

LIMITLESS Coaching Call Transcript

MAY 23RD, 2022

LIFESTYLE COACHING CALL

SELF-TALK FOR SUCCESS

85

00:14:37.080 --> 00:14:46.290

Stephanie Bogan: If I were to tell you that this is the most important conversation of the year, I would be giving you my honest truth.

86

00:14:47.490 --> 00:14:56.790

Stephanie Bogan: It is the most important conversation that we can have with you, because it is, it is the conversation that determines the level of success.

87

00:14:57.180 --> 00:15:10.080

Stephanie Bogan: That you allow yourself to experience and the voices that we really surround ourselves with and the stories that we surround her with ourselves with is you're going to find even deeper than we've talked about.

88

00:15:10.560 --> 00:15:19.380

Stephanie Bogan: In the past today we're going to really talk about how your self talk drives your success, both in terms of the thoughts, we think the behaviors that we take.

89

00:15:19.710 --> 00:15:26.430

Stephanie Bogan: And the businesses that we build and this is going to be a very interactive session because, as much as our conversations around coaching.

90

00:15:26.760 --> 00:15:42.990

Stephanie Bogan: And mindset her powerful they're really powerful when you apply them to what you're experiencing as you go through this program so get your pens get your paper and opening your minds because today's conversation is about what's happening between you and the voices in your head.

91

00:15:44.970 --> 00:16:02.100

Stephanie Bogan: So everyone take a deep breath, this is our favorite conversation I know you will love it



when this happens, your largest client has called and they've left a message here assistant has simply said Angela she called she did not say why she just need you to call her back.

92

00:16:03.570 --> 00:16:12.660

Stephanie Bogan: Now I want you to do, imagine your largest client you've all had this experience with a large or the largest client at some point in the past, what happens.

93

00:16:14.640 --> 00:16:17.850

Stephanie Bogan: what's the first thought that runs or thoughts that run through your mind.

94

00:16:21.780 --> 00:16:25.440

Stephanie Bogan: And what was the first one that ran through your mind when you read this question for years ago.

95

00:16:25.800 --> 00:16:33.990

Adam Cmejla: The what pamela just road they want to fire me and I truth, a hand to God it is still a thought that I still have to squash.

96

00:16:35.970 --> 00:16:37.770

Adam Cmejla: It is still something that that is that.

97

00:16:38.700 --> 00:16:47.460

Adam Cmejla: it's still, the first thing that still pops up now catch it and I think that's the big thing that we're going to talk about here today is the awareness, I catch it now, instead of letting it fester but yeah.

98

00:16:47.820 --> 00:16:57.450

Adam Cmejla: What are they doing on I screw up what's wrong oh they're gonna they looked at their quarterly statement, they want to talk about why is there's this \$3,000 debit for their quarterly right all of that.

99

00:16:58.650 --> 00:17:08.850

Stephanie Bogan: You know what i've never had anyone say in 28 years them, I have not ones had one person say to me actually spouse when I get that message I get excited.

100



00:17:09.840 --> 00:17:18.060

Stephanie Bogan: You know why, because when that person gave me all those assets, the ones that little voice in my head is afraid of losing I said that I was going to sit here in this seat.

101

00:17:18.570 --> 00:17:23.520

Stephanie Bogan: Of trusted advisor and I was going to be their counsel and through the highs and the lows and.

102

00:17:23.820 --> 00:17:30.870

Stephanie Bogan: And that they should call me whenever they have a need, because I know that our relationship is not contained to me things that's when the real juicy stuff comes up.

103

00:17:31.320 --> 00:17:40.770

Stephanie Bogan: So when they call i'm excited even if it's going to be a tough call, even if they have an issue with the statement because it means that I get to sit in that seat like I said a word.

104

00:17:41.190 --> 00:17:48.660

Stephanie Bogan: And I own that space for clarity and confidence and do the best they can, to be of service to my client, even if it's not going to be an easy conversation.

105

00:17:49.080 --> 00:18:01.620

Stephanie Bogan: that's what I get paid for that's the value okay now can I get in the headspace of whatever it is i'm going to be able to sit in that seat and address it, are we going to be more calm, are we going to be more clear.

106

00:18:02.070 --> 00:18:09.150

Stephanie Bogan: And are we going to be more confident, of course, we are and to Adams point our job or opportunity.

107

00:18:09.480 --> 00:18:19.530

Stephanie Bogan: to elevate ourselves and, ultimately, our business in our lives is sitting in that one fifth of a second between stimulus and response rate go back to spike when I was in college.

