curious. You don't need to do it. You get to all do it afterwards, this home play.



1:08:09

I would have said tiny.



1:08:13

You're doing a strategy session right now. I'm your ideal client, what's in the way.



1:08:18

She would have bumped into all the editors that she just told us right.



1:08:22

So she got there, shortcut version, you got there faster than I thought.



1:08:27

But I just want to list some of the things that I thought may come up.



1:08:32

How do you get to the root editors, right? Sometimes we feel like and these are all linked to big self. Oh, like the big self, right? Stepping into offers and sales. So sometimes we feel like we don't know the offer. We don't know the transformation. And why is that? Because we're not learning because we're not in big self norm worthiness, right. I'm not sure if we've talked to you once because before we talk to people, it's hard to know who to talk to you gotta be on the court, but we're afraid to be on the court. Right? We cannot get it perfectly the first time, like one of my mentors said over and over every master was once a disaster. One of my friend who's a brilliant, brilliant singer, and he's he you know, saying it, you know, folk festivals and all kinds of places, right? And I remember when he first learned to sing, he was awful. You know? Now he's brilliant singer, you have to let ourselves be awful, right? So I'm gonna talk to you,

I've got to get the right person. If I can't find exactly the right person, then I wait for 10 years to find them. And the other person, the other version of ourselves, talk to 1000 people in those 10 years or 10,000 people which one knows the ideal client is right.

 1:09:42

So this is it was in a way we don't know who to talk to. We're not wanting to choose just one thing and go with it in case something they make the wrong choice. Can you see how all this is about big self knowing who I truly am? What if I get the wrong offer? Oh no. We'll find out and then I'll learn and I'll adjust and meanwhile of

 1:10:00

serve people all along the way. Having faith that you will serve people all along the way.

 1:10:05

If you're going to serve people along the way, then it's okay. It will shift and grow. You just choose something, don't stand at the crossroads biggest things that keeping a kidney learn in three years of working closely together. It's not about ARB is it's not standing at the crossroads.

 1:10:20

afraid you won't know what to say, or we won't, we don't know what to say in the strategy session or won't know how to deliver afterwards.

 1:10:26

So that's why I put in a moment about Are you guys okay? If I think for a minute, like you don't care, why would you think your people will care if you don't have it perfect.

 1:10:35

It's so perfect, they will think you're real. Like, and you'll be trying to hide something and you will be coming from big self.

 1:10:43

It doesn't have to be perfect.

 1:10:48

You guys know, I'm not perfect. My team knows I'm not perfect. My daughter knows I'm not perfect. The things we do in this company. They're not perfect. But they're coming from deep heart. And they're coming from a base of deep knowledge and wisdom. And I trust in that.

 1:11:03

Just like us, you don't have to be perfect. So you don't have to worry about you know how to deliver what to say in strategy session, trust yourself more than that. Afraid is not valuable enough.

 1:11:14

of Heidi, thank you.

 1:11:17

Not seeing the priceless value of your work and who you are.

 1:11:23


See, we signed in Mary Kay as well write

 1:11:27

all of this epic self, all of it is about taking action so that we are on the court doing it. And then we bump into stuff. And then and then we learn, right? We have to be willing to bump into stuff all

 1:11:42

the time this year, we're going to break but not yet. Maybe even have our medic workshop, we'll see how things are going. We will come up to break. Don't worry.

 1:11:51

All right. I'd love to hear a couple more has just to consolidate as we've been doing. This is not as linear as some of the things that I've done with you guys. And so is anybody feeling really lost because of the non linearity, linearity of it?

 1:12:07

I'm not saving here's step one here step two here Step three Yeah so you're all good You're

I'm not saying here's step one here, step two here, step three. Yeah, so you're all good. You're all tracking on the importance of what we're doing. Here's what we've bought into. Here's why it matters that we see this. Here's how stage one, two are connected. Here's why it matters that we start and understand what's going on in our inner world. Because you're Three Feet From Gold, you know, you are three feet. I've said that to one of you recently, you know, specifically, but I will say this to everybody here, you're three feet from that next level of gold for you. So

 1:12:46

let me see. Yeah, any any,

 1:12:48

any, uh, has anything wanting to be shared before we go to the next piece?

