

LIMITLESS Coaching Call Transcript

FEBRUARY 28TH, 2022
LIFESTYLE COACHING CALL
HIGH PERFORMANCE HAPPINESS

349

00:54:14.730 --> 00:54:20.460

Stephanie Bogan: All right, are you all ready to talk about what is got to be my most favorite topic on the planet.

350

00:54:22.890 --> 00:54:37.560

Stephanie Bogan: The answer is yes, we are going to talk about high performance happiness and it's really about what does that mean to you, so I want you to you want you to feel like this more of the time.

351

00:54:38.670 --> 00:54:49.920

Stephanie Bogan: How do we feel like more of the time right because that was the idea when we started we're going to do great work and to do it better we're going to do it our way when amazing finances and freedom we're going to love what we do.

352

00:54:52.200 --> 00:54:56.160

Stephanie Bogan: And then one day you're like oh there's a lot of work, that is, it did not work out exactly.

353

00:54:56.970 --> 00:55:07.230

Stephanie Bogan: anticipated there was not a lot of paperwork in my vision or trying to find the right clients like in my head, they were just there and I was an awesome advisor and everything worked out magically with pixie dust.

354

00:55:07.890 --> 00:55:16.080

Stephanie Bogan: Right and it's not pixie dust, but there is a process for creating hyper for what I like to call high performance happiness for yourself, which is.

355

00:55:16.470 --> 00:55:26.520

Stephanie Bogan: What we all need to go back what we all, in my experience working with clients and



founders for 30 years is that what everybody in some way, shape or form once.

356

00:55:26.880 --> 00:55:36.750

Stephanie Bogan: Is the ability to show up at work to kick ass work be awesome have impact do value be financially successful as a result of that, and then go home.

357

00:55:36.990 --> 00:55:51.840

Stephanie Bogan: and live an amazing life your present for your family or an amazing marriage your relationship your kids think you know i've got this amazing parent your health and your fitness are awesome like oh it's also perfect in our heads great.

358

00:55:53.010 --> 00:56:00.210

Stephanie Bogan: how's that working out for you yeah That was the conversation I had to have with myself at one point i'm like in my head it's awesome but in real life.

359

00:56:00.810 --> 00:56:11.520

Stephanie Bogan: it's not feeling like this it's feeling like struggle and look being in business for yourself or building the client base is real work I don't want to take away from that.

360

00:56:12.240 --> 00:56:14.070

Stephanie Bogan: But what I want to talk to you about today.

361

00:56:14.490 --> 00:56:30.900

Stephanie Bogan: Is what are the factors that create high performance happiness because it's not some secret sauce people aren't born smarter or, better, or better looking there's not some secret club like what is it that separates people who can create.

362

00:56:31.170 --> 00:56:40.620

Stephanie Bogan: This kind of quality of life and experience for themselves and people who don't because that's that's the roadmap to change so step one is.

363

00:56:41.100 --> 00:56:49.380

Stephanie Bogan: You know you guys know I love vision and warm and fluffy and all of that, but i'm all about the science and the research, because I want there to be truth right and the truth is.



364

00:56:49.680 --> 00:56:54.450

Stephanie Bogan: According to the studies and there's a lot of information, I could share but i'm just giving you some highlights.

365

00:56:55.140 --> 00:57:10.140

Stephanie Bogan: Top performers right people who are above average at what they do right in the way that they do it, are you ready for this are I want you to understand the magnitude of this 55 times less likely to start projects, they don't finish.

366

00:57:12.060 --> 00:57:25.290

Stephanie Bogan: Now this is the interactive part you guys have your emojis how many of you for being radically honest start projects that you don't finish thumbs up if you're if you're honest everyone else's a fiver But OK.

367

00:57:27.510 --> 00:57:31.320

Stephanie Bogan: I right like we might get some leeway there REG is actually learned this stuff.

368

00:57:32.250 --> 00:57:43.470

Stephanie Bogan: Imagine if you were 55 times more focused and you follow through on all the stuff that you committed to doing what would the net result be in your business in your life if Edwin.

369

00:57:43.770 --> 00:57:57.990

Stephanie Bogan: Everything you'd ever decided to do 95% of it, you actually focused on and follow through on and what would happen if those were if that were your personal data set if 95% of what James did he went out and executed, what would the result.

370

00:57:59.970 --> 00:58:06.240

Stephanie Bogan: So I want you to get clear where's focus and follow through we talked about this in the overcoming overwhelm session, what are you focused on.

371

00:58:07.440 --> 00:58:18.150

Stephanie Bogan: Because we get focused on too much and we're going to talk about that top performers are 21 times because understand the magnitude of 21 and 55 times.



372

00:58:18.540 --> 00:58:27.750

Stephanie Bogan: less likely to experience tasks falling through the cracks how many of you have ever experienced tasks falling through the cracks it's the great frustration of owners right like how could this happen.

373

00:58:28.830 --> 00:58:36.180

Stephanie Bogan: right because we don't have our systems are people process and platform right and we're 17 times less likely to have an inbox full of unread emails.

374

00:58:38.610 --> 00:58:50.280

Stephanie Bogan: Now, imagine if those are the only three things you got better at this year, like you did no lessons you just paid your 10 grand to show up and do better What would it be worth.

375

00:58:52.890 --> 00:59:05.190

Stephanie Bogan: dropping number in the chat but would it be worth to you if you actually got it together focused on a few things did them nothing fell through the cracks and you weren't spending all your time and distractions and email, what would that be worth to you.

376

00:59:06.210 --> 00:59:08.220

Stephanie Bogan: dollars and time and freedom.

377

00:59:10.800 --> 00:59:21.120

Stephanie Bogan: A lot right can we agree, like a lot right way, more than the price of admission many times over, if we follow through So the question is how do we elevate our work.

378

00:59:21.630 --> 00:59:25.230

Stephanie Bogan: or wealth in our well being in ways that actually work.

379

00:59:25.590 --> 00:59:37.950

Stephanie Bogan: So let's talk about what is high performance happiness so defined what is it definition in meeting working at or above and above average standard succeeding at or above those standards, over a period of time now.

380

00:59:38.370 --> 00:59:45.240



Stephanie Bogan: i'm going to just call out that standards mean everyone else, and everyone else is a comparison and comparisons are the enemy of awesome.

381

00:59:46.170 --> 01:00:01.110

Stephanie Bogan: They are just awful like it's how we break ourselves down, and it also creates contrast that lets us know what's possible so that we go ooh I don't like this, I want that, when you see me living that way or Adam living that way or someone else living that way some part of you goes.

382

01:00:02.340 --> 01:00:12.090

Stephanie Bogan: that's possible for me like how do I step into that space is what this session is really about happiness in the traditional formula is broken.

383

01:00:12.540 --> 01:00:25.500

Stephanie Bogan: And that's what a lot of you are experiencing I know because I have lived through it, I manage it constantly happiness is not on the other side of success hat it's so cliché happiness is the journey.

384

01:00:27.060 --> 01:00:35.160

Stephanie Bogan: And if we're honest with ourselves, like I sold a company for millions of dollars, do you know how excited I was, I was pretty excited you know how long that lasted.

385

01:00:36.180 --> 01:00:36.750

Stephanie Bogan: Three days.

386

01:00:38.340 --> 01:00:44.970

Stephanie Bogan: And then, after work the kids were still doing you know, throwing macaroni at the dinner table there was still like life still happened.

387

01:00:45.690 --> 01:00:53.940

Stephanie Bogan: Right The difference is like I thought I was going to turn this corner and it's called conditional living and it's the most dangerous thing that we do, which is.

388

01:00:54.360 --> 01:01:03.210

Stephanie Bogan: If only fill in the blank I had more money my spouse did this, my kids were better whatever my practice ran differently, then I would be happy.



389

01:01:04.950 --> 01:01:17.940

Stephanie Bogan: And what the science shows is that's a lie it's a fundamental broken kind of enigma of our culture, this hustle culture is if I do if I achieve if I turn that corner, then.

390

01:01:18.690 --> 01:01:23.730

Stephanie Bogan: I will have peace, I will have happiness, I will have freedom, I will have contentment how's that working for everybody.

391

01:01:24.270 --> 01:01:26.130

Stephanie Bogan: Right you've all turned a few of those corners.

392

01:01:26.490 --> 01:01:40.470

Stephanie Bogan: And yes, life does incrementally get better and more comfortable but it's about our state of being so just be on the lookout for conditional living, which says that when something is different, or better or a person is different, or better.

393

01:01:40.830 --> 01:01:50.070

Stephanie Bogan: Then I will be happy, then I will be okay, and that is a paradigm in which you can never will succeed like you're succeeding, or even being fulfilled.

394

01:01:50.370 --> 01:02:01.170

Stephanie Bogan: Because it's always around an invisible corner and that's one of those strategies that our brain and our culture play on us it's the opposite of living in the moment.

395

01:02:02.400 --> 01:02:10.080

Stephanie Bogan: So I want you all to pause right now y'all know i'm a fan of the belly breathing so we're going to take some deep belly breaths let's do three.

396

01:02:14.190 --> 01:02:23.280

Stephanie Bogan: And I want you to get really in touch with what's really working in your situation your life right now what's really working for you.

397

01:02:24.360 --> 01:02:37.740



Stephanie Bogan: What do you have to be happy and joyful and grateful over you can pay your rent you have a good relationship right, you have the ability to improve your situation like what can you get really feel good about.

398

01:02:38.970 --> 01:02:49.680

Stephanie Bogan: Because we spend about 99% of our time, not in that place so one of the things that we can do is learn how to evoke feel good feelings which we're going to talk about that's the state piece.

399

01:02:51.570 --> 01:02:58.290

Stephanie Bogan: And here's why it's matter there's a great book it's in the end, so we'll give it back to you called the happiness advantage by Sean acre.

400

01:02:58.590 --> 01:03:09.660

Stephanie Bogan: inker and it really talks about that the broken model of happiness if we get this then versus the personal model of happiness, which is, I am because I choose.

401

01:03:09.990 --> 01:03:22.110

Stephanie Bogan: And everything else is an outcome that I create from that place when you operate from a place of happiness what we call success state here at limitless right being above the line if you're familiar with that terminology.

402

01:03:22.650 --> 01:03:31.470

Stephanie Bogan: means that you're happy you're productive you're empowered everything is figure out audible and from this state intelligence rises no joke IQ points actually go up.

403

01:03:31.920 --> 01:03:35.910

Stephanie Bogan: Creativity rises when have you all had your best most inspiring ideas.

404

01:03:36.630 --> 01:03:45.060

Stephanie Bogan: When you are happier when you were funky when you were like in the flow zone or when you were feeling awful like come on like when does that happen right Our job is to create that flow state.

405

01:03:45.660 --> 01:03:53.460



Stephanie Bogan: Science and the research says you're 31% more productive when you're positive than when you're stressed you're 31% better at sales that might actually matter.

406

01:03:53.700 --> 01:04:12.270

Stephanie Bogan: 90 doctors and professionals right totally true for you 19% more accurate with diagnosis, because purpose and connection is what gives our life, meaning like what is it that truly makes us happy, it is not the number on your p&l, it is not the number of assets on your custodian statement.

407

01:04:13.380 --> 01:04:25.170

Stephanie Bogan: Those are benchmarks and milestones that we tell ourselves will create experiences conditions or resources that empower and foster happy, but they are not happy.

408

01:04:25.920 --> 01:04:31.680

Stephanie Bogan: And do not make the mistake of confusing the to happiness is a state of being.

409

01:04:32.190 --> 01:04:41.160

Stephanie Bogan: That allows you to create the outcome that you want, in your life because you're not governed and overruled by all those stories and the strategies that we talked about right from that negative state.

410

01:04:41.580 --> 01:04:54.300

Stephanie Bogan: So the key to high performance happiness, first and foremost, is owning your state and I don't know if you guys remember this, but I swear I need, we need to make postcards or something allison does anybody remember the triangle from mindset conversation.

411

01:04:55.680 --> 01:04:58.140

Stephanie Bogan: What are the three things you're working with all the time.

412

01:04:59.370 --> 01:05:00.420

Stephanie Bogan: strategy.

413

01:05:01.440 --> 01:05:02.280

Stephanie Bogan: story.

414



01:05:03.450 --> 01:05:04.140

Stephanie Bogan: And state.

415

01:05:05.760 --> 01:05:07.620

Stephanie Bogan: it's can see that very eloquent.

416

01:05:09.750 --> 01:05:20.730

Stephanie Bogan: like an iceberg below the line is story and state it's how you're feeling it's what's going on in your headspace into your heart space and my stress to my empowered strategies, what you do about it.

417

01:05:21.810 --> 01:05:31.920

Stephanie Bogan: Right, do you avoid your spouse, do you do business, do you drink too much at night, do you, you know, have a crazy exercise routine because that's what keeps you focused right strategies are positive and negative.

418

01:05:32.730 --> 01:05:36.150

Stephanie Bogan: And they are defined by our stories in our state so when we solve problems.

419

01:05:36.330 --> 01:05:46.500

Stephanie Bogan: Or we try to deal with situations from a below the line place our strategies tend to be below the line we react we create more problems we avoid the conversations we don't deal with what we need to deal with.

420

01:05:47.070 --> 01:05:59.220

Stephanie Bogan: When they're positive we do we have the conversation we raised the fees, we get clear we make the change we know what we need to account for it and we take action, because we're aware that however uncomfortable it is.

421

01:05:59.610 --> 01:06:06.720

Stephanie Bogan: it's what standing between us and the next level of success that we're trying to create So if you just draw a picture of this triangle and put it.

422

01:06:07.140 --> 01:06:13.920

Stephanie Bogan: Back no left posters on your desk it's going to remind you that this is the work that we



are doing this is the personal work.

423

01:06:14.820 --> 01:06:23.850

Stephanie Bogan: what's my story, or what are my stories that are holding me back right we're always working on over the year what's the state that i'm in which is what we're talking about how do we create.

424

01:06:24.390 --> 01:06:35.070

Stephanie Bogan: That state for ourselves, so that we don't that we have positive strategies not negative ones right that we're figuring out what goes on the success shifter that's going to put us in that place.

425

01:06:35.370 --> 01:06:42.360

Stephanie Bogan: not avoiding it with TV or work or alcohol or whatever, like those are all the strategies that we as humans love to use.

426

01:06:43.170 --> 01:06:46.980

Stephanie Bogan: And it's a dangerous cycle, so you are generally going to be above the line.

427

01:06:47.880 --> 01:06:55.950

Stephanie Bogan: below the line for neutral neutral in your brain and biology is called status right homeostasis everything's neutral that's how you should wake up.

428

01:06:56.370 --> 01:07:05.520

Stephanie Bogan: Sometimes we don't which tells us like if you wake up with your head spinning, it means that that stuff's already started before you've begun right there's some stuff to deal with you get junk in the trunk.

