

# 2022\_07\_19 - LYL Sales as a Story Part 2 Session 1

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## SUMMARY KEYWORDS

wins, meditation, universe, jonathan, beautiful, happening, point, winds, notice, life, breath, day, world, shoulder blades, reaching, michelle, soften, body, relax, book

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 00:00

It is July 19 2022. This is sales Story Part Two. So excited to be here with you today. And we're just going to start with a brief rather than short Boston. We're just going to start with a brief meditation so much I want to share with you guys today. Just a brief meditation so you can be camera on camera off, you don't need to turn your camera off for this part if you don't want. Just want to take a couple minutes to center ourselves. So you're wearing glasses, I suggest you remove them. Glasses take us out into the world when we take them off. It's natural for us to go inward. Sit up tall, if your arms or legs are uncrossed on cross the arms on across the legs and sit in a place where your heart center is open. And then softly close your eyes. You can have your hands. I'm adjusting mine here, palms upper palms down on your resting on your mid thigh, perhaps where you want the hands to be is the place where your elbows hang directly below the shoulder so they're not forward they're not back, elbows, it's the position of the elbows that will give you the position of the hands. Palms can be facing up or facing down, facing down helps us be grounded, facing up helps open the shoulders. So try both ways. Take a minute with the hands down and take a minute with the hands up and see which way your body wants today. Choose

 01:33

then find the center line for your body often we're leaning forward into the future, trying to get stuff done, busy busy. And so imagine that golden thread drawing the crown of the head, golden thread right crown of the head to the sky. So you're right on the centerline the body is exactly vertical perpendicular to the floor. If we're hanging back sometimes our chest is down we're receding from the world. So how we position the body in space matters for how we need the world

 02:15

be aligned notice if you're sitting more on one sit bone than the other be balanced. Feel a lift through both sides of the torso as you lift the spine.



02:32

Both sides of the torso lift King space between the ribs growing taller Heart Center is open but you're not thrusting the chest forward there's a lift through the sternum bone.



02:51

The bottom and the shoulder blades move into the back to support that opening the chest the opening the chest comes from the back body. Shoulder blades move into the back bottom tip so the shoulder blades move into the back so our hearts are open, it's more than a physical movement or open. Relaxed throat soften the jaw relax, especially at that hinge point near the ears where we often hold tension release that hinge point of the jaw relax the tongue that it rests in the bottom of the mouth



03:38

soften the eyes the eyes sink back toward the back rein relax the forehead soften the eyebrows relax the skin of the scalp be present no watch the breath notice how the position of the body itself in this way may help you feel grounded Can you feel grounded connected to the earth beneath you kind of this head reaching to the sky so there's those opposite movements groundedness and reaching upward



05:02

stance we always want as entrepreneurs both grounded and extended.



05:09

Watch the breath.



05:27

With the next few breaths pay attention particularly to the exhalation and the end of the exhalation. With each exhalation, there's a deep letting go, happens breath by breath. We don't know that there'll be another breath. We let go, we release that breath. And we trust that the installation will follow. Notice upon point of the breath after you've exhaled before the inhalation starts, and it's the exhalation all the way through to its end, letting go.



06:25

And then letting go of his quiet, brief meditation as easily as you came into it. Behind closed eyes lets the gaze be toward the floor. Gaze downward but it's still up. chin parallel to the floor, softly open the eyes, gaze down along the bridge of the nose. And then slowly keeping the eye soft. Slowly raise the eyes to level and rejoin our virtual circle energetically. Good. training our

attention and what we love what we love. And then that's always see. I was out for dinner the other day with an old friend. Different vibration, different energy. She carries a wonderful person. I was so enjoying the dinner. And she said the service is horrible. I'm like, really? I hadn't noticed it all. I noticed that amazing conversation. I noticed the delicious food. I noticed the ambience of the place. She didn't like the service. I actually wasn't ignoring the service. I actually didn't even see what she saw. She wanted to complain and I had I was having the most delightful dinner imaginable. We focus on expands. What did you love in your brief meditation this morning? Or afternoon?



07:58

We'd like to begin Thank you.



08:04

Me It just felt so good to have my body just completely relaxed with each exhale.



08:15

Isn't that cool? We're doing it all the time. We don't even know we're doing it. I learned how to let go. Well, you do it every day. You do it with every breath. Isn't that cool? Thank you for noticing that. Beautiful. What else would you love today? Yeah, Heidi.



08:41

There was an unusual moment for me in the middle where I suddenly went very deep. And I didn't think I was going to fall asleep which was good. And I just relished. Oh, this is it was even like a moment after the fact of the depth of it. without falling into sleep, and it it felt unusual and beautiful and fleeting.