 1:12:57

We're doing,

 1:13:00

we're doing a deep, deep, deep dive into the editor as our beginning point today.

 1:13:06

And yes, Karen says I love it. When you say we are three feet from gold you are, you are. Usually the only thing in the way is ourselves. Right. And we've heard some of those here. My team was hearing it with me this week. And they're like, reminding me who I am. And what I want to continue my good people around you, we bump into things and then we move through you by understanding the deepest

 1:13:29

events me holding space for me this week, like nobody visits when I say that

 1:13:35

to our team, and you know, Yvonne, who's here, right? I mean, Yvonne, more than anybody in the last week has been holding space. So I could be here with you with stuff that's been happening, right?



1:13:48

We can do it, you know, you can do this, we bump into yourself, once you get through that bump into yourself, you've got people around you that hold space, you can do anything, you can do this. Alright. So



1:14:03

I want to do a couple of things you'll hear from me over and over and over again, at different points in our work together. Because it's not a once and done it would be like if I said, okay to work your to get stronger biceps, please, you know, work with, you know, do some bicep curls. And then you did it once. And it's like, Great, how come my muscle isn't growing?



1:14:26

This must be a bad fitness trainer. Because, hey, I learned with what it what it is like, it's over and over and over again. And one of my mentors was saying, you know, in the movies, when the team is trying to win and the coach is there, and it's usually an inspirational speech at the lunch hour, and then it turns everything around.



1:14:48

That can be helpful, but it's like it's not really you know, if you talk to, like,



1:14:53

team members on, you know, doing the things that matter and doing them over and over again and going back to them right



1:15:00


So, inspiration is really helpful. But it's also we need to go back and go back and go back, right? So





1:15:08


I want to ask you, why does sales matter if this is virtual retreat, it's about selling high ticket, which must mean that selling matters. We can have editors all over the place, well, I want to run my company, but I don't really want to do the sales, I want to give it to somebody else. That's an editor around sales, if you're not like leaping into sales with joy, and love and going like, wow, this is the coolest thing, then that's an inner game piece that you want to work on. And you can have later on in the software journey, some of us do sales. But if we're not in love with it, that salesperson won't be either that's who will attract. So we want to fall in love with sales itself, that whole process. So my sales, let's just take one minute to like, this is the


grounding of the hodzic virtual retreat if you don't think sales matters, or it's like this nasty inconvenience in our business that we need to do to do our work and can't get there. That's an editor.

 1:16:02
So


 1:16:04
for you, we've done work like this before, but I want to know where you are right now, because we want it alive. Everybody's not something that we once knew. And we cover that check, it's done. This is not a check once a day. Why does it matter to you right now you tell me?

 1:16:18
What a sales matter in your company. And in your life? Actually, really? If you don't know in this moment, everything is based on that. Right? So we want to know it right in the moment. Yep. Heidi.

 1:16:31
This is actually a much newer realization and very powerful for me, as a result of doing this work. And I was imagining myself at the end, what do I need to be? What do I looking back, and I suddenly had an image of myself on a podium, being honored for my philanthropy, and all that I had generated and all that I had created all that I had done with my millions and millions of dollars. And in that there was no shame around money, there was nothing other than what is possible through all this flow, and abundance. And so the sales

 1:17:21
are the conduit through which

 1:17:25
I will receive and then can

 1:17:29
create.



 1:17:31

Yeah.

 1:17:33

Yeah. That is knowing why sales matters as one version of it. There's many, many reasons. But that's Heidi owning it. Can you feel the difference between? Oh, yeah, matters because an important function of our company? Oh, yeah, it matters when, and it's something that I need to do in order to get my work out there. But I'll farm it out as soon as I can. Can you hear how much she is owning the central value in her life?

 1:18:00

And owning the sales part of like sales? Well, because that's how we get to work with clients, and we have to live their lives, but Heidi's actually owning it for the money part. Own it,

 1:18:11

own it. And like one of my mentors, has said many times, anybody who says money doesn't buy happiness hasn't given me enough of it.