429

01:07:06.090 --> 01:07:08.910

Stephanie Bogan: We have a hard time sleeping at night right if you can't stay focused.

430

01:07:09.270 --> 01:07:15.480

Stephanie Bogan: If you say you want to do things, but you don't follow through on them, it tells us that there's work in our head space that we need to focus on.

431

01:07:15.840 --> 01:07:23.550



Stephanie Bogan: Because we're not showing up in a state that is clear, productive empowered and aligned with the goals that we've set for ourselves so that's how you know there's work.

432

01:07:23.940 --> 01:07:37.110

Stephanie Bogan: To do there and, by the way, diagnosis human that's pretty much most people on the planet, unless you're a psychopath according to the research and I don't think we have any of you here this year so good, good for us if we if you do feel free to drop out anytime.

433

01:07:37.920 --> 01:07:40.710

Stephanie Bogan: Alright, so let's talk about the forces at work.

434

01:07:41.580 --> 01:07:50.280

Stephanie Bogan: He have three forces at work in your life, creating the level of success at any given time, and if you understand them, it makes it a lot easier to Marshall and and take.

435

01:07:50.670 --> 01:08:04.320

Stephanie Bogan: agency over them one your unconscious, mind you join limitless if you now know that you have a curtain in your brain and behind that curtain your subconscious unconscious mind is where 95% of your stuff happens 95%.

436

01:08:04.980 --> 01:08:17.430

Stephanie Bogan: Our job is to turn off that autopilot because we're operating with our survival systems are negativity hardwiring bonus question how many thoughts a day, do we have and what percentage of them are negative anybody remember.

437

01:08:20.670 --> 01:08:30.180

Stephanie Bogan: Come on, I gotta do epic shit yeti for the first person come on 60,000 Dimitris on it that's right what percentage 80% of them are negative it's actually they think.

438

01:08:30.480 --> 01:08:34.860

Stephanie Bogan: Closer to 90 or 95 but right we just want to make sure that we're being conservative.

439

01:08:35.490 --> 01:08:45.120

Stephanie Bogan: Imagine if 80% of thoughts running through your head were positive what if, Dimitri it was you're awesome you got this you're a badass your plans are lucky to have you, you know your stuff.



440

01:08:45.360 --> 01:08:57.270

Stephanie Bogan: You are focused and empowered and you get your shit done like what if that was running through the track of your brain all day long instead of a nothing because i'm so busy doing i'm not aware or be negative bs.

441

01:08:58.320 --> 01:09:02.880

Stephanie Bogan: What would the difference be so I want you to check in on that to.

442

01:09:03.930 --> 01:09:14.910

Stephanie Bogan: Your self conscious mind, and this is something that I want us to really talk about and for you to be aware of, because we talked about the stories behind the curtain, and this is the front of the curtain, this is you on the stage.

443

01:09:15.210 --> 01:09:24.690

Stephanie Bogan: you've all heard of yellow you only live once you guys know i'm a big fan of that right, make the most of it you've all heard of Fo mo fear of missing out who's heard of photo.

444

01:09:26.190 --> 01:09:29.370

Stephanie Bogan: So in caveman times what was the number one threat.

445

01:09:31.200 --> 01:09:34.860

Stephanie Bogan: As humans what what was that survival state designed to keep us alive from.

446

01:09:36.630 --> 01:09:48.060

Stephanie Bogan: Things that could eat us lions and Tigers and saber tooth and whatever right like that was our number one threat so society and culture have evolved far faster than our brains.

447

01:09:48.570 --> 01:09:56.310

Stephanie Bogan: So we're still using that primitive survival system, except there is very little threat of a saber tooth tiger jumping off the street and eating us.

448

01:09:56.640 --> 01:10:10.530

Stephanie Bogan: What is the number one threat in our society today in our culture and your



circumstance in your environment number one threat photo fear of other people's opinions.

449

01:10:14.670 --> 01:10:16.140

Stephanie Bogan: that's big, by the way.

450

01:10:16.260 --> 01:10:18.720

Stephanie Bogan: Because I want you to ask yourself what you would do.

451

01:10:19.290 --> 01:10:28.830

Stephanie Bogan: And what would be possible if you literally did not give a shit about what anyone else thought and i'm not saying that go be a jerk like you know the rule here is be good human i'm not saying that.

452

01:10:29.280 --> 01:10:41.760

Stephanie Bogan: i'm saying what if you were like i'm clear i'm acting from integrity going for it, no matter what, what do you think the likely probability of your outcome would be better or worse.

453

01:10:44.010 --> 01:10:51.030

Stephanie Bogan: So do a thumbs up on your emojis if you think it's gonna make you better thumbs up if you really think it's going to rain you're going to get eaten by the tiger thumbs down.

454

01:10:54.360 --> 01:10:57.390

Stephanie Bogan: Alright, so I see a couple of thumbs up, I see a lot because oh.

455

01:10:58.380 --> 01:11:06.990

Stephanie Bogan: it's not going to make things worse it's going to make things better, but our brain likes to trick us into one, we have a need to be validated so here's a little.

456

01:11:07.320 --> 01:11:13.680

Stephanie Bogan: crash course in human behavior For those of you who are men or women, which is pretty much everybody one little boys want to be validated.

457

01:11:14.700 --> 01:11:20.130

Stephanie Bogan: recognized you're awesome you're good you killed the cow go you little girls want to



be special.

458

01:11:20.910 --> 01:11:25.830

Stephanie Bogan: want to be acknowledged, we want to be adored we want right that doesn't change when we grow up.

459

01:11:26.310 --> 01:11:33.480

Stephanie Bogan: big boys want to be validated and recognized and big girls want to feel special and important that's how humans work.

460

01:11:34.410 --> 01:11:41.940

Stephanie Bogan: So when we understand that so much of what we do is protecting and proving and hiding and defending because we're putting up those shields.

461

01:11:42.210 --> 01:11:50.760

Stephanie Bogan: To maintain or validation or specialness are innateness in some way, shape or form we recognize that so much of our energy.

462

01:11:51.300 --> 01:12:00.720

Stephanie Bogan: is being poured into a whole about other people's opinions, and I mean this was all love you're just not that important nobody is spending that much time thinking about you.

463

01:12:02.460 --> 01:12:12.270

Stephanie Bogan: We are so hung up on what are they going to say like how many of you have already made changes to your email to your fees somebody yesterday was on traveling I like over 200 clients who's done that already.

464

01:12:13.110 --> 01:12:20.190

Stephanie Bogan: But I call the white knuckle moments did anybody die Betty did did the world end did clients freak out.

465

01:12:22.110 --> 01:12:23.010

Betty Wang: No, no.

466



01:12:24.210 --> 01:12:25.620

Betty Wang: It was actually very.

467

01:12:26.280 --> 01:12:26.880

Stephanie Bogan: Non event.

468

01:12:27.330 --> 01:12:38.010

Stephanie Bogan: Yes, it's so often like how do I do searches you just say click the link schedule a meeting there's like nothing you actually have to tell clients, for the most part.

469

01:12:38.460 --> 01:12:46.380

Stephanie Bogan: So when we think about this Arc our subconscious mind is stalking us all the time with stories and belief systems, but our conscious mind is.

470

01:12:46.920 --> 01:12:50.520

Stephanie Bogan: is experiencing the ramifications of that because we're showing up.

471

01:12:50.910 --> 01:13:01.560

Stephanie Bogan: spending so much of our time and energy being either striving for acceptance or overwhelmed because we have this set of standards that we think we're supposed to meet to be okay.

472

01:13:01.860 --> 01:13:08.160

Stephanie Bogan: And if we don't meet them we just beat ourselves up and then we ended these loops of non productivity and we just beat ourselves up more.

473

01:13:08.730 --> 01:13:16.200

Stephanie Bogan: So that's The second factor it's very real so just check like what are you doing and why are you doing it, are you seeking that approval or that validation.

474

01:13:16.530 --> 01:13:24.870

Stephanie Bogan: If a client says Andrew I can't believe that you would do this to me, could you sit there with integrity and say I hear you and I understand you and i'm super sorry that you feel that way.

475

01:13:25.350 --> 01:13:38.730



Stephanie Bogan: And I still genuinely believe that this is in the best interest of the client base and if that's not perfectly can you do that and not pass out is really the question that's the work by the way, because that's the thing we're all the most afraid of.

476

01:13:40.800 --> 01:13:42.000

Stephanie Bogan: The most afraid of.

477

01:13:43.020 --> 01:13:53.460

Stephanie Bogan: And I have had I can't even tell you how many challenging conversations I had with him on behalf of clients firing wives daughters like oh you're drinking too much and your clients know like tough stuff.

478

01:13:54.420 --> 01:14:02.430

Stephanie Bogan: So I promise you that when you get clear on what you're really seeking is it a women revenue, or is it validation and approval is it.

479

01:14:02.790 --> 01:14:11.610

Stephanie Bogan: Like that's what you really want to get clear on and then understand that your physical biology is very real your nervous system was designed in prehistoric times to operate this way.

480

01:14:11.940 --> 01:14:23.550

Stephanie Bogan: Social pain and physical pain, or the same to your brain Adam having a client go what the hell, are you thinking that is an awful ridiculous fee who do you think you are.

481

01:14:23.820 --> 01:14:28.800

Stephanie Bogan: Is as painful to your brain as like getting burned in your brain it looks the same.

482

01:14:29.400 --> 01:14:36.570

Stephanie Bogan: And if I said, Adam put your hand on the stove or via situation like half the time we do like I think i'll just put my hand on the stove.

483

01:14:36.840 --> 01:14:44.130

Stephanie Bogan: Because that social pressure is so real and so much of where your practices get hung up here.



484

01:14:44.430 --> 01:14:52.650

Stephanie Bogan: Is and all those compromised past those incremental choices and exceptions that we make or not drawing and setting those boundaries and sticking to our standards.

485

01:14:53.010 --> 01:15:03.120

Stephanie Bogan: That gum up the works, because we're so damn afraid to just speak our truth and let somebody else accept or reject it because it becomes personal.

486

01:15:04.410 --> 01:15:12.360

Stephanie Bogan: And I love you guys to death, but if I mess up today I need to be able to go home look at my kids and still be present know that i'm a good human.

487

01:15:13.290 --> 01:15:25.560

Stephanie Bogan: And that was the work that I had to do right perfect isn't the way to feeling good like that's just a strategy perfectionism control, you know I can do it better than anyone else, like I can't like.

488

01:15:26.310 --> 01:15:37.530

Stephanie Bogan: Those are all just things that we tell ourselves to avoid the discomfort of doing the real work so i'm going to pause there does anyone have any questions around the forces at work or how they're showing up.

489

01:15:40.140 --> 01:15:42.270

Stephanie Bogan: Anybody experiencing any of these things.

490

01:15:44.610 --> 01:15:46.560

Andrew Hatherley: Can I just add about photo.

491

01:15:46.800 --> 01:15:47.280

Yes.

492

01:15:49.500 --> 01:16:07.320

Andrew Hatherley: there's a quote or a paraphrase Churchill on this all the time because there's something about getting older and realizing other people's opinions aren't so important and The thing is, I think I think he said when you're in your 20s and 30s you care what other people think about you.



493

01:16:07.590 --> 01:16:20.040

Andrew Hatherley: yeah and when you get approached 15 maybe your mid 50s you care less what other people think about you, when you really reach maturity you realize they weren't thinking about you at all.

494

01:16:22.620 --> 01:16:28.980

Stephanie Bogan: Your client if your client is like oh my God I can't believe this fee i'm out of here it's kind of like, and I say this with let's like firing someone like.

495

01:16:29.370 --> 01:16:35.430

Stephanie Bogan: you're sick to your stomach up until the second that it happens, and then you have the conversation in five minutes after they're gone, how are you.

496

01:16:36.000 --> 01:16:44.670

Stephanie Bogan: you're fine because you've moved through the pain so much of your challenges in your practice, which is why I started them at least the way that I did it's not about the practice.

497

01:16:45.390 --> 01:16:58.680

Stephanie Bogan: it's about the personal perspective that you're bringing to the practice it's about photo and photo And what if this What if I get it wrong holy hell, what if you get it right you're going to get it wrong, by the way, I ripped off and deployed Adam was a perfect.

498

01:17:00.510 --> 01:17:08.790

Stephanie Bogan: Never I everything I do is I like I used to never do anything until it was perfect and now i'm like screw it we're launching it will make it better like it's just.

499

01:17:09.120 --> 01:17:16.680

Stephanie Bogan: So much easy it the hard work is starting better is where you go from there, and our brain stuck us on the starting, and that is your.

500

01:17:16.950 --> 01:17:22.500

Stephanie Bogan: Number what like when you're stuck or stalled out whether it's what's my plan, what do I need to do or.

501



01:17:22.770 --> 01:17:31.740

Stephanie Bogan: You know or my clients, going to be okay, or is this really possible like that's the work that's what separates high performers from everyone else is they.

502

01:17:32.010 --> 01:17:38.520

Stephanie Bogan: overcome those hurdles quickly and efficiently, because they're aware of what's really happening like oh.

503

01:17:38.760 --> 01:17:50.400

Stephanie Bogan: This is that white knuckle fear again, you know what 19 times it's been a non event so i'm going to do it anyway and here's the path that i'm going to prosecute to do that with as much clarity and confidence as I can.

504

01:17:50.880 --> 01:17:57.300

Stephanie Bogan: recognizing that it's going to be scary at first, but on the other side of scary is way more success and that's worth it to me.

505

01:17:58.080 --> 01:18:10.470

Stephanie Bogan: So it's really about managing our ourselves in a way that positions us to actually succeed, more and better you all have a temperature chart like if you were a thermostat Andrew.

506

01:18:10.890 --> 01:18:21.930

Stephanie Bogan: Your money stories your relationship stories, you have like a condition set that says this is work, I really had to do right, I agree, you guys know my story I grew up in a trailer park no money bad stuff.

507

01:18:22.980 --> 01:18:33.690

Stephanie Bogan: You get to a certain level, and you just kind of get to that level, and then you bounce down and you get to that level, and you get kicked down and you get to that level, and you get kicked down and I can't tell you how many clients i've had who were so successful and they hit a ceiling.

508

01:18:33.690 --> 01:18:46.200

Stephanie Bogan: And they cannot get past it and it's because our our temperature set is I grew up in a world, this is my work no joke struggle was everything everything was frickin hard everything.

509



01:18:46.980 --> 01:18:50.910

Stephanie Bogan: So when I find myself in that pattern now i'm like ooh this feels hard.

510

01:18:51.720 --> 01:18:57.270

Stephanie Bogan: I have to stop myself it's not that i'm like over every imperfect like I just know the work like oh.

511

01:18:57.630 --> 01:19:02.430

Stephanie Bogan: Here I go again like i've been doing this hard work thing for a couple of weeks now.