108

00:18:20.040 --> 00:18:31.380

Stephanie Bogan: Is can we create awareness in that space, so that we can insert ourselves and reframe



the stories on her head and that's what today's conversation is really about.

109

00:18:31.680 --> 00:18:38.460

Stephanie Bogan: is how do we go from a place where when that message gets left or that client challenges so so the prospect might leave.

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00:18:38.880 --> 00:18:45.330

Stephanie Bogan: That instead of saying all those things that you said in the chat right a bully oh my i'm going to get fired.

111

00:18:45.720 --> 00:18:52.950

Stephanie Bogan: We can at least send in a space of neutral and say I don't know why this person is calling, but I know my job is to sit here in a place of confidence.

112

00:18:53.370 --> 00:19:03.240

Stephanie Bogan: And he that call i'm going to be prepared to do that if it's tough and challenging then i'm going to continue to educate my client if there's a mistake that's been made i'm going to take ownership and account for it.

113

00:19:03.660 --> 00:19:09.540

Stephanie Bogan: And maybe just maybe this person is calling, because what happens 99% of the time, and why are they calling.

114

00:19:11.550 --> 00:19:21.030

Adam Cmejla: it's not because of that it's because of something it's it's if there is such a delta between the severity of why we think that they're calling versus what it actually is.

115

00:19:21.330 --> 00:19:26.550

Adam Cmejla: It might be, because they have a referral that they want to introduce you to it might be, because they got the.

116

00:19:27.480 --> 00:19:35.250

Adam Cmejla: Thank you for the diapers like we had one of our best clients that really would that had a baby we send up with like we always do a care package it's what does every parent right.



117

00:19:35.430 --> 00:19:44.310

Adam Cmejla: diapers and spin up breaks that's kind of our baby care package that we send they just want they just want to have that conversation say thank you give us an update, but your mind but there's a disconnect there.

118

00:19:45.660 --> 00:19:58.200

Stephanie Bogan: And in the chat she had a great example I mean many of you have this way you call turns out someone else made a mistake, or you just helped me shift a perspective and they come off the ledge, if you will, and they feel good and you feel good.

119

00:19:58.620 --> 00:20:06.000

Stephanie Bogan: And so, Adam and I can't guarantee you that some of those calls aren't going to be difficult, that mistakes were made or the right markets or an upside down.

120

00:20:06.450 --> 00:20:16.140

Stephanie Bogan: it's how we sit in that space that is really you know that that, in large part determines not just the physical value and the financial value we provide to clients, but that behavioral value.

121

00:20:16.740 --> 00:20:24.780

Stephanie Bogan: So that's just a really good example we have you know we could come up with 1000 of them, depending on right today in the situation and we'll go through some of them.

122

00:20:25.260 --> 00:20:32.280

Stephanie Bogan: The underlying concept here, and this is literally, the most important thing from this presentation, if you need to put something on a post it in It is this.

123

00:20:32.820 --> 00:20:42.870

Stephanie Bogan: The most important conversations we have are the ones we have with ourselves if we are constantly building ourselves up and telling ourselves how people will unconfident.

124

00:20:43.170 --> 00:20:48.420

Stephanie Bogan: and kick ass we are and we can and we will and it's figure out a goal and we'll find a way and we will make one.

125



00:20:48.690 --> 00:20:55.200

Stephanie Bogan: what's the energy what's the tone what's the likelihood that i'm going to be empowered to find a positive solution versus.

126

00:20:55.590 --> 00:21:05.130

Stephanie Bogan: When I beating myself up and saying I can't I shouldn't it's not enough and i'm not good enough in any minute now someone's going to find out you're going to get fired and everyone's going to leave right, we all know that feeling.

127

00:21:05.760 --> 00:21:13.170

Stephanie Bogan: So self talk is the bridge that sits between your subconscious right those stories we talked a lot about.

128

00:21:13.560 --> 00:21:22.380

Stephanie Bogan: and your conscious right the ability to sit here and think and have a conversation about it, your stories are sort of the peak through that say when we're in survival mode.

129

00:21:22.800 --> 00:21:30.960

Stephanie Bogan: This is what we're afraid of, so you can look at your stuff talk is the as almost as the temperature gauge that helps you understand what you're setting.

130

00:21:31.530 --> 00:21:38.160

Stephanie Bogan: And when we go to create change the vast majority of the time, most people rely on willpower.

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00:21:38.880 --> 00:21:45.990

Stephanie Bogan: And when you hear us talk about effort and action willpower is going to decide i'm going to use all my mental energy and i'm going to make it happen.