09:18

I'm not at Heidi. Often in our culture, we're used to like, go go go Busy, busy, busy body tense, you know, on high alert emergency mode. Or we're veg out on the couch, mind fuzzy or asleep. Right? So as often are two different modes. Neither one of which is like because often it's passed out from exhaustion is not a great way to live. It's like the yo yo back and forth, back and forth. And both meditation and troublesome teach a different state. I can be completely relaxed. In my mind can be focused I don't I'm not asleep. And then sometimes it can teach us other things too, like the deep desire to fall asleep and just womanism meditation can tell me that I need rest. And we might not notice it in our busy, busy, busy world, right? So both of those observations are, you know, your your comment brings that to mind, Honey, thank you beautiful. And also the fleet like, oh, well, I'm in that state, oh, let it go pass through me, how beautiful is that? Anything else wanting to be said about THIS practice this morning, we did something different, or this afternoon. For me. It's something different today I'm seated instead of lying down. You do that less often. Anything else? Good for now. Okay, awesome. So just a

couple of announcements, just, you know, look out for announcements in the announcements channel. Also, you have are always constantly updated, you know, your calendars updated when mine is now on the Google Calendar. So, you know, not as many announcements for me to make which I like, more time for the content. But just a reminder, we do have a q&a call. It's on sales and offers this afternoon at five o'clock mountain time today. So this is a great thing to do right after this. Because whatever questions you have remaining from this, great to be on the spot with that. And of course, office hours 9am, Friday for 15 minutes. It is implementation week, next week, this is the first time we really utilize our implementation week. Last time around I was teaching normally, I will not be teaching that last week of the month. This is your time to connect with our amazing, amazing team, Marie and Yvonne. And so there is Love Your Life Mastermind call with Yvonne Thursday, next Thursday, so a weekend two days from now. And everyone is welcome again is right on your calendar, you should see it. And then there are private sessions with I believe it's Marie this month that you can book. And if you're not yet you we've sent you those that links don't have them right in front of me here. But we've sent them to you countless times. So you should have them. If you don't, you know, you can ask in the program channel, whatever you need to ask about it. So I've asked me to put a reminder posting in Slack for you. So slack is our main way to communicate as you know, stay in touch there. And that's where you'll know what's happening. Sometimes you won't know something to it'll be another, another member of this community who will know the answer and will get back to you sooner, right? So I love that we've got that, that way to keep in touch all the time now wins. Jonathan, you're sharing such wonderful winds. Before we started the recording, I'm like, Wait, stop share here, gathering that energy is so huge. And if you're listening to the recordings, I hope you'll come back to these pieces. Do have Austin, do the meditation with us and listen to the winds and add your own. If you're listening after the recording, those who are here live if you're listening afterwards, again to the recording, because that's how, you know as entrepreneurs, often we forget to look in the rearview mirror. And so we're aiming for that next thing aiming for that next thing that feels like we never get there. And then we run out of steam. And we go Why does the universe ever give me anything? I'm not noticing what's actually happened with the universe is like, it's like the, you know, a gift that we give to a small child at Christmas time. The kid goes, Yeah, whatever. And then we give them the gift the next Christmas like yeah, whatever. Yeah, whatever. Like how much do you feel like giving them another gift. And the universe is just like us. So when we can look back and see the winds and see the beautiful things that are happening, it also just causes us naturally to expect more, because that's what we see what we focus on expands and it gives us the energy to keep going. Because we know things are actually moving forward. We're actually seeing what's happening, especially on this moving sidewalk. You might feel sometimes like you're standing still, but you're going so fast. So forward so fast, that you might not be noticing, it's great to to notice all the way along. So Jonathan, Will you kick us off because I you know, even as I arrived, you were right in the middle of a beautiful story about so many beautiful ones for you right now.



13:53

Sure, yeah. So yesterday, I had a really great lunch with a friend and colleague, Wei, Xiang Shan, who I've worked with for the last three or four years, and he's now in graduate school, but he's interning with a company that I'm leaving. And he was very interested that I was you're moving on. And he was interested in seeing how he could, you know, continue to work with me during one once we go back to the fall semester. So he's very excited about doing that, and helping out and being able to work, you know, with me. So that's fantastic sort of piece of the cog that I was kind of worried about, like, clearly I can't do it all on my own right.

And then I had another conversation just before the call with another gentleman that I've worked with a number of different years, who is a computer genius, and he's really good at all the programs you need to be proficient in to work in an architecture, and I know he's been very busy hammer out a lot is going on and as is life recently, personally And but I got in touch with him and suddenly said, Hey, listen, I was thinking about you, I'm not sure what you're up to, but this is what I'm doing. And he was absolutely upfront, it's like, great, count me. And I'd love to help out, whatever you need, just let me know. So when Michelle, when you came into the conversation, I was sort of saying how I was a little nervous about that, because I'm ready for some setbacks, you know, everything's been going so well, I'm kind of waiting for something to kind of, like, Plug me back. And so I do a lot of the Self Editing kind of getting ready for something not to go well, and the way that I kind of you do. Michelle, as you pointed out to me, he says, I have a way of like, putting decisions off. And, you know, be able to just like, say, Listen, I've got a call John, and just see what he's up to, and made the phone call. caught up with them personally, had him, you know, say all these great things like he's on board, he wants to help all the rest. That stuff was just amazing. It just felt so good. So that was a huge benefit. Yeah. Hey, John is so