512

01:19:02.670 --> 01:19:12.360

Stephanie Bogan: What am I missing right it's the WHO not how isn't a strategy, you know, Adam and I once had to come, like hey you're you've lost your service advisor there's going to be some work we got to dig in and get through.

513

01:19:12.780 --> 01:19:20.610

Stephanie Bogan: But how do we make sure that we feel good about it that it's a temporary condition set and we're taking action that we're not in reaction mode and we're stuck there.

514

01:19:21.240 --> 01:19:34.620

Stephanie Bogan: So there are three parts of you we've talked about your unconscious mind your subconscious mind and your biology, this is another view of that, and I really love this one, I wish I were an artist, because I would just draw a meat suit you are a meat suit.

515

01:19:36.420 --> 01:19:44.130

Stephanie Bogan: So you are you're a flesh meat suit and in that meat suit there is a control Center it's called your brain that's what it does.

516

01:19:44.700 --> 01:19:59.820

Stephanie Bogan: And somewhere around all of that which science is really trying to figure out this is where science and spirituality get really interesting, but the research says they're kind of very similar so we can have that conversation another time is consciousness what is consciousness.

517

01:20:00.840 --> 01:20:09.480

Stephanie Bogan: consciousness is energy according to the science, but for you and I it's awareness it's



The ability for Adam or James or Brian to say.

518

01:20:10.260 --> 01:20:22.470

Stephanie Bogan: The thoughts in my head are happening, but they are not, who I am that is a story of how my body feels stressed out and I'm in reaction mode, I can stop that I can separate.

519

01:20:23.100 --> 01:20:36.120

Stephanie Bogan: I can separate the feeling from the being and sit in that space of awareness and say I'm feeling overwhelmed well okay what's that about.

520

01:20:36.900 --> 01:20:43.590

Stephanie Bogan: So the meat suit that's our biology that's where that fight or flight gets kicked in and your brain is what controls that.

521

01:20:44.310 --> 01:21:01.140

Stephanie Bogan: And the only sell, for that is your consciousness, it is your ability to sit in that space of awareness and intention and say what's really happening here what's my state in my story Why is this happening what's happening, really, what do I need to account for.

522

01:21:03.240 --> 01:21:13.830

Stephanie Bogan: Your meat suit it's not an elegant idea, by the way, but what I'm really trying to communicate is your body physically right is a bio magnetic energy thing right it's a meat suit.

523

01:21:14.190 --> 01:21:26.940

Stephanie Bogan: Your brain We know this is working constantly it consumes one in five of your calories I did some more research around this you guys at a resting state so just to live to wake up and exist.

524

01:21:27.870 --> 01:21:30.450

Stephanie Bogan: One in five calories what happens if you're actually doing stuff.

525

01:21:30.510 --> 01:21:36.300

Stephanie Bogan: What happens in those stress groups, what happens when you're climbing mountains you're flying airplanes right like way more energy in calories.

526



01:21:36.840 --> 01:21:49.620

Stephanie Bogan: So owning your mind is the most important thing that you can do, because your mind and body have this very deep connection Harvard has a mind body institute does anyone remember what the connection between the mind and body is.

527

01:21:51.510 --> 01:21:54.780

Stephanie Bogan: i've been teaching it to you for the last two months, even though it makes you feel silly.

528

01:21:57.150 --> 01:22:05.580

Stephanie Bogan: breathing breathing is the secret to connecting mind and body, because when you do those deep breaths.

529

01:22:06.330 --> 01:22:15.480

Stephanie Bogan: It D triggers your nervous system right it D stimulates it it brings you into that status mode so that your conscious brain can kick in.

530

01:22:15.840 --> 01:22:29.820

Stephanie Bogan: and have the all important conversations that actually create material understanding and meaningful change does that make sense, your meat suit with a control Center governed by awareness.

531

01:22:30.840 --> 01:22:47.850

Stephanie Bogan: So when you hear me say that our results right that we create outcomes, because we focus our attention, our consciousness through the lens of our brain that's how we create that's what we do, we are not in charge of those systems Andrew, what are we going to create.

532

01:22:52.170 --> 01:22:58.950

Stephanie Bogan: reaction right, so I want you to get really clear about how much of what you're experiencing is based on your thermostat.

533

01:22:59.640 --> 01:23:10.590

Stephanie Bogan: What is my meat suit set to what is my brain set to like hey if you grew up in struggle and you're wondering like Why is everything so damn hard it's, not because it actually has to be hard it's because.



534

01:23:10.830 --> 01:23:21.180

Stephanie Bogan: you're hardwired to create struggle in your life your brain will put things off it will procrastinate it will put you in situations because that's what you're biochemically strung out on.

535

01:23:21.660 --> 01:23:35.040

Stephanie Bogan: Like hey I need this level of adrenaline and noradrenaline portal called zombie system, because when I grew up, it was like a battlefield like those were the chemicals running through my body does that change the day you turn 18 and walk out no.

536

01:23:35.520 --> 01:23:42.780

Stephanie Bogan: Or, in my case, blood sugar no it doesn't and our job is to understand that the meat suit is an important part of this.

537

01:23:43.170 --> 01:23:53.730

Stephanie Bogan: But it's governed by the control Center and when we take agency that's the magic then we move into consciousness, we move to the top of that triangle in that trilogy and we can.

538

01:23:54.150 --> 01:24:03.330

Stephanie Bogan: impose our awareness in ways that allow us to take intentional get those insights and take deliberate action to create the outcomes that we want for ourselves.

539

01:24:04.140 --> 01:24:08.340

Stephanie Bogan: So i'm going to pause here because they spent some time on that, but I spent time on it, because it's important.

540

01:24:09.150 --> 01:24:20.970

Stephanie Bogan: Right, the triangle state strategy story, this is the business raid the version of that you're a meat suit with the brain and consciousness and your consciousness, by the way, is what you're trying to click into.

541

01:24:21.300 --> 01:24:31.080

Stephanie Bogan: Because it's what controls the other two, but for most of us 90 to 95% of the time, the meat suit in the brain are in charge, and the consciousness takes a backseat and that's why you feel.

542



01:24:31.530 --> 01:24:42.480

Stephanie Bogan: In congruence because that's some part of you saying this is not what I want pay attention, and this is one of the most important things that I can tell you feel free to write it down.

543

01:24:43.830 --> 01:24:48.810

Stephanie Bogan: Any persistent negative feelings now if someone cuts you off.

544

01:24:49.140 --> 01:24:59.070

Stephanie Bogan: They drive by you do your thing and then you could like, just like the gazelle in the tiger five minutes later you're fine that does not count i'm talking about persistent feelings and you many of you have those are you wouldn't be here.

545

01:24:59.820 --> 01:25:10.140

Stephanie Bogan: When you have persistent negative feelings, it is 100% of the time, a sign that something needs to be paid attention to.

546

01:25:10.980 --> 01:25:18.720

Stephanie Bogan: you're doing something that's not working for you and your feelings which is your body's way of saying hey attention good stuff bad stuff.

547

01:25:19.680 --> 01:25:28.140

Stephanie Bogan: And we ignore it and we keep going and that hustle culture and the grind and the I gotta do you know sleep is for the you know sleep is for the week and.

548

01:25:28.470 --> 01:25:38.250

Stephanie Bogan: You know all of that creates a state in which we're not happy or satisfied and we can't do our best, work and we can't build our best businesses from that place do we agree on that.

549

01:25:39.870 --> 01:25:43.710

Stephanie Bogan: Alright, so we're gonna take a deep breath because that's how you lock that into your memory.

550

01:25:46.530 --> 01:25:49.890

Stephanie Bogan: Are you in control of your meat suit is really the question that i'm asking.



551

01:25:51.750 --> 01:26:05.730

Stephanie Bogan: Right i'd be a great title for an article in it, you can control your meat to hey, what are the traits of top performers, these are the characteristics that, as you take ownership of your mind your body and your consciousness, you want to invoke purpose.

552

01:26:07.830 --> 01:26:15.930

Stephanie Bogan: If you don't know what you're doing and why you're doing it, you are going to struggle, whether you're in lifestyle or leaders, I can already tell you there are examples where someone's like.

553

01:26:16.590 --> 01:26:24.690

Stephanie Bogan: i've got these goals, but I don't really know why great so you're just moving stuff from one side of the desk to the other, to get the income number of the.

554

01:26:25.110 --> 01:26:29.010

Stephanie Bogan: Number to go up and that's not that it's not that it's not meaningful but that's not purpose.

555

01:26:29.580 --> 01:26:39.630

Stephanie Bogan: Why do you want those numbers to go up you want better deeper lasting purposeful passionate relationships with your spouse okay that's something I can get behind you want to be present.

556

01:26:39.960 --> 01:26:43.890

Stephanie Bogan: And engaged with your children and help them feel validated and worthy and.

557

01:26:44.130 --> 01:26:53.610

Stephanie Bogan: Like you're tuned into them, we can get behind that you want to make more money to just live a better life and give some away and have a great retirement great we can get into that but you need to know why the damn you're doing it.

558

01:26:54.330 --> 01:27:04.020

Stephanie Bogan: Otherwise, you are a human doing not a human being, and if you are stuck so many times it's because we don't have that sense of purpose and we don't then as a result, have clarity.



559

01:27:04.590 --> 01:27:13.500

Stephanie Bogan: And when we don't know what to do, and why to do it, we just do stuff we get up every day and we repeat the same patterns of behavior because that's what we're hardwired to do.

560

01:27:14.100 --> 01:27:26.520

Stephanie Bogan: And we get the same result and we don't have those moments of crystal clarity and that's, by the way, what contrast is for all those uncomfortable feelings that you hate love them, why are they there.

561

01:27:28.530 --> 01:27:31.260

Stephanie Bogan: To tell you that something needs attention.

562

01:27:32.280 --> 01:27:40.860

Stephanie Bogan: that's why they're there to create a greater sense of clarity and clarity for the most part, because we're humans over a little bit slow.

563

01:27:41.160 --> 01:27:44.880

Stephanie Bogan: Usually comes from contrast contrast, often in the form of pain.

564

01:27:45.270 --> 01:27:53.520

Stephanie Bogan: This sucks, I would like it to stop, I would like to be present, again, I would like more money, I would like to not do energy draining work that bores the heck out of me like oh my God.

565

01:27:53.880 --> 01:28:09.480

Stephanie Bogan: Contrast possibility, also a contrast oh my God stephanie and Adam and you know stuff Bruno and the band they're doing amazing things I want that now your brain is hardwired to pay seven times more attention to the pain, the contrast, and it is the possibility, just so you know.

566

01:28:10.590 --> 01:28:18.570

Stephanie Bogan: But clarity is what do I want to create for myself what standing between me in that mindset methods mapping momentum right we're giving you the model.

567

01:28:19.020 --> 01:28:29.040

Stephanie Bogan: How am I going to account for it that's the commitment piece is that top performers



learn how to develop the skill, I promise you, they don't wake up lucky.

568

01:28:29.460 --> 01:28:34.200

Stephanie Bogan: They develop the skill of deliberate action of follow through of committing.

569

01:28:34.800 --> 01:28:49.740

Stephanie Bogan: and part of that is focus if you're clear on what you need to do and what your three key objectives are this year, Brian or Elizabeth or Nick does that make it a lot easier to know where to focus your time and attention absolutely.

570

01:28:50.910 --> 01:28:59.340

Stephanie Bogan: So clarity is so important because remember you're focusing time, energy and intellectual property your think factor that's your real value.

571

01:29:00.090 --> 01:29:07.140

Stephanie Bogan: In the container of your time and if you don't make good choices about how to spend it like I don't care how good your mindset is like.

572

01:29:07.530 --> 01:29:19.890

Stephanie Bogan: The laws of the universe work, the way that they do you can't be on email 17 times a day and doing your highest and best work it doesn't work that way so purpose creates clarity clarity creates commitment commitment leads to what.

573

01:29:20.970 --> 01:29:32.340

Stephanie Bogan: deliberate action I know what i'm going to do, and why i'm going to do it, and that is my focus deliberate action not doing lots of stuff feeling good and productive and holy cow nothing's better.

574

01:29:32.670 --> 01:29:36.900

Stephanie Bogan: We started in 19 projects we didn't follow through on but we're going to commit to one this quarter.

575

01:29:37.680 --> 01:29:45.060

Stephanie Bogan: If change with you or your team or follow through as an issue, the most valuable thing you can do is pick one thing and execute so that your brain goes ah.



576

01:29:45.540 --> 01:29:58.050

Stephanie Bogan: Andrews got this like this is not the same as all those other times like we're in a different lane now let's pay attention to this lane right that's the habit shift that we're trying to create to get our brains on track with us.

577

01:29:58.920 --> 01:30:11.580

Stephanie Bogan: Productivity fee noms just have quite a frame coins, but I think you get the idea like these people do not waste their time they optimize it we've got the three that are orange we're going to talk about a little bit more deeply.

578

01:30:12.030 --> 01:30:24.000

Stephanie Bogan: Growth mindset right always in the headspace of I can I will it can be better and we'll talk more about that and then third protecting the asset anybody heard me talk about this, you are the asset.

579

01:30:25.290 --> 01:30:32.790

Stephanie Bogan: You are the asset, if you are not in your Prime peak place, you cannot create prime peak results period in the story the math doesn't work.

580

01:30:33.420 --> 01:30:44.220

Stephanie Bogan: And top performers hone their craft tiffany and Jared and Adam and my billion dollar clients, you know what they're still doing they're honing their craft.

581

01:30:45.060 --> 01:30:52.950

Stephanie Bogan: they're like what's the next level of this that's why we have expanded in deeper lessons right you could go through vision or you can go through vision, and when you get to a team, you can then do.

582

01:30:53.190 --> 01:31:00.660

Stephanie Bogan: strategic planning and you can do goals tracking or you can do managing performance at the next level, so when you're starting out you want to put.

583

01:31:00.900 --> 01:31:11.100

Stephanie Bogan: The systems that you need in place to just get going and move forward when you're



bigger or further along or more mature you want to use those deeper systems, but the goal is to hone your craft.

584

01:31:12.330 --> 01:31:26.880

Stephanie Bogan: Which my sales process, how do I say that every single time so i'm showing up and communicating the best, most meaningful value right, what do I say when clients challenge me how do I lead my team and manage projects like that's your craft.

585

01:31:27.420 --> 01:31:34.950

Stephanie Bogan: Right, the art of advice is your craft, so we talked a lot about that in devalue retreat in March is going to cover that a ton.

586

01:31:35.370 --> 01:31:44.010

Stephanie Bogan: But the goal here is to understand that and again there's a lot of things that we could put on this page, but I have been studying this for a while and a lot of research, and these are eight things.