 1:18:24

We vilify money in this culture, we both like covet it, and we vilify it, we pull it towards us. raga and we push it away from us. So I'm not greedy, right? We have an unhealthy relationship in our culture with money. Bears, hiney. Heidi owning it. Sales matters, because I make I'm making a bunch of money.

 1:18:44

And I so have a heart to give. This is a generous, generous community. You guys are amazing. I know you have such art.

 1:18:53

And then it also the worthiness. I'm there at the podium, I did this right? All of that in her white cells matter. We want to find it that deep in us, if sales, if you have often said, Well, yeah, I've got to master that enough. So I can kind of eyes rolled. So give it away to somebody because I want to just do my work. We haven't got the foundation of our business, we've missed it. And it's going to take 10 times longer and it's going to be uphill

 1:19:21

I love sales.



1:19:24

And I wasn't always that way I didn't get it.



1:19:27

And I know also that I know a lot about sales. The university really if you want to put in those terms that was selling ideas. Here's an idea from literary theory that will actually change your life. Let me show you how



1:19:42

to have jaw dropping moments that my students in the room going like I didn't know it mattered that much. So I was if you want to call that sales you could write is actually giving an offer to somebody. You could be offering an idea you could be offering the opportunity for wealth, you could be offering



1:19:59

better nights



1:20:00

Sleep you can be offering a mum who is feeling relaxed and easy to be offering a deep relationship with him for so many other things or even the opera offering a true heart heart relationship with your team and so many other things, right? Whatever it is that you're offering,



1:20:15

whatever you're offering to own the sales part of it. Some sales, I don't even think of it like the sales part.



1:20:24

That's right at the foundation sales part sounds like, Oh, my body is a part of me. I mean, it's also who I am. It's like my knees and my, if my body is a part of me is like I'm holding it far away. Right? So sales part owning it is central to our lives. Thank you, Maddie. Let's hear one more. Why does why does it you know, sales matter to you right now. When?



1:20:55

You heard it with Heidi. And then an editor might come up going like, oh, I might not have it that deep. Maybe I shouldn't speak now in case I caught some editors. Maybe somebody else should go first watch how you're playing? Because all that's happening in your company, right?



1:21:08

Maybe I won't have the right answer. Maybe I don't know, as deeply as I should. Maybe somebody else has something more important to say, take the opportunity. Why does sales matter to you? And if you're not sure I'll help you.



1:21:23

Then Annamarie Okay.



1:21:26

Um, for me, it's, it's people know how they can get help in a big way.



1:21:35

In a big way for their horses.



1:21:39

And otherwise, if I don't, if I'm not doing sales, like nobody was gonna know about me anyway, so



1:21:46

I'll get help.



1:21:49

With medication, Casey, it's like a beautiful energy and in Heidi beautiful energy and Mary Kay Mary Kay's like, Well, yeah, of course. Right. It's so of course, and matter of fact, for you. I love the depth of Heidi's answer. I love the matter of factness, for you, it's like a force. Both of those are really empowering, empowering about sales. Thank you. I just want to say it didn't used to be that way for me. Exactly. Exactly. It's a journey. It's a journey, but it where you are is fine. And then I want you to see where you're headed. This division, right, giving you a vision about sales and how it can be. And we want it's a journey to get there. Right, by by being on the court and taking action about it. Thank you, Mary Kay.



1:22:34

And Karen has said



1:22:37

sales matter, because I have great growth to offer people, I can help them be the best of who they can be. Yes, exactly. Service, Anna Maria.



1:22:51

I was just thinking that really offering cells with absolutely helped me transform my life, follow, follow my dreams, follow my vision, and really find progress for myself and find progress for other people, too.



1:23:09

Thank you, thank you. So it's okay, if I give a really personal example of this.