132

00:21:46.380 --> 00:22:01.110

Stephanie Bogan: My experiences that usually lasts about three days, because it's Africa action and willpower is usually not there when you need it right, we use that energy reserve and because we haven't created the underlying behavioral change when that energy reserve is gone and what do we do.

133

00:22:05.190 --> 00:22:09.630



Stephanie Bogan: Right going to go back to the old behavior it really she goes around me you're welcome to unmute your phone.

134

00:22:10.920 --> 00:22:22.350

Stephanie Bogan: Your screens right we're going to go back to the old behavior because we're out of those reserves, so we don't want to rely on willpower we want to rely on our self talk is a way to access our stories.

135

00:22:22.800 --> 00:22:29.760

Stephanie Bogan: and create the change, so our self talk is the insight and it's the roadmap so we're going to go through some conversations today.

136

00:22:30.090 --> 00:22:37.980

Stephanie Bogan: To help you really start to surface, what is the self talk right, what are the voices that are running free in the corners of your mind and are they serving you.

137

00:22:38.640 --> 00:22:46.260

Stephanie Bogan: How have they served you and then what's the tax or the cost Ben and what are the stories and the self talk that's going to empower us as we go forward.

138

00:22:49.260 --> 00:23:01.680

Stephanie Bogan: So you've all seen me draw I think Adam I think I drew back in year one right the triangle with strategies at the top stories and staying on either side rabies or the through three rounds, if you will.

139

00:23:01.950 --> 00:23:07.200

Stephanie Bogan: That sort of govern how we think how we feel and, ultimately, how we operate how that Apps.

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00:23:07.500 --> 00:23:15.750

Stephanie Bogan: So Edwin you get up in the morning and those flat start running through your mind right, that is, the below the surface activity it's happening in your subconscious right.

141

00:23:16.110 --> 00:23:29.370

Stephanie Bogan: you're staying is how you feel if you feel empowered and excited and eager and



capable and confident there's an actual biology physiology neuro chemistry to that if you feel awful depressed angry.

142

00:23:29.640 --> 00:23:41.670

Stephanie Bogan: there's a different biology, so our general state of sort of the energy lane that we're in if you find yourself in a negative disempowering State on a consistent basis, it means without question.

143

00:23:42.030 --> 00:23:48.000

Stephanie Bogan: That there's something to be tended to because we want to be in that success state which we'll talk about in a little bit.

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00:23:48.570 --> 00:23:53.190

Stephanie Bogan: And we'll go through an exercise to kind of reframe some of those stories right so we've got our state.

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00:23:53.520 --> 00:23:59.730

Stephanie Bogan: Which is kind of our operating conditioner we generally optimistic, are we generally fearful do we generally approach things.

146

00:23:59.970 --> 00:24:06.330

Stephanie Bogan: From an abundance perspective or scarcity right are we in stress, are we in survival stories we've talked a lot about those this year.

147

00:24:06.720 --> 00:24:15.330

Stephanie Bogan: Those are our life scripts from below the surface and the self talk is those stories talking and then the surface level or the strategies as a result, we avoid the conversation.

148

00:24:15.870 --> 00:24:25.590

Stephanie Bogan: Right, we come up with a fee script because we're afraid to quarter fee that extra strategy will help, but ultimately you just want to feel okay quoting the fee right I didn't that actually feels better.

149

00:24:25.980 --> 00:24:29.310

Stephanie Bogan: than avoiding the conversation, because at some point you're going to need to have it.



150

00:24:31.110 --> 00:24:42.780

Stephanie Bogan: So the only limits that you have are the ones that you place on yourself and they're going to show up in one of these three rooms they're going to show up in your thought habits they're going to show up in your behavior habits, how you think.

151

00:24:43.110 --> 00:24:52.110

Stephanie Bogan: how you feel ultimately how you act and then in your operating state or condition and that's ultimately going to lead to the decisions that and reason that you make in your business, Dimitri.

152

00:24:52.500 --> 00:25:04.650

Stephanie Bogan: That you show up a certain way, or you tell the lie that you have a new niche or you don't and that's how we get from self talk, all the way down to what's the success that you're experiencing right now.

153

00:25:05.250 --> 00:25:12.840

Stephanie Bogan: We all the Gray, the voice on her shoulder this the good angel and the bad angel so this conversation is around, how do we quiet, the dark.

154

00:25:13.290 --> 00:25:16.980

Stephanie Bogan: angel and how can we really give a lot more space and voice.