587

01:31:44.430 --> 01:31:55.230

Stephanie Bogan: That, if you do them better, it is inevitable that your situation will improve, and if you do them better consistently right, it will improve faster because consistency compounds.

588

01:31:56.610 --> 01:32:03.570

Stephanie Bogan: So any questions around kind of these top performing traits before I go into a deeper dive does anyone have any questions.

589

01:32:05.880 --> 01:32:11.130

Stephanie Bogan: Right good listening mode today alright So how do we become productivity power houses.

590

01:32:11.760 --> 01:32:20.580

Stephanie Bogan: One take agency over your time we don't have lessons and many conversations about this because it's not material but taking agency over your time.

591

01:32:20.970 --> 01:32:35.550

Stephanie Bogan: Is what aligns your actions with your outcomes and 80% when we think about like



starting and those compromises and, over time, like how it builds consistency compounds in a good way and consistency compounds in a diluted way.

592

01:32:36.960 --> 01:32:42.270

Stephanie Bogan: So if you were like talking to yourself 10 years ago and you were like hey here are the things that we did.

593

01:32:42.720 --> 01:32:55.170

Stephanie Bogan: We should not do because they're going to add up over time, what would those things be like everybody dropped one thing in the chat that if you get to go back five or 10 years you'd be like I could never do that again, what is it.

594

01:32:57.720 --> 01:33:03.480

Stephanie Bogan: let's see what we got here i'm going to wait until I get some answers see interactive part you guys don't get too high.

595

01:33:03.960 --> 01:33:14.670

Stephanie Bogan: Give clients take one off clients make exceptions take on bad clients pitas I never clean my own toilets again yeah I gave that up, I feel like i'm master data to let someone else take their turn.

596

01:33:15.300 --> 01:33:19.200

Stephanie Bogan: Exceptions on account size keep an associate that I shouldn't drink coke.

597

01:33:19.890 --> 01:33:31.110

Stephanie Bogan: Plans so here's the valuable part about this, you already know, most of what you need to know about what's working and what's not working, what by you're here is like, how do I change this habit loops.

598

01:33:31.770 --> 01:33:40.560

Stephanie Bogan: Right, so the time lessons are all about that, which is don't check your email don't be on social time block your calendar align your priorities.

599

01:33:40.860 --> 01:33:53.430

Stephanie Bogan: Because that's ultimately what top performers do they understand that they have a



finite amount of energy of 86,400 seconds in a day, you have a certain amount of energy that you as a as a meat suit can produce.

600

01:33:53.850 --> 01:34:06.420

Stephanie Bogan: To engage in that day, and we all know that it goes rate goes down over the course of the day, so what are you going to invest your time and to what effect and that's the second piece, which is you focus on the few.

601

01:34:07.680 --> 01:34:14.490

Stephanie Bogan: We were talking about overwhelm this morning and it's what do I do and how about this, and what about that, and how about we get three key objectives for the year.

602

01:34:15.390 --> 01:34:23.280

Stephanie Bogan: whatever they may be, it might be, you know build a growth engine, it might be leveraged by time with staff assistance it might be.

603

01:34:23.640 --> 01:34:34.650

Stephanie Bogan: You know, take control of my time, what are the goals right hey i'm on an annual calendar, I want you know, to check email twice a day okay how am I going to do that well in q1 i'm going to implement X, Y amp Z and q2.

604

01:34:35.010 --> 01:34:42.840

Stephanie Bogan: i'm going to implement surgeries in q3 as long as they've hit my revenue goal i'm going to rate go from a part time to full time person like it becomes clear.

605

01:34:43.500 --> 01:34:51.240

Stephanie Bogan: When you're focused on the few things that are going to move the Needle, but when we try to do everything we get overwhelmed and you lose that clarity so.

606

01:34:51.600 --> 01:34:59.400

Stephanie Bogan: Take agency over your time focus on the few things you guys know this stuff but you also know that when you apply it, it makes a world of difference it's just hard to apply.

607

01:34:59.970 --> 01:35:06.690

Stephanie Bogan: Three do genius work you all have things that you love to do their energy creating the



revenue producing and your number one job.

608

01:35:06.990 --> 01:35:13.680

Stephanie Bogan: as quick as humanly possible, is to put in place the people, the process in the platforms to make sure that you do that stuff 90% of the time.

609

01:35:14.490 --> 01:35:26.310

Stephanie Bogan: If you do that you will make more money, you will be happier, and you will do the best work of your life without question and so it's all about what are the levers I need to pull to do my genius work.

610

01:35:27.450 --> 01:35:34.920

Stephanie Bogan: If you're smaller and you're starting out that might be I do my own admin work two hours a day, you know every afternoon i'm in admin time.

611

01:35:35.130 --> 01:35:38.520

Stephanie Bogan: So that I start to create that divide, if you have a larger team.

612

01:35:38.760 --> 01:35:48.450

Stephanie Bogan: it's looking at your organizational and people strategy and saying, as we grow what's going to be the best team and advice mobile isn't going to be centralized or something else that's going to get us there.

613

01:35:49.140 --> 01:35:54.090

Stephanie Bogan: But it's about making sure that you understand that you cannot be happy and fulfilled and energized at work.

614

01:35:54.660 --> 01:36:03.150

Stephanie Bogan: No matter who you are, if you are not the majority of the time doing energy creating genius level work so much of the time in my coaching with clients and like.

615

01:36:03.570 --> 01:36:13.500

Stephanie Bogan: they're like i'm this i'm stuck i'm not I can't and like What do you do with your time and they're like this, this and this i'm like done just stopped doing that and everything is going to get better, and I know that sounds.



616

01:36:13.770 --> 01:36:27.420

Stephanie Bogan: Simple and simple can be hard but it's true so many stories on tribe already i've stopped checking email I let go of 20 or somebody like 200 clients i've done this and they've done that, and it's freeing because.

617

01:36:28.380 --> 01:36:32.910

Stephanie Bogan: idea that I could feel this way and I could be this focus right that's what you're after.

618

01:36:33.600 --> 01:36:47.130

Stephanie Bogan: For to make all of that possible they're deep delegates they leverage their time and talent, to the utmost with those people process and platforms, that I am always talking about and five, which we're going to dive into is they live on discipline diets.

619

01:36:48.630 --> 01:36:54.840

Stephanie Bogan: Does anybody know what a discipline diet is, it is a governing system, a way of being there is a way.

620

01:36:55.020 --> 01:37:05.190

Stephanie Bogan: That I engage with prospects there is a way that I engage with my team, there is a way that I engage with my work on Mondays I do this on Fridays, I do, that these days i'm in these days i'm not right, I have.

621

01:37:05.610 --> 01:37:17.430

Stephanie Bogan: A discipline diet, a way of doing as much as humanly possible, because that frees up my energy to do the stuff if I know that every morning I get up and I do my ritual and my routine.

622

01:37:17.790 --> 01:37:24.810

Stephanie Bogan: Not have to think about it, I just get up and do it if I know that I have a step daily huddle Lisa every other day, like I don't have to think about it, I just get up and do it.

623

01:37:25.530 --> 01:37:32.490

Stephanie Bogan: Your job is to put yourself in a place where your discipline diets are so form that you literally just show up.



624

01:37:32.940 --> 01:37:47.580

Stephanie Bogan: and follow the system, I joke all the time I just do what i'm told I show up every day, and I do what i'm told I go to my calendar and i'm like oh that's what I do today I have total control because I created the system, but I have no control because, on that day that's what i'm doing.

625

01:37:49.080 --> 01:38:00.870

Stephanie Bogan: Discipline diets free your energy mental physical and otherwise, to show up and be present and do the work that you're doing so, the more that you can build discipline around every area of your life.

626

01:38:01.440 --> 01:38:07.830

Stephanie Bogan: routines and rituals are a secret of all top performers every single one of them growth mindset.

627

01:38:08.910 --> 01:38:21.180

Stephanie Bogan: One welcome feedback feedback is your friend, even when it stings, especially when it stings because it tells you where there is work to do.

628

01:38:21.540 --> 01:38:33.450

Stephanie Bogan: So if you can get in the mindset of I don't fail I winner I learned, it is a game changer for happiness, because then there's no standard no should know lack.

629

01:38:34.020 --> 01:38:39.270

Stephanie Bogan: That you're some story that you're failing on its I can I did i'll do it better go meet.

630

01:38:39.900 --> 01:38:46.050

Stephanie Bogan: And I promise you that in and of itself will change your relationship with getting off the dime and getting stuff done.

631

01:38:46.830 --> 01:38:56.070

Stephanie Bogan: to embrace uncertainty, this is where some of you are really struggling right now, like oh my God i'm like these massive changes I have all these options what am I supposed to do.

632

01:38:56.460 --> 01:39:02.400



Stephanie Bogan: All of this uncertainty that's a strategy of your brain and that that strategy is your brain saying.

633

01:39:02.850 --> 01:39:13.200

Stephanie Bogan: This is overwhelming let's just let's not it's okay everything's not that bad it's all good let's just go with what we know it's way more efficient we use less energy might not be comfortable, but we can deal with that.

634

01:39:13.770 --> 01:39:23.940

Stephanie Bogan: Uncertainty is a sign of success if you want to be more successful, you must get used to being more uncomfortable it's your relationship with the discomfort if the story is in your head or squawking.

635

01:39:24.240 --> 01:39:33.660

Stephanie Bogan: Care that bad things are going to happen if you make the change or then it's going to be so uncomfortable it puts us in a much better position to move to step three, which is do it anyway.

636

01:39:35.340 --> 01:39:42.330

Stephanie Bogan: But so much of what you're going to do this year and then I hope you carry on beyond it is you're going to do it anyway you're going to hold that fear in one hand.

637

01:39:42.780 --> 01:39:53.070

Stephanie Bogan: And you're going to hold you're doing anyway, and the other and you're going to go forth and you're going to make it happen now, that does not mean go do stuff Willy nilly right here, we give you models, we give you examples we show you how it works.

638

01:39:53.790 --> 01:40:06.630

Stephanie Bogan: But the goal is to not let the uncertainty, the fear the imperfection the control right the stories to shrink us so that we can be in a position to do it anyway because that's how progress comes.

639

01:40:07.230 --> 01:40:17.880

Stephanie Bogan: In order to do that, we have to have a sense of self belief, a sense of worth thing capability and then whatever happens i'm going to be able to deal with it i'm going to climb the mountain anyway, and our brains get us in these feedback loops.

640



01:40:18.360 --> 01:40:29.400

Stephanie Bogan: Of I can't I shouldn't I don't know how i'm deficient, it will be bad and as a result, we lose that sense of belief and if you showed up every single day Pam and Mary and Adam and you were like yeah I can.

641

01:40:29.670 --> 01:40:40.440

Stephanie Bogan: And I will i'm here and i'm worthy let it in bring it on if you operated from that state 90 to 95% of the time, do you think that your experience would be different.

642

01:40:42.060 --> 01:40:49.050

Stephanie Bogan: And the answer is for most of us, yes, it would because we're not operating from that success state that sense of deep belief in ourselves.

643

01:40:49.740 --> 01:41:00.750

Stephanie Bogan: are worth and our capabilities, like so much of what we talked about here at limitless is calling into question those things right, yes i'm worth it my fees are worth it people aren't gonna leave me, etc.

644

01:41:02.010 --> 01:41:05.070

Stephanie Bogan: So just keep in mind the old ways won't open new doors.

645

01:41:06.690 --> 01:41:12.120

Stephanie Bogan: Right uncertainty is your window to the next level of awesome if you can embrace it.

646

01:41:14.190 --> 01:41:23.970

Stephanie Bogan: And then, this is the one that we really ignore and it's super important like really important, which is, I call it protect the asset, you are the asset.

647

01:41:25.140 --> 01:41:38.310

Stephanie Bogan: We are in a hustle culture, if you sleep you're lazy right awesome people like oh you sleep when you're dead it's gonna be amazing right or I can I work 1012 hours wow I did that yeah great for you, that is not the bowl.

648

01:41:39.090 --> 01:41:50.010

Stephanie Bogan: Not here right so what's your attitude about it, like people with positive attitudes



perform better by every single measure which we talked about earlier like by every measure.

649

01:41:51.090 --> 01:42:00.600

Stephanie Bogan: So if you want to do better, you have to feel better because when you feel better you do better like so Rule one is you wake up every day and your job is to figure out how do I feel better.

650

01:42:01.350 --> 01:42:08.040

Stephanie Bogan: sleep lack of sleep is not a brag it breaks down performance across every measure you all know this.

651

01:42:08.550 --> 01:42:17.850

Stephanie Bogan: Right, so if you're waking up every day with an alarm and you're doing the drag your ass out of bed, you need to really evaluate, am I getting good sleep, am I getting quality sleep.

652

01:42:18.510 --> 01:42:26.460

Stephanie Bogan: If not, why not, because that is what powers your brain and your body your meat suit in your brain need you to have good quality sleep.

653

01:42:27.570 --> 01:42:28.080

Stephanie Bogan: diet.

654

01:42:29.610 --> 01:42:36.120

Stephanie Bogan: Now Look, we all love the stuff I really do me and my French Fries and my pizza rolls that it's amazing.

655

01:42:36.480 --> 01:42:46.440

Stephanie Bogan: Right, all things in moderation, including moderation, but diet actually matters you know 1000 calories of broccoli and 1000 calories of pizza rolls do not have the same effect on your body they just don't.

656

01:42:47.490 --> 01:42:58.650

Stephanie Bogan: So we could talk a lot about this and we'll talk more about it over the course of the year, but your diet is huge to your brain inflammation is responsible for 90 to 95% of chronic disease.

657



01:42:59.100 --> 01:43:11.280

Stephanie Bogan: diet is responsible for a majority of inflammation stress is the number one disease in the world, because it creates the symptoms in your body your immune system shuts down inflammations whose.

658

01:43:11.670 --> 01:43:22.320

Stephanie Bogan: stress and diet are literally the key culprits in all up in the majority of chronic diseases that we face, and again I know we all love our stuff but right good stuff in.

659

01:43:22.830 --> 01:43:34.740

Stephanie Bogan: equals good stuff out so to the extent possible follow your version of Ray the 8020 rule trying to make sure 80% of the fuel that goes in your body is actually fuel and nutrients going into your body.

660

01:43:35.010 --> 01:43:37.470

Stephanie Bogan: And then only 20 of it, is what I call food product.

661

01:43:37.890 --> 01:43:47.160

Stephanie Bogan: I tell my kids there's a difference between food and food product and food products okay you just got to know when you're eating food product because it's not real it's styrofoam and it does absolutely nothing for you, except that stuff.

662

01:43:48.000 --> 01:43:56.010

Stephanie Bogan: it's just it's the truth that just is what it is so incremental changes I was just doing some research, if you cut out three red.

663

01:43:56.640 --> 01:44:04.410

Stephanie Bogan: Meat make three servings of meat, a week just three servings a week, whether it's bacon your breakfast hamburger at lunch steak and chicken dinner.