1:23:17

Because I love what you said. And, and again, I'm just going to be real with you guys. You guys know, there's a lot happening for me this week. Right? So



1:23:30

it's about big self, it's about actually standing and knowing ourselves at a deeper level, it transforms our lives. And each one of you is in this room because of some kind of sales process. I don't always use the business language about it. But also want to own that business language, I'm in love with sales. Sales is just a, you know,



1:23:51

holding space for somebody to step into an offer that will actually transform their life if they choose it. Let's all love that process of sitting with somebody. And each one of you came here through some process of sales in Australia session at an event in some way shape or form you came here we wouldn't be doing this without that process. I'm so glad we're here. And then the piece that Annamaria is talking about and again, I'm just going to be real with you guys.



1:24:18

You know how it affects ourselves. When you sell something and then you deliver the pro

you know how it affects ourselves. when you sell something and then you deliver they're connected. And wow, I didn't know that I could do this this week. But my my team was like you can do this Michelle there's so there's that much going on. So they called me and you called me to this next level and I'm loving this high ticket virtual retreat. We're only you know just beginning and if you're hearing it is my favorite high ticket virtual retreat ever and I've taught it many many times because when I'm in this space too with all this up in this year and with you guys I know it's gonna go deep. So sales in my life, could this into being we get to do

 1:25:00

This, and in this time of is true a lot of chaos in my life, with what's happening with my vehicle and my parents house and stuff in my family going on. I'm so grateful for you.

 1:25:11

So grateful for my team. This is where I remember who I am again, in the midst of chaos.

 1:25:19

So exactly what Annamaria is saying, that's the result of sales.

 1:25:25

Less than sales is for us and you can hear it I'm saying, I wanted to say because it's very deep in my bones right now. So appreciate you. Sales gives us this in your in your area.

 1:25:36

Thank you, Anna Marie review. Beautiful. All right. Anything else bursting to be said about the foundations of why sales matters. Otherwise, when we do any of this and we're holding it off at a distance, I went on a farm it out to somebody else, you can have somebody else doing your sales, but by the time you have somebody else doing your sales, I want you to be extremely reluctant to give it to them, because you love it that much. If you're not there, it's not time to give it to somebody else.

 1:26:02

So find how you love sales. First stage one vision. Yeah, Diane, go ahead.

 1:26:10

The one point you just made there really hit home for me because I didn't really think of it that way when it comes to sales, for the fact that when I make an offer to someone, I'm going to actually be transforming their lives

actually be transforming their lives.

 1:26:25

Because I do have an editor that keeps saying,

 1:26:28

you're, you're trying to get them you're not there to try to serve them.

 1:26:35

So the whole mindset about getting somebody instead of, of serving them and helping to transform them.

 1:26:43

Strange thing is out there, it's like a little knowledge is a dangerous thing. If you do a little bit of sales training, we think it's about getting people or our culture trains us that way. You know, use car salesmen, all the stereotypes that we have, right? And it's and it's not that there are people out there like that, that happens everything in the world, you know, happens but but the best of sales isn't that at all.

 1:27:05

And, and in this, and again, in this room, you know, you know that Yvonne has held space for people who are leaping into this community before some of you, Yvonne has held space for you, and you're making that decision, right? And how did Yvonne step into this into this role in this company? It's not because she thought of herself as a salesperson, in fact, she came in, can I tell anyone?

 1:27:28

She came in kicking and screaming, because she's like, I don't do sales.

 1:27:35

That's why I wanted her not because she's had to ship to move through the editor around sales. Now, you know, she has a great relationship with that word. But she didn't before. But But what I started doing is holding space for people till the cows come home, you know,

 1:27:51



1:27:57

and being there for people, and actually in alignment with, you know, is this right for this person? Or is it not? Is this person a fit for the community? Or are they not? Sometimes there's people that I think they may fit with me if Yvonne says they're not we send them away.



1:28:08

She protects his community as well, like crazy. So when we understand that, it's sales, it's actually a sacred process of holding space for somebody, somebody's further transformation. Who wouldn't want that we have these weird ideas about what it is



1:28:24

to Yvonne embodies sales. But if I told you that, like what does even a couple of years ago



1:28:34

when we had to have those conversations, like the one I want it to be you Well, I don't do sales, you know. Now we're a company revolves a lot around it, because she's so good at it. She didn't even know she was doing it. I watched any volunteer telling you some work, and I brag on you. Okay.