155

00:25:17.220 --> 00:25:28.080

Stephanie Bogan: To the voices that empower us to serve our clients add value build really successful businesses show up is great parents and spouses be contributors in our churches and our charities in our communities.

156

00:25:28.530 --> 00:25:36.570

Stephanie Bogan: and feel really good as we do all of that anybody here not sign up for that class just check in you guys with me today alright.

157

00:25:37.980 --> 00:25:48.690

Stephanie Bogan: So self talk is a survival strategy Adam do you recognize any of these from I know we will talk about how we all experienced these the on an ongoing basis man he's like all of them.



158

00:25:50.010 --> 00:25:52.470

Stephanie Bogan: You know so let's just talk a little bit about.

159

00:25:53.550 --> 00:26:08.220

Stephanie Bogan: I guess the screen stop moving forward for you guys there we go self talk is a survival strategy right it's that conversation in our head that says, Michael don't do it, you can't do it, you shouldn't do it, you don't know how, and if you do, and it goes bad what.

160

00:26:09.690 --> 00:26:18.630

Stephanie Bogan: something bad is going to happen is unpleasant it's threatening it's risky just stop it's better to stay here to be small to not be seen.

161

00:26:19.110 --> 00:26:36.210

Stephanie Bogan: And so, our brain has actual strategies that it uses to keep us in check rate to keep us in the safe place, if you will, and they really are things like, and let me know in the chat we can jump in Personalizing Does anyone here blaming yourself for everything.

162

00:26:37.410 --> 00:26:44.400

Stephanie Bogan: circle after I just saw did you guys see that I felt like yeah yeah emotion, when you get teary eyed or you start giggling.

163

00:26:44.940 --> 00:26:52.740

Stephanie Bogan: that's when you know you're onto something right it's like oh it's my fault if I had been this is, I really have to work on this you guys know I did not have.

164

00:26:53.040 --> 00:26:58.350

Stephanie Bogan: Like model parenting role models, as I was growing up, so if something's happening in my kid's life I like.

165

00:26:58.740 --> 00:27:10.740

Stephanie Bogan: it's my fault, I did not need from the right mindset when they were younger I didn't know better, if I know I have a tough like and then I just have to be like oh my God sometimes pitches to go through stuff girl if you.

166



00:27:11.400 --> 00:27:20.910

Stephanie Bogan: don't give yourself that much bing basically, yes, we want to be aware of, we want to check ourselves as parents like this morning I had a moment, where I was like oh i'm being triggered by an 11 year old.

167

00:27:21.780 --> 00:27:27.780

Stephanie Bogan: I need to evaluate later, not in this moment literally i'm like I need to not right now later I went to my husband, I was like.

168

00:27:28.230 --> 00:27:33.510

Stephanie Bogan: This triggered me and I had to think about it, and I think I understand why so i'm gonna need to probably just gonna have to work through this a little bit.

169

00:27:34.350 --> 00:27:41.610

Stephanie Bogan: Right so there's that time where we take responsibility and they don't want you to miss take responsibility for Personalizing.

170

00:27:42.030 --> 00:27:46.290

Stephanie Bogan: Responsibility is hey I could have shown up in a better way I could have taken a breath sooner.

171

00:27:46.920 --> 00:27:54.300

Stephanie Bogan: But I took responsibility like hey This triggered me and I did not like the dynamic that showed up between me and an 11 year old, and I want to show up in a really.

172

00:27:54.540 --> 00:28:06.060

Stephanie Bogan: Positive loving action kind of way so accounting for That means that I check that those voices in my head where i'm like an 11 year old doesn't get to tell me what to do, like i'm not the only one that has that happened, I know.

173

00:28:06.630 --> 00:28:17.250

Stephanie Bogan: And then you have to go okay great but it's awareness of these are some of the strategies that show up so if you blame yourself for everything start to catch them again we'll talk in a few minutes about how to correct it.

174



00:28:18.060 --> 00:28:28.050

Stephanie Bogan: magnifying any anyone here, Adam I remember the fee change conversation and I don't know if you remember it, but he was like I cannot have that conversation it.

175

00:28:28.650 --> 00:28:29.310

Adam Cmejla: No way I.

176

00:28:29.730 --> 00:28:30.210

Adam Cmejla: Remember that.

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00:28:30.270 --> 00:28:30.900

Adam Cmejla: I remember that.

178

00:28:31.050 --> 00:28:39.960

Adam Cmejla: turned into like a six that was a 16 page manifesto posted on Community that was the seriously the first domino effect if you will, that.