664

01:44:04.980 --> 01:44:14.310

Stephanie Bogan: All of your health metrics improved significantly right so it's not about extremism it's about really understanding diet is a key to performance and how you.

665

01:44:14.700 --> 01:44:22.560



Stephanie Bogan: and longevity, which is something that's kind of important all of this movement you don't have to be an extreme athlete that's the good news.

666

01:44:23.160 --> 01:44:33.480

Stephanie Bogan: You just have to move they have literally done research that shows for those rate the diseases, none of us want right the alzheimer's parkinson's all of that, you know what you can do.

667

01:44:34.110 --> 01:44:43.470

Stephanie Bogan: To alleviate a huge percentage of that risk move every day, not like do 90 minutes of blood curdling hit workouts and crossfit move.

668

01:44:43.980 --> 01:44:51.090

Stephanie Bogan: walk take your 10,000 steps right go up I got my four flights of stairs like movement creates blood flow.

669

01:44:51.450 --> 01:45:00.810

Stephanie Bogan: and blood flow does all sorts of amazing things to our brain to keep it clean and healthy and improves brain health exercise in particular Cardio exercise.

670

01:45:01.740 --> 01:45:06.030

Stephanie Bogan: is great, for your meat, too, but what most people don't know is it's also great for your brain.

671

01:45:06.990 --> 01:45:16.050

Stephanie Bogan: It clears out plaque and increases the blood flow, like all sorts of benefits of just moving and if you can get into the Cardio zone, a few times a week even better.

672

01:45:16.710 --> 01:45:27.450

Stephanie Bogan: So movement preps creation of new neurons and it reduces the risk of cognitive brain disease like you just want your brain in a peak state it is kind of your most important asset, so we want to do everything we can there.

673

01:45:28.800 --> 01:45:41.940

Stephanie Bogan: And then we're going to talk about this because it's a really big one is mindfulness mindfulness is all about that's it just focusing on one's awareness in the present moment, so I want you



all to close your eyes for a minute.

674

01:45:43.530 --> 01:45:51.270

Stephanie Bogan: Take those three deep belly breaths that you know i'm such a fan of, and I just want you to do a body scan what's going on in your headspace.

675

01:45:52.170 --> 01:45:58.470

Stephanie Bogan: How are you feeling, are you stressed, are you calm, are you open and engaged, are you excited are you nervous.

676

01:45:59.070 --> 01:46:07.860

Stephanie Bogan: And then do a body scan like literally do you have tightness in your shoulder what's the sound that you're hearing aside for me so we're just going to do that quietly for about 30 seconds.

677

01:46:20.400 --> 01:46:37.080

Stephanie Bogan: that's mindfulness you don't have to sit on a mountain for 30 years and on your way to perfection you just have to on your state notice, we went from wherever you were to hopefully more of a form of spaces calm centered neutral.

678

01:46:38.100 --> 01:46:52.740

Stephanie Bogan: If you want to be happier and more productive set an alarm on your phone to do that every hour because remember all the stories and all the systems right like you've been however old you are that's how many years you've been practicing who you are right now.

679

01:46:53.760 --> 01:46:59.490

Stephanie Bogan: And you're if you're one of those people that feels overwhelmed all the time that's because your temperature is set to overwhelm if you feel.

680

01:46:59.820 --> 01:47:07.950

Stephanie Bogan: sad and hopeless and get your temperature set to that like, no matter what you're at right now that's what your temperature set to so mindfulness.

681

01:47:08.610 --> 01:47:19.980

Stephanie Bogan: is how you separate from those stories and get really clear on who am I what am I experiencing and then that puts you in a space to take agency.



682

01:47:20.550 --> 01:47:33.600

Stephanie Bogan: And then agency allows you to account for things that you can then take action on to improve your situation so mindfulness which we'll talk about in a minute can be any number of activities but it's about being.

683

01:47:34.590 --> 01:47:43.770

Stephanie Bogan: In a moment and space more than doing we've all kinds of stories that hang us up about why we can't or that's hard, or we second meditation or journaling isn't for me or whatever it is.

684

01:47:44.370 --> 01:47:54.480

Stephanie Bogan: But what I want you to know is mindfulness because it's becoming much more popular and more modern and people are aware of it, it reduces stress it improves health problems, it creates mental clarity and predict like.

685

01:47:54.780 --> 01:48:00.210

Stephanie Bogan: I literally had a senior I was at a conference was two or three months ago, and a senior executive came up to me and he said.

686

01:48:01.230 --> 01:48:07.950

Stephanie Bogan: A big firm and he said, can I talk to you about this mindfulness thing a little bit stuff and I was like yeah, what do you want to know and he's like well.

687

01:48:08.760 --> 01:48:20.760

Stephanie Bogan: You know meditation and mindfulness this thing you know i'm kind of it's not really my jam, and like I get you I got your number and he's like by all these other people that I know they're like super senior and wildly successful.

688

01:48:21.030 --> 01:48:24.270

Stephanie Bogan: swear by it game changer and he's like so i'm just.

689

01:48:24.780 --> 01:48:36.930

Stephanie Bogan: curious like How does it work what you know, and I was like okay totally understand so we'll talk about that in just a moment but that's what mindfulness is is how do I own my mind and state.



690

01:48:37.380 --> 01:48:42.690

Stephanie Bogan: So that I have agency over my thoughts my feelings and my behaviors.

691

01:48:43.440 --> 01:48:51.900

Stephanie Bogan: Because if I don't have that then i'm on autopilot and i'm in the sidecar and life's going to take me wherever it takes me right so that's our vision and clarity become important.

692

01:48:52.440 --> 01:48:58.080

Stephanie Bogan: And then, this personal performance pieces what you want to lock into because that's how you create those changes.

693

01:48:59.310 --> 01:49:14.400

Stephanie Bogan: So what are we hardwired, for we are basically three habit bundles just bundles one a thought habits, all that stuff going through your head 95% of the time is right recurring autopilot it's your temperature your thermostat.

694

01:49:15.000 --> 01:49:24.660

Stephanie Bogan: Our behavior habits, I get out of bed every day I lay there for an hour I focus my time I don't I eat twinkies I don't eat twinkies I work out I don't.

695

01:49:25.200 --> 01:49:33.390

Stephanie Bogan: Those are our behavior habits and that all ultimately culminates in our business habits, do we stay clear do we stay focused do we align.

696

01:49:33.660 --> 01:49:42.030

Stephanie Bogan: Resources with the right priorities that we kind of show up and wing it and hope it all works out for the best we are hard wired habit bundles.

697

01:49:42.840 --> 01:49:51.090

Stephanie Bogan: high performance happiness is about understanding that we are hardwired habit bundles around those three rounds or thought realm.

698

01:49:51.720 --> 01:50:03.420

Stephanie Bogan: Right consciousness our behaviors and our habits right how we're thinking and then



ultimately how it's showing up at work, so if I were you and I were in your shoes.

699

01:50:04.080 --> 01:50:17.100

Stephanie Bogan: And I were following you around every day, and I could hear your thoughts and I could watch your behavior personally, and I can watch the behavior the operating style of the firm what could I see.

700

01:50:20.490 --> 01:50:35.670

Stephanie Bogan: So I want you to write this out because I want you to get really clear are your thought habits empowered are they yes, I can I will I got this loaded in where are they I can't I don't it's overwhelming I don't know how where do I begin disempowered.

701

01:50:37.170 --> 01:50:38.400

Stephanie Bogan: Above line or below the line.

702

01:50:40.560 --> 01:50:51.600

Stephanie Bogan: And then what's the most disempowering thought habits, you have you can go back to the mindset and the exercises there's number of in there, but get clear on what's the most disempowering thought that you have.

703

01:50:52.800 --> 01:50:54.870

Stephanie Bogan: To behavior habits.

704

01:50:56.010 --> 01:51:08.880

Stephanie Bogan: What are they if I came in and I watched Michael Gary every day for a week, what would I see but i'd be like man you're rocking your clear your focus you're leveraging great leadership awesome sauce or Would I be like Michael.

705

01:51:10.080 --> 01:51:23.310

Stephanie Bogan: How many times is checking mail today um, why did you take that call right like whoa like what did you say him and like if you looked at yourself through that lens What would you observe and where is the work.

706

01:51:24.690 --> 01:51:32.070

Stephanie Bogan: So we want to stay focused right, so you might have fees or niches or things like that,



but when you think about what we've covered vision and clarity.

707

01:51:32.580 --> 01:51:41.100

Stephanie Bogan: Time management and personal performance right, and then I can't action and accountability, do we focus do we have systems for falling through holding ourselves and our teams accountable.

708

01:51:41.550 --> 01:51:48.630

Stephanie Bogan: where's the work and your thought habits your behavior habits in your business habits and if you notice, which you probably don't but i'm going to clue you in.

709

01:51:49.230 --> 01:52:00.180

Stephanie Bogan: that's the model for the whole year, but certainly this quarter what are thought habits around our vision our time and action and accountability, what are our behavior habits, so we check email 17 times let's create a solution.

710

01:52:00.570 --> 01:52:09.690

Stephanie Bogan: What our business habits, well, we don't focus we don't follow through let's build a launch process that says, we have a vision, we have a one page plan we have quarterly meetings we have weekly like.

711

01:52:10.110 --> 01:52:22.320

Stephanie Bogan: we're counting for all of these habit realms in the models that we give you your job is to be aware of how it shows up for you, Michael for you Kara for you, Barbara.

712

01:52:23.010 --> 01:52:33.150

Stephanie Bogan: What are the thought habits that are holding me back from high performance happy and it's not everyday average stuff you guys are already there you didn't come here for average, you did not come here for mediocre you came here for awesome sauce.

713

01:52:33.960 --> 01:52:43.200

Stephanie Bogan: What are the thought habits behavior habits and business habits that are standing between you and awesome sauce so I want you all to write one down in each category.

714

01:52:44.490 --> 01:52:47.820



Stephanie Bogan: feel free to drop them in the chat brave souls, that you are.

715

01:52:56.100 --> 01:53:00.840

Stephanie Bogan: Just shout shouting all over myself, most of the day, run the day or the day and you.

716

01:53:02.670 --> 01:53:03.450

Stephanie Bogan: got here.

717

01:53:08.040 --> 01:53:11.700

Stephanie Bogan: So everybody have one bad habit one behavior habit and one business habit.

718

01:53:14.910 --> 01:53:23.100

Stephanie Bogan: who's got one raise your hand and have you share somebody share Dimitri one thought habit one behavior habit and one business habit, that you can be.

719

01:53:24.540 --> 01:53:25.890

Dmitry Semenov: On thought habit is.

720

01:53:28.170 --> 01:53:31.980

Dmitry Semenov: kind of my time in the morning, I have breakfast and do devotions.

721

01:53:33.570 --> 01:53:37.200

Dmitry Semenov: So that helps to set the day behavior habit is.

722

01:53:38.940 --> 01:53:44.370

Dmitry Semenov: You know, massive workouts twice a week and daily walks mostly with my wife.

723

01:53:46.560 --> 01:53:48.720

Dmitry Semenov: And on the business side it's.

724

01:53:50.100 --> 01:53:52.830

Dmitry Semenov: Putting out contacts with prospects every single day.



725

01:53:54.510 --> 01:53:55.800

Stephanie Bogan: So notice what he just.

726

01:53:55.860 --> 01:54:03.060

Stephanie Bogan: outlined were three positive habits that he could engage or is engaging in that are aligned with are moving him towards the goal.

727

01:54:03.600 --> 01:54:07.560

Stephanie Bogan: Those are things that are very simple to track on your success after your habits journal, by the way.

728

01:54:07.710 --> 01:54:15.420

Stephanie Bogan: Right that's how this shows up is what empowers you and helps you and pushes you forward and what hinders you and hold you back.

729

01:54:15.750 --> 01:54:23.010

Stephanie Bogan: Right, so the opposite of that might be I check email 17 times a day or there's a story in my head that i'm an imposter and I can't charge these fees.

730

01:54:23.490 --> 01:54:34.020

Stephanie Bogan: When you get clear on that that's the roadmap for change, then we know what the work is so it's all about understanding that is have is hardwired habit bundles you own your mind.

731

01:54:34.620 --> 01:54:45.840

Stephanie Bogan: You, on your habits and when you do that that's how you run your life that's how you create high performance happiness, as you own these realms, and this is what limitless is all about.

732

01:54:46.500 --> 01:54:54.000

Stephanie Bogan: So how do we actually do that because that sounds awesome right yes def could I have some of that and i'd like a double scoop please.

733

01:54:54.690 --> 01:55:01.920

Stephanie Bogan: Alright, so there's a lot that we talked about over the course of the year, but here are



three things that you can invoke we've talked about them.

734

01:55:02.310 --> 01:55:14.130

Stephanie Bogan: But can genuinely apply consistently and you're going to see your you should see right your thought behavior and business habits elevate in ways that are positive and productive one the daily practice.

735

01:55:15.300 --> 01:55:24.870

Stephanie Bogan: Dimitri talked about he has his morning routine he has his devotional like the daily practice which we're going to talk more about in a minute is the single biggest thing that I would recommend to anyone who wants to have.

736

01:55:25.170 --> 01:55:33.600

Stephanie Bogan: Higher performance and happiness, because how you start your day set your day vision and goals create the vision for happiness that's the top down.

737

01:55:33.870 --> 01:55:41.910

Stephanie Bogan: But your daily these routines and rituals these habit patterns that's why atomic habits, is the number one book in the world.

738

01:55:42.300 --> 01:55:54.570

Stephanie Bogan: right because it's the habits that we show up with that determine the experience that we create if we show up and struggle, every day we can't create freedom that's not how it works it's not possible to get there from here.

739

01:55:55.140 --> 01:56:10.080

Stephanie Bogan: So the daily practice is typically a morning routine of some point, some people are better at night, the research shows mornings are ideal so we'll talk about that morning routine right so routines and rituals Michael gets this wears a blue shirt that's a ritual, why does he do that.

740

01:56:11.970 --> 01:56:12.630

Stephanie Bogan: Anybody know.

741

01:56:14.910 --> 01:56:16.200

Tara Bansal: One less decision.



742

01:56:16.290 --> 01:56:26.010

Stephanie Bogan: One less decision to make he does not care about his sense of style he cares about I just need to show up, and I know for women i'm probably not going to show up like i'm going to use my energy that way I can't help myself.

743

01:56:27.000 --> 01:56:41.550

Stephanie Bogan: it's a discipline diet rituals and routines are the secret to success greater health wealth work and well being top performers in every field have disciplined deliberate rituals and routines.

744

01:56:42.960 --> 01:56:55.110

Stephanie Bogan: Michael phelps won the last I think it was his last Olympic medal i'll talk about this in a minute you'll see him referenced do you know that he won that medal without goggles swimming with his eyes closed.