1:28:51

It was many, many years ago, on was a Swiss It was when she didn't have both hats. Now she's team and student, you know, after all these years, right. But when she was



1:29:02

began a student, and it wasn't even that long into your journey, relatively speaking, now, we are out a live version of story freedom. And I've watched her sit with and I remember that you've done it more than once. But one particular person I think of, and the event was over, but she just sat there with him, like for a couple of hours on her own accord, because he was trying to decide what to do. And so she just wanted to help him. So she sat there at the end of the event for at least a couple of hours on and he's done it countless times, just because she was a student. She's like, I just want to help this person. They're trying to make a decision. She knew what a great decision it would be because she was already in the community. But she also was just like holding space wherever the decision was. That's what sales is.



1:29:44

Like that's what I want in this company. She got me out but I'm not I don't do say.



1:29:50

So weird ideas about what sales is but thank you for this, Diane. But when we understand what it is, it's so natural to each and every one of you because you're all such you're such a giving person you



1:30:00

So on transforming the lives of the people around you, you still want to help and serve that sales.



1:30:05

All right, I think that we see we started at 11, right?



1:30:12

Anyone I think I'm going to, you know, me, I'm gonna tweak the schedule a little bit. Clearly already. I'm



1:30:18

just I wanted to continue this discussion a little bit. So I just want to consolidate for a minute, see where we are two, I want to I want to add anything right now.



1:30:29

I want to add one more piece before we go to break, because you're so in a place to, you'll automatically hear this. And then the break of other things that happen. And you know, we have to call you back to this other things. Hopefully, they're not hopefully choose that there are other things for you. When we go into the break, don't check your email, don't do things for other people, buy into Boston, go for a walk, journal a bit, stay in the retreat, give yourself the gift of that, right. Otherwise, there's a scarcity of time issue that's happening.



1:30:58

Right? Oh, I have to check in with this person, otherwise, the world will fall apart. No, they can wait. So



1:31:05

but this piece fits in well here, because you've so here, it's so easy to hear right now where we are with the energy we built in this room together. And that's



1:31:14

keep my sales. I'm just gonna say it. I don't need to ask you. You've already been telling me why the money. Because sometimes we have money blocks. And even if we know that sales are great thing to do, and we want to help people, and we have all the other components. But we go Oh, yeah. But you know,



1:31:31

I can't make money because people will shun me because people ask for money. And I'm afraid because somebody told me who you think you are, and all these things that we think right? Because money is the root of all evil, you know, because whatever it is like, we have a maybe spiritual background that told us somehow the money is bad.



1:31:49

We want to have a good relationship with money. And this culture doesn't tend to have a good relationship with money. You know what I'm saying?



1:31:55

There's all kinds of weird things about money.



1:31:59

Money is just our symbolic way of exchanging services, is exchanging transformation.



1:32:06

It used to be that I had a cow, and you had a chicken.



1:32:12

And you would give me eggs, and I would give you milk. And so we bartered we exchanged, so that we didn't have to produce everything ourselves as human culture grew, right? But now this person has a chicken and this person has a cow. And this person builds buildings, and this person owns a school, right? And maybe the one was the school actually, once the eggs and only once the eggs once the once the once a car. So we use a symbol in order to exchange that value with each other. That's all it is.



1:32:44

 1:32:44

And the more money that's flowing through us, the more we're exchanging value with people, why wouldn't we want that? I have never trained in that way before. If you've heard that I've not said that before, that's been unconscious competence sussed out, because of the depth with which you're going here. That's the next level about money, right? It's just the way we exchange the best of who we are.

 1:33:07

And the more we're doing that, the more we're uplifting the planet.

 1:33:11

And that's why I want you to be reading The Science of Getting Rich I

 1:33:15

last couple lines, there's been a lot going on here. So I've been reading the Science of Getting Rich at two and three in the morning. Because they see my note in the bedroom and cheese because there's a lot going on here with my last day I'll be in my parents home. If you arrive later the last day I'll be in my parents home today that they bought when I was two years old, and maybe picking up some photos tomorrow. The auctioneer comes in tomorrow and then I'm not in that house ever again. So what's going on emotionally, my car broke down lots happening. And I get to the end of the day, I haven't read it necessarily. I'm like Oh right. But reading that over and over and over again to remember

 1:33:48

as he talks about in the in the first chapter and he uses that in your face word in our culture, you know, rich, rich people are nice in a sentence rich people are I used to would fill it in with greedy or whatever it is all the things I've learned before.