16:07

great. I'm so happy for you. And you know, I really do live my life as a reverse paranoid, the universe conspires to support us. And that's the evidence that I find because that's what I'm always looking for, because I know what's going to happen, right. And we often live life the other way, I call it living life unconsciously in the genre of tragedy, you know, waiting, because you know, it's going to end badly, you know, where's the things can end badly, where's the thing, it's going to end badly. And so it's a rewiring of ourselves internally to understand that, to me, the universe is always trying to send us these things, you know, through the agency of people plans, you know, just somebody walking down the street, somebody we knew before and, and, you know, we get all in our heads and we can't even see all the support that is coming our way. And then when we stop and take a look and actually reach out right, we also do the action right to receive it. Like you did you made the call. You had lunch yesterday, have lunch today, you reached out to this people, it's like, what do you know, the universe conspires to support me, everything is on my side. They're all aligning to help me and it's like, all these years in geography, like 19 years of momentum of the universe, trying to send you stuff trying to send you stuff. And here you are reaping the rewards right now. All right. And then a really great book that I want to mention in this regard is Gay Hendricks the big the big leap. I love this book, because he talks about, you know, we have a set point, a certain success and money of level that we think is ours is like a thermostat. And so, you know, Johnny, you've got so many things rolling your way. We've been hearing so many wins for so many of you, right? That so many wins that sometimes we think okay, yeah, but I'm only allowed to that. So it's like, that's why you're waiting for the bad thing, right? Because I'm only supposed to it was not that it was way down here, right? I'm not supposed to expect much. And maybe even think I'm expecting too much. Oh, Jonathan, now I'm not expecting enough, right? Knowing that there's a moral allowed, right, so more coming your way. So we have this set point. And then this happens. So we unconsciously actually take something in order to land at our setpoint. So it's time to increase your housing Level Time to increase your housing level, this is happening. Now. That's where that's your birth. Right? That's where you belong. And that's just the jumping off point for the next level. So, and in the big league by Gay Hendricks he talks about that beautifully and many other wonderful things, but I really recommend that book, especially when, as happens in this community, many wins are happening. Right? I see you nodding Annamaria. And just like the creation of your vision, and the huge movement that you're

making your life, I mean, selling your farm for 30 year that you've owned for 30 years, these are big life movements, and so very easy to go, oh, this is gonna go well, I'm just waiting for that thing. No increase, you're having level increase. You're having level know what your birth rate is like the universe is rejoicing in your, you know, all the things that are coming your way. So thank you, Jonathan. So, so beautiful. Let's hear one more when least one more win who has something that they want to share? And again, remember, sometimes because the winds are so huge in this community, we think it has to be something close or it doesn't count. Like I brought out yeah, thank you, Anna Marie, go go ahead. Yeah, go.

 19:10

Thank you, Michelle. So I did have my call with the lady yesterday about a quote she wants help with.

 19:18

Yeah, pause there, pause there. Because it's such a huge man. This is such a huge one. Whatever follows this. This is extraordinary and wonderful. I'm so happy. We're talking on the q&a call about this just so, so happy for you. Whatever follows. That's the way we want to count all the wins all the way along the way. Okay, thank you. Thank you. And then what else you want to say?

 19:42

Okay, so, I think I was very proud of myself. I held the space for her. We spoke about 4550 minutes, which was amazing because when people call me and say do you want help? Can you help me with my horse? I will say Oh, yes, sure what day and But I really wouldn't really I really listened to what he had to say to her history with the horse of horses history. So it was really it was very, very interesting. So I am going to go see the horse on Friday. And I am really looking forward to working with him. But also, I thought about it and I said, you know, I did increase my price for her. I have asked, I asked her for a number that I have never asked before for

 20:28

us there. Here's another huge celebration, right? Fantastic. I'm so happy for you. I'm so proud of you. Doesn't matter what comes next. Every single one of these we count, we enjoy the wins we bask in them. So you have never you said never asked for this price before, right? Yes. The number of wins in this one call is a brilliant and beautiful.

 20:49

Yes. Um, so yes, I will. I will see her on Friday. And I thought what I came to my mind was this is going to be a very good networking for me because I'm thinking things different. You know, either even make me prices made, okay, if I if I charge, which I haven't, I have never done how you know, to really try to increase my habits to to put numbers and put how many times a

week and how that is going to be a month and so really be more more clear on my finances to what am I going to make as I am at some point leaving the farm or selling the farm. So just starting a new a new way of looking at things to



21:39

Annamaria Inner Inner story wins. outer world wins. You know just making really strong decisions for yourself and your life. I'm so happy for you I'm so proud of you is so wonderful.



21:54

Thank you that Michelle and everybody thank you



21:58

when amazing what amazing community to be like sharing this into your right you know you want to share your wins with a dream enablers every day here's a good place for that. Do not share your wins do not share your dreams, or your wins or you know with a dream stealers. So how well that's not a real win or that doesn't you can't do that or you'll have a cat cat cancer or won't or wrong or whatever. Right? So but here is a beautiful place to share your wins to share your dreams to share. You know all of it. This is a room filled with Dream enablers. So Annamaria Thank you, Jonathan. Thank you beautiful. Yay. All right, um, as I've been doing lately, sometimes not always, but I'm just gonna start another recording