745

01:56:56.610 --> 01:56:59.730

Stephanie Bogan: Most people don't know that do you know how he did it.

746

01:57:00.930 --> 01:57:12.000

Stephanie Bogan: rituals and routines Michael phelps had a routine that he did every day I he didn't skip Christmas he didn't skip birthdays I mean He was a man on a mission that's clarity and commitment i'm not saying you have to be that intense.

747

01:57:12.840 --> 01:57:22.980

Stephanie Bogan: And he did the same routine he gets up he stretches a certain number of ways, and a certain number of times, he goes up to the board, and he does like this thing in his head and he does like these little things.

748

01:57:23.520 --> 01:57:35.400

Stephanie Bogan: And he built up a routine and a ritual that was so strong and had delivered such a consistent level of accidents that it became the default, so he jumps into the pool for this Olympic.

749

01:57:36.240 --> 01:57:55.530

Stephanie Bogan: games what year it was it was one of his last races his goggles come off as he tells the story now is that a cool thing to have happen if you're an Olympic race and you want to win know what



did he do that he panic nope What did he rely on because the default hard wiring was there.

750

01:57:56.880 --> 01:58:08.340

Stephanie Bogan: His ritual and his routine he had gotten up that morning and done the same thing that he had always done, he got up on the podium and did the same thing he always did so when he jumped in the water, and his all those came off.

751

01:58:08.760 --> 01:58:26.460

Stephanie Bogan: He went to the default he just closed his eyes and he did the work the way that he had always done it without thinking, because the tracks had been laid, not only did he win the gold medal he beat his own personal time.

752

01:58:27.930 --> 01:58:40.650

Stephanie Bogan: Because he closed his eyes and turn off his brain and you know where's the person and he just got in his personal flowing and he crushed it.

753

01:58:42.180 --> 01:58:51.990

Stephanie Bogan: He did not win the race that day he won the race every single day in the decade before when he got up and he did the routine.

754

01:58:52.920 --> 01:58:59.550

Stephanie Bogan: High performers are constantly evaluating and adjusting their routines I just mind all the time.

755

01:59:00.390 --> 01:59:08.340

Stephanie Bogan: Change calendar change the routine try this routine where the quarter is this i'm going to be better hey listening to supplementals right now is that going to really help I don't know let's check it out.

756

01:59:09.150 --> 01:59:19.200

Stephanie Bogan: Right, so that daily practice is incredibly important within that when you think about habits and rituals I call them daily promises that's what your success shifter in your habit journal are.

757

01:59:19.800 --> 01:59:22.710

Stephanie Bogan: For the daily commitments that you're making that say.



758

01:59:23.280 --> 01:59:33.480

Stephanie Bogan: This is what I've committed to and remember commitment the Latin root of it means to cut off that the Latin root of decision is the same, it means to cut off, which means to eliminate any other possibility.

759

01:59:34.140 --> 01:59:48.810

Stephanie Bogan: I will only check email two times today, I will and that's the discomfort part right you're literally rewiring your brain you're creating new neurons and neuronal pathways and that takes new energy and your brain is lazy and efficient is like to do that stuff.

760

01:59:49.560 --> 01:59:59.670

Stephanie Bogan: it's like an asleep in five more minutes it's fine could be fine tomorrow tomorrow and the place for 99% of human potential lives, by the way, tomorrow is always there.

761

02:00:00.300 --> 02:00:09.480

Stephanie Bogan: So the daily promises and then, if you're in masterminds you should be in this routine, but the rest of you should be doing it, as well as what I call the weekly review which is at the end of the week, you should sit down.

762

02:00:09.900 --> 02:00:19.920

Stephanie Bogan: Look at your goals look at your success shifter Am I on track or am I not what worked and what didn't where was I on track, where did I get off track if you do, that every week Pam what happens.

763

02:00:22.830 --> 02:00:23.580

Stephanie Bogan: Any guesses.

764

02:00:24.090 --> 02:00:25.080

Pamela Jacobs: You have success.

765

02:00:25.350 --> 02:00:32.970

Stephanie Bogan: You do because you get tired of listening to your own bs like you can't lie to yourself, every week like oh I got distracted oh I got again and again and again.



766

02:00:33.420 --> 02:00:38.430

Stephanie Bogan: It just creates this feedback loop of great self awareness so that you can say.

767

02:00:39.120 --> 02:00:46.740

Stephanie Bogan: How did I do this week, did I do the three things that most move the needle rate aside for right like hey what am I doing to make sure that i'm aligned.

768

02:00:47.370 --> 02:00:54.570

Stephanie Bogan: And we don't give ourselves those regulators right and in temperature like on the thermostat if we hit a certain temperature right it goes on, it goes off.

769

02:00:55.170 --> 02:01:04.290

Stephanie Bogan: We need to put those regulators in place, so the daily practice, the daily promises the weekly review or the personal versions of that what are they at the business level.

770

02:01:05.040 --> 02:01:16.470

Stephanie Bogan: All we're doing is creating routines and rituals, this is the advice moment we use one page plan we have a vision, we have a business plan right we look at it once a quarter routines and rituals, because when you have them the tracks are laid.

771

02:01:17.250 --> 02:01:23.040

Stephanie Bogan: where's the work when they wanted to go from cal from the east coast of the west coast, how much work did it take to lay the tracks.

772

02:01:24.210 --> 02:01:30.540

Stephanie Bogan: A lot of work energy time commitment manpower, how was it after the tracks were laid.

773

02:01:33.480 --> 02:01:40.410

Stephanie Bogan: way easier right path of least resistance requires you lay the tracks, this will be the work.

774

02:01:41.010 --> 02:01:49.200

Stephanie Bogan: Can you put yourself in the discipline of following these productivity, like can I get to a



place where I use my time tools and I don't check my email.

775

02:01:49.590 --> 02:01:57.870

Stephanie Bogan: And I don't manage things they shouldn't be any limit social media, and I only do genius work or i'm on a track to get there, that I feel clear about and i'm time bashing.

776

02:01:58.200 --> 02:02:07.620

Stephanie Bogan: And i'm doing meeting surges or whatever it's like if you're not doing those things as routines and rituals it's going to be harder the lift is going to be heavier don't do that.

777

02:02:08.250 --> 02:02:18.780

Stephanie Bogan: that's why we start with vision and time and accountability So these are the bottom up, this is you personally, this is not the business down this is how you're showing up as a person, and a leader.

778

02:02:19.200 --> 02:02:34.740

Stephanie Bogan: And how you're going through the process of making sure that your time and energy, which is your greatest revenue producing asset is 100% aligned with the outcome that you said you wanted to create when you came here so we're just calling bs on anything that sits in the space between.

779

02:02:36.120 --> 02:02:37.260

Stephanie Bogan: All right, does that make sense.

780

02:02:38.910 --> 02:02:47.910

Stephanie Bogan: Right any questions because I really want to talk about daily practice, and we have, we have a good time, but I just want to make sure that if you guys have any questions about what we've covered that i'm answering them for you.

781

02:02:49.290 --> 02:02:55.980

Stephanie Bogan: All right, I see there's a question about time blocking and bashing time blocking is saying i'm doing this, this day.

782

02:02:56.640 --> 02:03:02.010

Stephanie Bogan: Now i'm calling in a new ones here time bashing like, if you look at my calendar I.



783

02:03:02.160 --> 02:03:08.520

Stephanie Bogan: Only do one kind of activity, a day i'm like such a prima Donna about my time now i'm like.

784

02:03:09.330 --> 02:03:17.430

Stephanie Bogan: Why is there, ask Lisa, why is there a call on a not called a i'm just to be in my life sweats with my hair bond i'm doing like why in there.

785

02:03:18.300 --> 02:03:22.680

Stephanie Bogan: Like that those exceptions only happen rarely usually, when I brew them in advance, but.

786

02:03:22.860 --> 02:03:36.900

Stephanie Bogan: But that's how hard wired I am like how many like probably not a lot of you, but once in a while someone will get a call and not call day because there's a sixth grade and it'll be like eight or nine o'clock or whatever, and I will completely forget, because what am I hardwired to.

787

02:03:38.040 --> 02:03:45.930

Stephanie Bogan: tend to 3123 or my calendar, things are color coded so someone scheduled a call a couple weeks ago and, for whatever reason, just because life happens.

788

02:03:46.320 --> 02:03:57.630

Stephanie Bogan: It didn't get turned from green to red green or workbooks right his calls I literally looked at my calendar, and I was like i'm good i'm out and, yes, what I had, I had a call and the call was not ran I was like.

789

02:03:58.770 --> 02:04:10.860

Stephanie Bogan: it's not read my brain is like like I don't even see those details anymore, because my discipline diet is so hard wired Wednesday i'm not doing calls if i'm doing a call on Wednesday, it is a deep anomaly.

790

02:04:11.490 --> 02:04:13.860

Stephanie Bogan: Right, because I have deeper wednesday's my do a day.

791



02:04:14.250 --> 02:04:27.000

Stephanie Bogan: So it's not about whether those are the right routines or rituals it's about having the ones that are right for you, which means you have to put the protect the asset, the personal performance front and Center to everything you do because you're the gas in the car.

792

02:04:28.110 --> 02:04:30.750

Stephanie Bogan: So daily rituals mindful.

793

02:04:31.110 --> 02:04:32.190

Allison Foulk: As a question for you so.

794

02:04:32.190 --> 02:04:39.000

Thomas Seneca: Please yeah so I agree with all of the time blocking and bashing and everything else and setting your schedule and having.

795

02:04:39.330 --> 02:04:43.650

Thomas Seneca: kind of your ideal week like what do I do on Mondays Tuesdays Wednesdays Thursdays and Fridays.

796

02:04:44.100 --> 02:04:59.160

Thomas Seneca: The challenge that i've had is you know, one of my focuses is to build client relationships yep to client calls and says hey i've got this TEE time available, can you join me, you know Thursday afternoon up no I can't that's my phone calls day.

797

02:05:00.090 --> 02:05:10.290

Thomas Seneca: Right So how do you get back on track and how do you deal with the ad hoc priorities that show up to really get back on track, without being so Bridget that you're not.

798

02:05:10.860 --> 02:05:18.240

Stephanie Bogan: Right so i'm gonna do i'm gonna do that really annoying coach challenge thing do not take it personally it's all I love, which is what I really heard you say is.

799

02:05:18.570 --> 02:05:23.040

Stephanie Bogan: I basically want to manage my time around the idea that a cool client my call and asked me to golf.



800

02:05:23.430 --> 02:05:35.670

Stephanie Bogan: How do I do that, and the answer is you can't like you can't now what you can do, and this is very possible is, I have this rule in my world that time can neither be like matter, it cannot be created or destroyed, but it can be exchanged.

801

02:05:36.330 --> 02:05:48.120

Stephanie Bogan: So one like I have read days and green days read days or call days Mondays and Tuesdays or read days do do I have a lot of freedom on Mondays and Tuesdays to just go play coffee or ski because it's snowing.

802

02:05:49.080 --> 02:05:52.380

Stephanie Bogan: No, I don't that's called a commitment that's the commitment I made on that day.

803

02:05:52.920 --> 02:06:05.790

Stephanie Bogan: Do did I set my schedule up, so I have a lot of other freedom and flexibility yeah Wednesday, Thursday and Friday if I choose to hit the powder and I want to work in the morning, or at night or on the weekend and make up for my five hours, not a problem I can do that.

804

02:06:06.270 --> 02:06:14.010

Stephanie Bogan: it's called flexibility, now there are times someone's like oh i'm coming to town on staff are you free on this day and i'm like God I would love to hang out with you it's a Monday.

805

02:06:14.310 --> 02:06:17.730

Stephanie Bogan: You know that's not an option, can you meet with me on Wednesday or Sunday right.

806

02:06:18.090 --> 02:06:31.140

Stephanie Bogan: So one is that genuinely the problem Thomas are you really in a situation where so many of those exceptions and awesome opportunities are coming your way that you can't block your schedule, or is that one of those stories that we tell ourselves like.

807

02:06:31.620 --> 02:06:34.410

Thomas Seneca: it's not that it's so you know it's priorities right.



808

02:06:34.620 --> 02:06:39.780

Thomas Seneca: Right, so I say okay my one of the my priorities is client relationships.

809

02:06:39.900 --> 02:06:55.440

Thomas Seneca: Yes, one of my other priorities is i've got to make sure i'm doing my prospecting calls, but if a client calls when I blocked my time to do prospecting calls do I say to them up nope sorry today is, you know prospect calls I can't talk to you know cuz my priority is.

810

02:06:55.740 --> 02:06:57.090

Stephanie Bogan: First of all, you're never gonna say.

811

02:06:57.600 --> 02:06:59.610

Stephanie Bogan: Right you're right i'm exaggerating.

812

02:07:01.260 --> 02:07:02.430

Stephanie Bogan: calls and that's more important today.

813

02:07:02.490 --> 02:07:10.530

Thomas Seneca: Well i'm exaggerating right but that that's you know, the way that it's been presented is you've got to protect that time which I get but not every week is ideal.

814

02:07:10.800 --> 02:07:14.100

Stephanie Bogan: Right So how do we shift and move and.

815

02:07:14.130 --> 02:07:19.380

Thomas Seneca: and still have the right priorities and get back on track to kind of this ideal week.

816

02:07:19.710 --> 02:07:28.890

Stephanie Bogan: Alright, so ideal is this idea right, so we want to optimize our consistency, because that's how we optimize our efficiency and our attention right so.

817

02:07:29.190 --> 02:07:40.440



Stephanie Bogan: When I have a green day I know like here's the zone i'm going in so to your point, you can create flexibility, so if the client calls and says oh i'd love to go golfing with you on Thursday, you might have to say.

818

02:07:40.920 --> 02:07:51.480

Stephanie Bogan: In that case, i've got calls with other clients scheduled I would love to get together with you sometime I have a lot of flexibility on Wednesdays and Fridays let's look at the calendar and find today done.

819

02:07:52.530 --> 02:08:01.200

Stephanie Bogan: Like you're turning it into a now we're never right and there's always going to be situations, I get invited to speak, all the time, like oh that'd be amazing can do it.

820

02:08:01.800 --> 02:08:13.470

Stephanie Bogan: My calendar says, I can't do it, so this is where notice that the story is Tom you're just really trying to account for what about what about that thing i'm going to miss so that's where the time model becomes powerful.

821

02:08:13.920 --> 02:08:21.300

Stephanie Bogan: Because you should have time blocked in your calendar for prospecting and clients, you also said something really important, which is clients are my first commitment well.

822

02:08:21.600 --> 02:08:26.190

Stephanie Bogan: When you have a day in a time schedule with a client, that is, without question, the commitment now.