 1:34:02

You know, what's your automatic reaction when a if I say rich people are and if it's anything other than kind, generous, supporting, loving philanthropists, then go back and read the signs of Getting Rich over and over again, like I'm doing because I want to reprogram my mind from what I learned. And I did that for my daughter to helping her reprogram her mind when she was young.

 1:34:24

With some training that I got, gave her access to when she was early early on. And then she would come home from school and she would say, Mom, the teacher said that money doesn't

grow on trees. He doesn't does trees are made of paper and papers made every turn or money's made of paper and paper grows on trees on money grows on trees, you know.

 1:34:44

So we kept this in her she was telling me all the things that she was they were programming her with but she was armed. That's a word like she was she was given the tools to think differently, right? And we were all given those kinds of messages around money. So I'm going to give you a

 1:35:00

different message around money, it's exchanging value, the more this one, three, the more you're uplifting the world. If this wasn't such a room of uplifters, I wouldn't say it like that,

 1:35:10

I would, I would find something else. But because you're naturally uplifters know, this aspect of money, the more that's flowing through you, the more you are uplifting, the more you are self actualized actually contributing and being of service in the world that that you are able to do. And that is fun to do. It's your birthright.

 1:35:30

There's some weird scarcity that my family holds and some strange things and the more my company grows, and the more my life grows, when I come back, I feel like I'm in a different planet. And it's really kind of so Ivana has been helping me with that, because it's a little bit disease, it's like, it's a little mind altering, to see some of the scarcity stories of my family.

 1:35:51

But,

 1:35:52

but also the love, there's a deep, deep love in my family. And so whatever it is, the stories that we have around us, whether it's from childhood, or from our schools, or whatever it is, to form a healthy relationship with money, the Science of Getting Rich will do that for you. I'm gonna I will probably read that book, the rest of my life, I think he's that brilliant.

 1:36:10

I just want to read it, you know, I may change my mind. 10 years from now, I don't know, but

I've been reading it every day since October 4, I have not missed a single day.



1:36:18

Because he says your it starts with your right to be rich, and we've got so many editors around that. So we release those editors.



1:36:27

You can do it by reading the book over and over again. I'd like to memorize it. I'm not big on memorizing, no, but it's just because I want to know it that well. Everything that he says matters. And I've you know, it's I I've been a reader all my life. But it's a rare book that I've yeah, I've read that book more than any other book of my life by now, I guess. You know, and I don't waste my time. So. So



1:36:50

healthy relationship with money is just how we exchange services to fall in love with that and thing I knew that you could hear easily now just before we go to break, why make the money. We've already been talking about some pieces of it.



1:37:04

I learned from one of my mentors, three reasons lifestyle, controvert contribution, who I needed to become who I need to become we've been talking about deeply already, right?



1:37:15

I have to



1:37:17

Heidi has to stand for a bigger version of yourself that is not is not going to say I'm going to let you down is going to remember how fiercely you have



1:37:30

sought transformation for your son. That's who you are.



1:37:35

And you've shared it before. So hope you don't mind if I share it here, you know, the hundreds

of 1000s You've invested in all the hours of loving kindness and then you know what, and then you think you're gonna let somebody down?

 1:37:48

Like, which What world are you living in? You know, like, I know, our editors do this to us. Isn't that crazy? So who I need to become Heidi that's a part of her journey and we all have the unworthiness button in this culture, right? I need to become the person that loves myself that sees the value in myself and the work that I that I offer, right? Heidi needs to know that in her bones she needs to she needs to Heidi I want you to read the back of your book again, just the back of it

 1:38:15

all that you did for your son read the back of your own book to remember who you are right? So big so who I need to become stepping into that contribution.