823

02:08:26.640 --> 02:08:34.770

Stephanie Bogan: If something really unusual came up like you could be like hey, we need to reschedule those calls but it's probably not for right golfing with another client.

824

02:08:35.160 --> 02:08:43.650

Stephanie Bogan: So it's about discipline diet, if you have clients and you know they like to golf and you take every Friday off why aren't you reaching out to those clients and saying hey.

825

02:08:43.950 --> 02:08:49.650



Stephanie Bogan: I golf with my favorite clients on Friday i'd love to get you know, do you have a time this quarter, that you can take a Friday enjoy me.

826

02:08:50.190 --> 02:08:58.050

Stephanie Bogan: Right so it's about moving from reactive mode like i'm responding, and I feel like I can't create consistency, because I must always be able to react.

827

02:08:58.590 --> 02:09:07.260

Stephanie Bogan: is very different than responding I would love to play golf with you, unfortunately this isn't work as i've got client calls i've committed to, can we grab the calendar and find another day.

828

02:09:08.700 --> 02:09:09.060

Thomas Seneca: Okay.

829

02:09:09.420 --> 02:09:20.520

Stephanie Bogan: See like so you're just notice how your brain is locking into that story that you're giving something up something is being taken, like I won't be able to.

830

02:09:21.030 --> 02:09:34.320

Stephanie Bogan: react and drop everything well most successful people in the world don't spend most of their time reacting now there are times when you need to, which is what that flexibility is for right if the largest coi you've ever had calls up and says i've got a \$25 million client.

831

02:09:34.860 --> 02:09:36.360

Stephanie Bogan: Can you meet on Thursday.

832

02:09:36.840 --> 02:09:49.020

Stephanie Bogan: you're going to say, I have some client calls on Thursday would Friday or Monday work I can make my schedule my schedule is a lot more flexible or you're going to be like oh those calls are not a big deal i'm going to reschedule them right but get clear.

833

02:09:49.860 --> 02:09:56.940

Stephanie Bogan: On what the exceptions are our number one problem, the reason that this is also hard to implement is because we don't set boundaries and stick to them.



834

02:09:57.630 --> 02:10:03.210

Stephanie Bogan: Because Their stories keep us from that right if Mondays are just these days, and like you see the results over time.

835

02:10:03.690 --> 02:10:13.050

Stephanie Bogan: So just understand that you're all experiencing some version of what Thomas is going through like well, what about this, and what about that, and those are the stories that stuck us.

836

02:10:13.710 --> 02:10:19.260

Stephanie Bogan: Because, as you can see, I just reframed and I was, like everybody can get what they want, they just can't get it all on Thursday.

837

02:10:20.400 --> 02:10:28.320

Stephanie Bogan: And if it were that imperative, we could reschedule it, but what we're telling ourselves as we can't create these systems and consistencies.

838

02:10:28.680 --> 02:10:38.490

Stephanie Bogan: because something is going to be taken away it's kind of like we can't set a minimum or a niche because somebody's not going to hire us notice that lack in deficiency that shows up in our storyline.

839

02:10:41.100 --> 02:10:43.860

Stephanie Bogan: Does that help Thomas Thomas okay.

840

02:10:45.030 --> 02:10:53.580

Stephanie Bogan: All right, so how do we stay in a space where we can create that awareness, for ourselves when we're not on the call together your daily practice is your secret sauce.

841

02:10:54.180 --> 02:11:03.990

Stephanie Bogan: Because that's where you really check in with who you are what you want, how you want to show up and you do that by being mindful so.

842

02:11:04.380 --> 02:11:10.950

Stephanie Bogan: morning routines don't have to be meditation if that is not your jam or you're like Oh,



I know, one of those people.

843

02:11:11.610 --> 02:11:15.630

Stephanie Bogan: By the way, the more that you say that the more you need it that's what the rules are but i'm not going to push.

844

02:11:16.200 --> 02:11:24.900

Stephanie Bogan: All right, so mindfulness can be anything right if you are constantly overwhelmed and your your nervous system is constantly heightened.

845

02:11:25.500 --> 02:11:33.750

Stephanie Bogan: breathing five minutes 10 minutes 20 minutes a day will actually help you rewire your brain for spaces, so that you don't wake up in that stress state.

846

02:11:34.080 --> 02:11:40.380

Stephanie Bogan: Right so five minutes of deep belly breathing when you're on the bed in the morning is really easy because you great can see your belly go up and down.

847

02:11:41.490 --> 02:11:54.720

Stephanie Bogan: That alone will help you start your day from a calmer more confident place just taking five like three minutes is a long time when you're starting by the ways to start with three minutes like literally it's just belly breathing like that's a great way to start your day.

848

02:11:55.530 --> 02:11:59.610

Stephanie Bogan: Like integrated into your rituals right set your alarm every hour or two hours.

849

02:11:59.640 --> 02:12:10.740

Stephanie Bogan: or make it a habit before every meeting or every phone call to do three belly breaths and really get centered and find that that still place so that you're showing up in the best way what's my intention for this call, how do I want to show up.

850

02:12:11.130 --> 02:12:18.930

Stephanie Bogan: So it's not just a morning routine the best parts of morning routines is they show up organically in the rest of your day.



851

02:12:19.500 --> 02:12:29.280

Stephanie Bogan: meditation is the favorite way it has the most benefits eight minimum eight minutes a day is the minimum effective dose according to research, you don't have to on the mountain for an hour.

852

02:12:30.240 --> 02:12:37.950

Stephanie Bogan: i'll give you some resources if you guys want to check that out meditation is not about clearing your mind i've just giving you permission, not to suck at it.

853

02:12:38.580 --> 02:12:45.090

Stephanie Bogan: The number one reason that people don't meditate is they think they suck at it, because what does everyone think the job of meditation is.

854

02:12:45.450 --> 02:12:54.510

Stephanie Bogan: supposed to clear my mind, like a monk on the mountain for 30 years and i've been doing that for five minutes and i'm visioning and I can't mean like I suck at this and if you're an overachiever perfectionist control freak.

855

02:12:54.930 --> 02:13:00.690

Stephanie Bogan: You quit guess you don't want to do anything you suck at like that's just human nature.

856

02:13:01.140 --> 02:13:10.650

Stephanie Bogan: So one stop telling yourself that story there's a woman her name is Emily fletcher she's phenomenal she does like she does the CEOs of Google.

857

02:13:11.100 --> 02:13:19.530

Stephanie Bogan: And you can look her up online and she gave me permission to meditate in a way that made me really happy and she said, the job of meditation is not to clear your mind, no one does that.

858

02:13:20.850 --> 02:13:29.130

Stephanie Bogan: She said the job of meditation my words is our to own your mind if you are sitting in meditation even for 30 minutes or an hour.

859

02:13:29.730 --> 02:13:38.040



Stephanie Bogan: And you catch one thought flow through your mind and you're able to hold that thought without becoming it diving and you're just like oh look, that was an interesting thought and let it go.

860

02:13:38.520 --> 02:13:45.120

Stephanie Bogan: You have succeeded at meditation she sits definitely they call it a meditation practice for a reason I was, like all.

861

02:13:47.040 --> 02:13:57.960

Stephanie Bogan: Right it's about practicing agency over our mind, can we be aware of what's floating through it, what happens on a day to day basis is thoughts float through our mind.

862

02:13:58.380 --> 02:14:06.390

Stephanie Bogan: And we connect and engage with them, we buy the damn house we're like oh what's that client going to say oh my God and we envision it than we imagined it.

863

02:14:06.660 --> 02:14:12.150

Stephanie Bogan: And we plan out in your head and we worry about it my God we bought a house we're doing landscaping we're adding a room.

864

02:14:12.900 --> 02:14:22.380

Stephanie Bogan: And what we need to do is be like oh pass the sidewalk keep on going, thank you for that bit of insight, this is on my mind it has my attention i'll deal with that later come over here.

865

02:14:23.220 --> 02:14:32.250

Stephanie Bogan: So we'll talk more about this, as we go over the course of the quarter, but the whole point of meditation is to create a space in which you are aware.

866

02:14:33.270 --> 02:14:42.750

Stephanie Bogan: Of what's happening in your mind and can learn how to observe it without owning it can I observe that i'm feeling stressed and frustrated and can I accept that, without.

867

02:14:43.350 --> 02:14:51.870

Stephanie Bogan: letting my mind spin off for 20 minutes and it spins off for 20 minutes, this is gonna make you all feel better my brain does it all the time and i'm like oh.



868

02:14:52.950 --> 02:14:57.540

Stephanie Bogan: I came back, and I was like 20 minutes, I was insane I was like okay.

869

02:14:58.080 --> 02:15:06.900

Stephanie Bogan: And I caught that thought go me but put that on the side because it has my attention right now I throw in a little balloon put it off, and like put in a basket in the closet for later.

870

02:15:07.740 --> 02:15:22.650

Stephanie Bogan: And it's about rewiring your brain to not always be in reactive mode is what it's ultimately about that you can show up from a place of calm and status more of the time, and you can invoke that state at will, oh shit hitting the fan i'm stressed out.

871

02:15:24.120 --> 02:15:30.210

Stephanie Bogan: Take a breath i'm going to do right i'm going to get back to that State so it's about creating a precedent for yourself.

872

02:15:30.810 --> 02:15:39.180

Stephanie Bogan: So that you have a default to go back to that serves you better than the default that you're using now and those defaults are business those defaults are.

873

02:15:39.420 --> 02:15:46.950

Stephanie Bogan: procrastination those defaults are email, so I get my dopa mean they're going home and having the dream, so you get your dopamine there, whatever they are.

874

02:15:47.640 --> 02:15:55.950

Stephanie Bogan: that's all a strategy for not having that space and stillness inside of us and that's what we ultimately want to create with men mindfulness or meditation.

875

02:15:56.310 --> 02:16:07.590

Stephanie Bogan: For those of you, like me, Adam was this person to with busy minds journaling is powerful as it doesn't feel so like I have to get this quiet thing down.

876

02:16:08.130 --> 02:16:18.630



Stephanie Bogan: You can ask yourself, am I think journaling me he would post pages of journaling coven if you're on the line coven is following in your footsteps he's going to do amazing stuff he's on there, like.

877

02:16:18.990 --> 02:16:24.180

Stephanie Bogan: here's what i'm thinking, I am I thinking this, I think I can do this, what about this, and so.

878

02:16:24.420 --> 02:16:32.550

Stephanie Bogan: Processing again it's a way of observing the thought, without being the thought once it's out on the page and so when you ask yourself a better question you get a better answer.

879

02:16:33.030 --> 02:16:35.910

Stephanie Bogan: With hand I was talking to someone in one of the calls.

880

02:16:36.420 --> 02:16:44.850

Stephanie Bogan: And I was like here are three questions that you can ask yourself to write to really work on your stuff in your daily journaling and Liz hands on her game she's like hey stuff.

881

02:16:45.180 --> 02:16:55.440

Stephanie Bogan: I saw that post, you did to someone so you know me, could you please give me three questions that I should be working on my journaling I was like oh yeah girl thinking thinking thinking thinking thinking think.

882

02:16:56.190 --> 02:17:06.210

Stephanie Bogan: right if you need help, like give me some better questions jump on tribe you like here's what i'm struggling with will will help you get some better questions but journaling is a really powerful way.

883

02:17:06.780 --> 02:17:17.040

Stephanie Bogan: To process what's behind the curtain without judgment you just sit down and say for the next five minutes i'm going to ask myself what's really sticking me or why is this bother me or why am I procrastinating.

884

02:17:17.280 --> 02:17:26.430



Stephanie Bogan: And even when you're stuck you're like I don't have an answer, why don't I have an answer I don't know i'm tired of like you just right, and if you do it consistently.

885

02:17:27.180 --> 02:17:38.130

Stephanie Bogan: At some point, Adam can probably verify like the Cork opens in the good stuff comes out and you're like Oh, this is what I this is what's really going on behind that curtain.

886

02:17:39.510 --> 02:17:49.290

Stephanie Bogan: One of my favorite things you guys hear me talk about this, but creative visualization is basically laying new tracks in your brain, so in my morning ritual I always visualize.

887

02:17:49.980 --> 02:17:59.340

Stephanie Bogan: When I sold my first company I forgot, I was like oh here's what's going to happen here's my goal here's how it's going to feel six months later Bam my own my own, you know how that awesome kismet works.

888

02:17:59.760 --> 02:18:06.750

Stephanie Bogan: Creative visualization your brain, this is scientifically very verified so incredibly cool.

889

02:18:07.380 --> 02:18:13.680

Stephanie Bogan: Your brain doesn't know the difference between what's real and what's imaginary zero difference just doesn't know.

890

02:18:14.490 --> 02:18:24.090

Stephanie Bogan: So I lean goo who's in the Olympics visualizes they were talking about it, she just wanted all the gold medals an hour a day Michael Phelps visualized two hours a day.

891

02:18:24.720 --> 02:18:37.590

Stephanie Bogan: conor McGregor lady gaga will Smith denzel Washington Matthew mcconaughey oh really on board with the idea of high performance happiness mindfulness meditation right this idea of envisioning what you want.

892

02:18:38.010 --> 02:18:48.150

Stephanie Bogan: The science says that holistic visualization is what works best, and that means you're sitting down that vision that you have in your head for your best business and your best life.



893

02:18:48.570 --> 02:18:51.180

Stephanie Bogan: And how you wake up and how things are working.

894

02:18:51.810 --> 02:19:02.730

Stephanie Bogan: You want to see it feel it hear it taste it touch it like I get up and i'm like my life is great, I feel this way my husband is adoring me my kids are awesome I present and cooking good like.

895

02:19:03.120 --> 02:19:13.830

Stephanie Bogan: You want to literally work through that like you're painting the picture in your brain, because when you do, you are legitimately creating new neurons and neuronal pathways.

896

02:19:14.250 --> 02:19:20.880

Stephanie Bogan: And when they do the research, the same circuits in your brain light up your brain doesn't know the difference they've done studies.

897

02:19:21.300 --> 02:19:28.890

Stephanie Bogan: They did a study on piano they gave people piano music and had them visually practice it and had people really practice it.

898

02:19:29.190 --> 02:19:35.880

Stephanie Bogan: The people that visualize it as good or better than the people who really practiced it there's a story in the book peak performance.

899

02:19:36.420 --> 02:19:52.950

Stephanie Bogan: about Russian athletes back in the 80s, who visualize so one day for cohorts one did 100% practice one did 25% visualization 75% practice, all the way down to 100% visualization and no practice guess which one performs the best.

900

02:19:54.660 --> 02:20:05.040

Stephanie Bogan: You guessed it the group that visualized actually outperformed in those studies, they tend to do as well, and often outperform because your brain doesn't know the difference.

901

02:20:05.790 --> 02:20:15.390



Stephanie Bogan: So when we talk about saying it out loud, or what happens with client challenges, or what do you like, if you visualize Oh, I feel like i'm going to check email, but I have that conversation with myself and I catch myself.