 1:38:26

You've given us this in many ways all of you in the way that you talked about how you could contribute but pointy tidy because thinking about what she'd said about philanthropy

 1:38:37

and we saw that in tears the the depth of that just few minutes ago so it's still present right here.

 1:38:44

Our contribution

 1:38:47

and contributing to our clients like Anna Maria said, you know, so you know, uplifting the people that I serve right

 1:38:55

now

 1:38:57

who I need to become with Mary Kay as well, right? Like, oh, I think of myself as a port, you know, adequate writer somebody that like sussing out that editor it's like no standing for her company will call and earning that in order to earn the money. We need to serve and just serve at that next level we need to suss out those editors they don't they don't belong in the next level.

 1:39:18

So and then lifestyle it's okay. It's okay to it's more than okay. And and it's in the sense of Getting Rich by Wallace Wattles talks about that is more than okay the divine

 1:39:32

whatever that is for you. life force energy source energy, the universe, my highest self, US and community like whatever the Buddha nature, Jesus, Mohammed, I'd be whatever it is for you, okay, something bigger, whatever that something bigger is in your language.

 1:39:48

My own highest self like that spirit.

 1:39:54

When I was a child, I was really moved because I'm going through my parents things and my favorite prayer

 1:40:00

I hadn't even seen it before, it must have been my grandmother's and my mom kept it and it's beautifully framed, I'm gonna bring it home. And it just make me a channel of your peace. It's been those my, it was my, my heartfelt prayer all my life, I just want something bigger than me to flow through me to bring peace on this planet to bring something beautiful. And so.

 1:40:24

And divine flows through us through the things that we have access to, I'm really glad that money flows through me so that I could get this hotel so I can be here talking to you. Do you know anything? It's okay, that that's okay. And I love that.

 1:40:41

And, you know, neighbors and friends and relatives offered to take me in, and I stayed with my niece for a while. But I'm like, here, there's my own space, and I couldn't be more present with

you, I didn't know where the internet glitching

 1:40:56

so that's okay, that's part of lifestyle, I brought my daughter to Mexico as part of lifestyle, a sort of joy on her face, lifestyle owning your own most beautiful horse. And that, like, you know, so I think of Mary Kay and Annamaria, both working with horses and, and

 1:41:16

that that horse is most aligned, because you are the one taking care of that horse and that horse is uplifted, and you are and that's like, that's just this money that flows through for the person who raised you know, who bred the horse or whatever it I don't know, but that you guys know about that, right? There's money flowing through to allow for that.

 1:41:36

The vacation that you just got, you know, I mean, Karen, you just got back from Mexico, right? Oh, that lifestyle, that's fine to embrace that lifestyle contribution, who you need to become, and all that propelled by sales, and all that propelled by high ticket sales. And I've done that, that this in other parts of the community, so don't want to do a deep dive here. But how money flows through you, it's really hard work. And it is it can be soul crushing to sell widgets, a \$1 thing, and people show up with a window ourselves.

 1:42:08


Even the very same person will show up with their, you know, dollar 97 Self, looking at how you have shown up for this work


 1:42:18


is deep investment. And you're here, you're present, you're engaged, you want to soak up everything about it and and you want it to transform your life. And we are me and the team do two deep level engagement, right? Don't go offering widgets here. The end is what you entered is what you signed up for paid \$5,000 and up and then meeting then we step into our big self in order to do that. And for some people even like \$5,000 million dollar deal that I'm working on right now, whatever that number is for you. It's not about the number you get what I'm saying whatever that stretch is for you just mentioned 5000, because that's our now you know, for some of you're going like, open I have an editor for somebody else talking about million, but it doesn't matter. Or he might have an editor I'm talking about a million dollars, oh, you know, will this help? Or oh, you know, how am I going to fill or whatever, like, it's not about the number


 1:43:06


lifestyle contribution I need.


 1:43:10
Alright.


 1:43:18
And you know, that I'll just read present it, it really presents it don't sell widgets. Let's say your goal is here, it's a quarter million dollars, what if it's, let's take a quarter million dollars. If it's \$1 widgets you're selling, you gotta go find 250,000 people, and they're all cranky.


 1:43:35
I'm really real. When I'm here with my family, right now, my words come out a little differently. I'm always real. But this is like the raw real version of

 1:43:45
those \$1 people invest at the window level, they're cranky.

 1:43:49
And you gotta find 250,000 of them and keep them all happy at the same time. Why would you do that?

 1:43:57
\$5,000 or \$10,000 or whatever, you know, \$100,000 you need two and a half people.

 1:44:04
And it scales all the way in between.

 1:44:09
And so why not do the easy way and our editor throws up all these things that all come from not knowing who you are.

 1:44:18

When you know who you are, you see what's lying around on your shop floor. We've done that exercise in multiple different places. I'll just remind you of here instead of doing the deep dive. You have talents and abilities and resources that are amazing a call that was laying on the new showroom floor. When you see even a fraction of that I sent Heidi to one of the things that she's lying around in her shop and for the back of her book. It'll tell her something of what she's done and who she is.



1:44:46

When we know that we will stop mistaking ourselves for something small. We will stop asking people to snake play small at the \$1 level and that's a \$1 transformation. Aren't you here for something bigger



1:45:03

Yeah. And Karen says,



1:45:05

and even though math was my entering university, like I couldn't do the math in my head at the moment, or would have carried it for me. Thank you. Just the idea of 50 people at \$5,000. Much better Exactly. Do you want to find find 250,000 cranky people.



1:45:23

You want to find 50 amazing people



1:45:27

who want to dive in and do the work. And then I'm just going to, like, see this with you. And then forget it. If you're, if you're reaching toward that \$5,000 level and give it to people said, I'm going to double my prices, you know, and I wasn't even talking about price.



1:45:44

So no, that is \$5,000. And up, like just do that, just do that. Just do that. And then after you offer a couple of \$5,000, it is probably not going to stay there. In fact, I'm going to be gently encouraging you and it will be \$10,000 soon. And 15,000 or since have you worked on all mouth on 5000? I'm glad that Karen did. It's 50 people, but it won't be 50 people. Because once you've made that \$5,000 offer and you know, I was just talking to Mary Kay about that on the q&a call yesterday. So she said oh, no, the day before yesterday.



1:46:16

Right. Anna Maria was and Maria was there and it's like, oh, right, my \$9,000 program now becomes a \$12,000 program. I mean, she just increased her prices by a third on that call. And so if she'd done all the math from the earlier version, it's all like, it just gets easier actually. But But Karen's point even you know, that's the entry level idea of it. And then it's not even going to be like that your 50th person, it's not going to be a \$5,000 offer no way.



1:46:42

So it's easier than it seems. It's 250 People turn 50,000 people, Cranky people selling widgets, or it's 50 people at 5000. And it's not even going to be that it's gonna be less than 50 people.



1:46:57

And they are playing with their full selves. And they really want the transformation you provide. They speak your language. Who wouldn't want that?



1:47:06

All right.



1:47:08

We got all the places I wanted to get to before taking a break. So let me just check in. I just want to check in with timing out here, Yvonne and everybody, but okay, where are we now? All right. So let's do this.



1:47:25

I just wanted to check something here too.



1:47:30

Okay.



1:47:34

Let's take a nine minute break. nine minute break.



1:47:42

Okay. 10 minutes

Okay, 10 minutes.



1:47:45

Actually, 10 minutes. So we'll come back at 110. Come early. Really, we'll start at 10 After and take good care of yourself through this break. Know that we've done all the foundation that you need to go out and, and make those offers right away. It's only you that you don't think that you can but you can't. Once you decide you can. The rest is just details. We'll help with more and more details as we go. But it's going to stay a lot with the inner game because this is where this this work happens more than the industry pretends because we think it's all like some kind of sales technique. And then we're trying to be a better used car salesman instead of extra serving people. Alright.



1:48:25

So when we serve people like this, it's actually so much easier than you think. Alright, so 10 minutes, we'll come back at one because I talked for a minute 111 Mountain Time, so adjust your own time zone. We'll see you in a little while. Guys. Thank you so much for an amazing start to our day. Thank you