902

02:20:15.720 --> 02:20:27.810

Stephanie Bogan: you're literally laying the pathway to create a new and better behavior and we've talked a lot about this in terms of movement, you want to activate and energize your body in the morning.

903

02:20:28.290 --> 02:20:36.570

Stephanie Bogan: You want to activate do you want to get your nervous system in a good place you want to increase your blood flow, it creates mind body connection, you can do active breath work.

904

02:20:37.290 --> 02:20:49.980

Stephanie Bogan: I do like a five minute stretch mini yoga routine just to orient my mind and body and feel like a you know, and I love the routine of it like Oh, this is just my routine you can hike he can bike you can walk you can do anything.

905

02:20:50.700 --> 02:21:03.060

Stephanie Bogan: The goal is try and get outside five or 10 minutes a day move your body like move it if you have to walk around the block and do your rate your thought processes or you're climbing a mountain and you ask yourself a better question on the way up.

906

02:21:03.750 --> 02:21:14.670

Stephanie Bogan: it's about getting out getting movement getting sunlight all the research says it's good for you vitamin D is very healthy, but when we are inside too much which a lot of us have been the last couple years because of coven.

907

02:21:15.180 --> 02:21:24.060

Stephanie Bogan: it's depressing like you feel that down hickey state so for each of you it's different like when I have my calls with Michael kisses he's almost always walking I never actually seen on zoom.

908

02:21:24.780 --> 02:21:30.480

Stephanie Bogan: we're just audio because he loves to move super high energy right like he just asked me moving.

909



02:21:30.900 --> 02:21:39.450

Stephanie Bogan: that's what like I doodle when I when i'm on calls like listening, because my Britt my body needs to be moving like that's just how i'm wired like i'll just be taking notes and.

910

02:21:39.810 --> 02:21:46.320

Stephanie Bogan: doodling and stuff because that's what my brain needs to do to pay attention so we just find those ways to move that really work for us.

911

02:21:46.680 --> 02:21:55.770

Stephanie Bogan: If you're an add type and you have a hard time I have clients literally set an alarm, you can focus for about 60 to 120 minutes 90 is about where the research says.

912

02:21:56.250 --> 02:22:06.900

Stephanie Bogan: Set your work blocks and 60 or 90 minute increments if they go longer than that set an alarm to get up and walk around the building do a five minute you know just walk around the block go downstairs.

913

02:22:07.380 --> 02:22:26.040

Stephanie Bogan: It we need those brain breaks to keep your brain up operating at that optimal level if you just go for six solid hours with nothing you're just draining those energy reserves so mindfulness creative visualization get really clear imagine it see it feel it taste it touch it like you.

914

02:22:27.450 --> 02:22:38.520

Stephanie Bogan: Know i've read this i'm taking time off like your brain will get on board faster and better and then movement right just keep that body in that brain the meat suit and everything working at optimal capacity.

915

02:22:39.300 --> 02:22:50.700

Stephanie Bogan: So we really talked about three things clarity focus and flow when you have purpose, which is why you're here if you're not clear on that, let me know because that's job one everything is hard, if you don't have clarity and purpose.

916

02:22:51.180 --> 02:22:54.030

Stephanie Bogan: so that you can make progress, you want to focus on clarity.

917



02:22:54.450 --> 02:23:03.120

Stephanie Bogan: All top performers are really clear on what their goal and the outcome, they want to create is and what's required of them and the people around them never question and Michael Phelps mine.

918

02:23:03.600 --> 02:23:14.700

Stephanie Bogan: or in Richard Branson's might like these things are just part of the normal customer to focus get fanatical about what you focus on and optimize your energy to those actions.

919

02:23:15.360 --> 02:23:22.230

Stephanie Bogan: And third, is flow state you're trying to stand in that flow state or sit and operate from it so much more of the time.

920

02:23:22.890 --> 02:23:35.010

Stephanie Bogan: Even 10 or 20% makes a material difference and then you get energy and motivation and inspiration to make the next difference in the next in is incremental and it builds so I don't want you to feel like you're going to go from zero.

921

02:23:35.400 --> 02:23:41.970

Stephanie Bogan: To peak performer it's these series of steps that we've taken along the way, that ultimately allow you to get there.

922

02:23:42.840 --> 02:23:54.660

Stephanie Bogan: Here are some resources there's a resource list I'm going to talk a lot more about my personal journey and the highs and the lows and how I use these tools and the fireside chat and merge retreat if you're interested in.

923

02:23:55.020 --> 02:24:06.990

Stephanie Bogan: Personal struggle and success story, but it's deep and it's meaningful in terms of right, where I was and how I use these tools to really create an entirely new level of success and possibility for myself.

924

02:24:07.740 --> 02:24:15.780

Stephanie Bogan: That I honestly only feel like I'm just now beginning to tap into which is really exciting headspace is a great meditation APP.



925

02:24:16.260 --> 02:24:26.220

Stephanie Bogan: If you're if you're in Australia and accidents that got a guy with a really good one and I just find that really cool but it's a great APP For those of you who are starting out it's like five minutes a day he's like.

926

02:24:26.520 --> 02:24:33.420

Stephanie Bogan: we're going to sit down and we're going to practice imagining like it's really cool if you're intimidated by the idea of meditation.

927

02:24:33.900 --> 02:24:42.870

Stephanie Bogan: i'm for any of you, I know i'm on time, so I apologize, because this is my favorite topic i'm going to take like five extra minutes because I want to tell you guys about this stuff.

928

02:24:43.230 --> 02:24:52.050

Stephanie Bogan: Calm calm has an amazing selection of meditations but I I intentionally chose this one right here with a guy named Jeff Warren.

929

02:24:52.440 --> 02:25:04.710

Stephanie Bogan: My husband is an awesome guy, but I would not say that he's in the self help category of humans he's kind of like that yeah whatever you can I support you wholeheartedly, you have fun being a better human.

930

02:25:05.220 --> 02:25:09.210

Stephanie Bogan: And then, when you're a coach right you can't really impose coaching on your spouse it's really annoying.

931

02:25:09.750 --> 02:25:18.180

Stephanie Bogan: So we should have one of those like what does mindset thing in my relationship, one of these days, but really I just got to a place where I was like okay i'm gonna do my work.

932

02:25:19.020 --> 02:25:25.440

Stephanie Bogan: And then, if the results show up then maybe you'll get interested so when they he's really an energy, by the way, but he came to me and he's like we were having like.

933



02:25:26.190 --> 02:25:33.330

Stephanie Bogan: Maybe I should try this meditation thing and I wasn't don't act excited don't act excited I was like Okay, whatever like, if you want, I could.

934

02:25:33.990 --> 02:25:37.080

Stephanie Bogan: 10 minutes a day, maybe he's like Okay, I can do 10 minutes a day.

935

02:25:37.740 --> 02:25:45.570

Stephanie Bogan: So I went on a hunt for 10 minutes a day that would not ruin my husband's experience with meditation so that he would not stop doing it because my husband is brilliant.

936

02:25:45.900 --> 02:25:52.050

Stephanie Bogan: And he's like everything he does, has to be perfect or forget it he's like so i'm like Oh, we got to not make it that experience so.

937

02:25:52.350 --> 02:26:01.650

Stephanie Bogan: Jeff Warren has a 30 day literally the course is how to meditate and it's 10 minutes a day for 30 days, and it is my favorite has bases awesome.

938

02:26:02.160 --> 02:26:10.560

Stephanie Bogan: But i'm telling you tech like they go through like what's equanimity, what is your still, how do you stay calm in the midst of the storm and it's.

939

02:26:11.010 --> 02:26:17.940

Stephanie Bogan: Practical and funny he's quoting led Zeppelin like it's so doable and, at the end of 30 days my husband was like.

940

02:26:18.450 --> 02:26:30.930

Stephanie Bogan: This is great, we should do it again like and then he would just start he came to me he's such a private person he loves mentoring me he told me he married the wrong person for that he literally came to me a couple weeks ago we're on our second 30 days and he was like.

941

02:26:34.590 --> 02:26:44.070

Stephanie Bogan: i'm not present most of the time, like just not present like in the moment i'm worrying and stressing or he's a fixer like he.



942

02:26:44.700 --> 02:26:52.560

Stephanie Bogan: he'll be like you should turn the stove on and turn the fan on because you're going to make pancakes you know there's going to be going i'm like I think I can handle it Thank you so much, I don't need you in here telling me.

943

02:26:52.890 --> 02:26:59.370

Stephanie Bogan: he's like i'm just helping and i'm like no it's kind of strategy for you like, he literally on his own was like.

944

02:27:00.150 --> 02:27:06.120

Stephanie Bogan: Because you're really great at he really just like i'm helping i'm like no you're helping you you're not helping me because i've told you, I don't like that.

945

02:27:06.720 --> 02:27:15.120

Stephanie Bogan: Right, but your your future tripping on what could happen and you're going to save me and our kids from every bad mistake we could ever make but you're not like that's not help.

946

02:27:15.930 --> 02:27:18.990

Stephanie Bogan: Right so for him, it was just a process of like oh.

947

02:27:19.770 --> 02:27:32.220

Stephanie Bogan: what's going on in my inner world and how is it showing up and I don't know what it will be for all of you, but it just is an experience that I invite you to have it's one of the most powerful things you can do for yourself so.

948

02:27:32.640 --> 02:27:41.610

Stephanie Bogan: If you're trepidations but you want something that's cool and very real and doable go to calm calm and do Jeff Warren, it is an awesome 30 days.

949

02:27:42.990 --> 02:27:52.740

Stephanie Bogan: When you get farther along, you can go deeper I use something called brain waves player, which literally does by neural beats so it's like there's a lot of research around binary beats and frequencies.



950

02:27:53.400 --> 02:27:59.550

Stephanie Bogan: and basically it's the seven months so cause and when I say this one's not cheap it's probably like \$70 a month for seven months or something.

951

02:28:00.240 --> 02:28:06.900

Stephanie Bogan: But it's basically a seven month program where they like steep you into deeper and deeper meditations with the frequencies and the beats.

952

02:28:07.260 --> 02:28:17.220

Stephanie Bogan: So that, over the course of seven months it's kind of like the equivalent of 30 years on the mountain and I thought seven months 30 years that's a good that's a good ROI i'm going with that one, so I use this one love it.

953

02:28:17.850 --> 02:28:28.140

Stephanie Bogan: Creative visualization one of my coaches Lisa Nichols if you use her she's literally the best speaker on the planet she's amazing but she has a creative visualization course with mine valley awesome.

954

02:28:29.190 --> 02:28:38.910

Stephanie Bogan: Resources are on this list and, here are some of our favorite books, some of which we've already recommended obviously atomic habits happiness advantage is a quick read by Sean anchor great book.

955

02:28:39.420 --> 02:28:44.790

Stephanie Bogan: abundance now Lisa Nichols if you want help building a morning routine Google oh my God there's.

956

02:28:45.450 --> 02:28:57.570

Stephanie Bogan: you're not going to go wrong with Google how how elrod has a morning ritual called savers six steps sad ERS if you want a model my morning routine is another one.

957

02:28:58.350 --> 02:29:07.770

Stephanie Bogan: The most important thing here is don't get overwhelmed five minutes if that's all you can do a five minutes a day any habit that you instill.



958

02:29:08.580 --> 02:29:19.620

Stephanie Bogan: In your morning eight minutes minimum viable product but i'm going to give you five is all you're basically saying and Elizabeth Nick is you're saying I own my space my day I own it.

959

02:29:20.010 --> 02:29:31.830

Stephanie Bogan: Not the habit mill not the default, not the reaction I own IT and i'm going to sit in that space for five minutes i'm walking journaling i'm going to own this five minutes, and when you do that it's called a pattern interrupt.

960

02:29:32.250 --> 02:29:34.710

Stephanie Bogan: Whatever the routine is is now interrupted.

961

02:29:35.550 --> 02:29:48.060

Stephanie Bogan: And that's what creates space for a new and better routine so if it's five minutes a day if that's all you can do I every year have some guy call me up and say I can't find a Jana can like journal for five minutes today what happens every single time.

962

02:29:50.340 --> 02:29:59.610

Stephanie Bogan: Right might take you three days it might take you 30 days but there's going to be a moment where you find the thing that stuck in you, or you find that flow state you're gonna learn how to tap into it.

963

02:30:00.000 --> 02:30:04.860

Stephanie Bogan: And that's the most powerful thing we can teach them here is how to really harness yourself.

964

02:30:05.310 --> 02:30:17.730

Stephanie Bogan: So I know i've gone a few minutes over, but this is literally my favorite favorite topic because all of the other stuff that we teach you barring vision clarity right the things that we've talked about in terms of setting you up for success.

965

02:30:18.510 --> 02:30:24.990

Stephanie Bogan: Nothing that happens, the rest of the year will happen as well as efficiently as effectively, whereas enjoyably.



966

02:30:25.230 --> 02:30:32.790

Stephanie Bogan: If you aren't showing up with new and better habits thought habits behavior habits and business habits, because you'll be in struggle mode.

967

02:30:33.120 --> 02:30:41.040

Stephanie Bogan: you'll be in reactive mode and that's what you came here to break out of, so I will end with my favorite Einstein quote, which is the.

968

02:30:41.580 --> 02:30:50.940

Stephanie Bogan: No problem can be solved with the same consciousness that created it, so I really hope our conversation today give you more information and more insight.

969

02:30:51.330 --> 02:31:00.990

Stephanie Bogan: Around how to create that level of high performance happiness for yourself, and we will be in coaching calls office hours and on tribe, as you think through how to apply this lesson.

970

02:31:01.440 --> 02:31:21.930

Stephanie Bogan: Most important don't get overwhelmed don't disengage find the one or two things that you can do incrementally consistently to move the Needle, because we know that consistency compounds, if you do these things, or some version of them consistently for 3060 or 90 days it is inevitable.

971

02:31:22.950 --> 02:31:30.900

Stephanie Bogan: That you will feel better and do better that's the commitment that I will make to you as long as you make the commitment to show up and give it five.

972

02:31:31.290 --> 02:31:37.230

Stephanie Bogan: minutes a day so with that Thank you guys so much for your time and attention and I hope that this has been helpful was this session helpful to you guys.

973

02:31:39.150 --> 02:31:45.570

Stephanie Bogan: awesome alright so you're going to have questions about how to apply it that's what tribe is for that's what office hours is for.

974



02:31:45.900 --> 02:31:51.360

Stephanie Bogan: To make sure that you're digesting that you're thinking through it and then you're really engaging.

975

02:31:51.690 --> 02:32:01.200

Stephanie Bogan: Where you need help guidance direction or support on how to apply it in your practice so with that Thank you guys so much for your time and we will talk to you over the course of the week on trunk.