179

00:28:40.320 --> 00:28:45.840

Adam Cmejla: That kind of fell in this evolution this journey of just kind of stripping me down my core I still remember my.

180

00:28:46.230 --> 00:28:58.140

Adam Cmejla: That my my rhetorical conversation that I was essentially having with myself on tribe, where I would state something and then they say why is this, and then I would peel back the why of that and I would say this, and I got down to the pure fundamentals of.

181

00:28:58.530 --> 00:29:08.610

Adam Cmejla: The environment that I had as a kid growing up and the feedback that I got from my parents and from those in my life as to how that was manifested showing up in the day to day work that I was doing right now and.

182

00:29:09.330 --> 00:29:16.410

Adam Cmejla: It was the it was one of the most powerful conversations that I paradoxically had with myself, but yet in public for everybody in limitless.



183

00:29:18.810 --> 00:29:32.310

Stephanie Bogan: Really owning something when you put it on trial for everyone to read and silently judge right, but when you do that as Adam noticed, and I know a number of you have done this year you just get a massive amount of support from this Community it's really empowering and.

184

00:29:33.540 --> 00:29:37.470

Adam Cmejla: yeah if you're anything like me you'll find that your greatest opportunities and.

185

00:29:37.500 --> 00:29:42.060

Adam Cmejla: periods of growth happen when you're most vulnerable, both with yourself as well as those in your circle of trust.

186

00:29:43.380 --> 00:29:49.680

Stephanie Bogan: So we like to say around here biggest blessings come rafting sandpaper we're just trying to make it we're trying to make it fighting grit.

187

00:29:50.580 --> 00:30:03.750

Stephanie Bogan: Slightly finer grit would be great catastrophizing right you make everything the worst like oh it can't just be a little issue that you will resolve it is the absolute end of the world, everybody must stop everything oh my gosh right now.

188

00:30:04.380 --> 00:30:10.140

Stephanie Bogan: polarizing right it's either black or good i'm sorry black or white good or bad, there is no in between.

189

00:30:10.530 --> 00:30:21.240

Stephanie Bogan: there's no middle ground and usually your ground is the high ground, by the way, when you are polarizing i've never had anyone take a polarizing position and say you know, by the way this other people are way wrier than me.

190

00:30:21.870 --> 00:30:29.040

Stephanie Bogan: that's not usually not that polarizing but so anytime you feel really superior and right that's a polarizing position.



191

00:30:29.850 --> 00:30:44.220

Stephanie Bogan: rehashing rehashing is where you continuously rehash past events, and you will go over them again again one in your own head often that will show up in relationships, but is really not healthy and constructive for relationships.

192

00:30:44.730 --> 00:30:54.840

Stephanie Bogan: And so what we'll do that with our staff will do that when a client comes in, oh what's you know, this is the conversation that they had the last time, the market right right all the bad stuff starts to just go back through your mind.

193

00:30:55.710 --> 00:30:59.790

Stephanie Bogan: And then reversing how many of you do that future tripping I call it future tripping.

194

00:31:00.990 --> 00:31:09.600

Stephanie Bogan: Right Andrew Have you ever been in that situation where something happens and you just play out in your mind and like seven seconds how the whole thing went and it's usually not in your favor.

195

00:31:10.410 --> 00:31:18.120

Andrew Hatherley: yeah all used to do that a lot but increasingly less and it's it's it's a relief when.

196

00:31:19.290 --> 00:31:30.390

Andrew Hatherley: We can catch yourself because it's I think the the primordial DNA goes there but increasingly i'm able to catch myself that so it's a good feeling, not to have to do that.

197

00:31:31.560 --> 00:31:43.500

Stephanie Bogan: And that space, the word I like to use their when it grows and it's the best feeling ever tell me if you there's different word but to me when I hit this word I was like this is so, what we're all after relief.

198

00:31:44.670 --> 00:32:00.090

Stephanie Bogan: Relief, because not feeling bad for can feels good like not even over the top amazing but to just not have everything that comes up for a lot of it comes be immediately met with stress and survival and adrenaline and i'd like.



199

00:32:00.960 --> 00:32:07.530

Stephanie Bogan: To just be able to sit in a space and be like could be bad could be good, how do I want to talk to this experience, I think.

200

00:32:07.920 --> 00:32:13.470

Stephanie Bogan: i'll take a couple breaths will check the client file I just look at their portfolio like i'll just make sure there's no surprises.

201

00:32:13.920 --> 00:32:20.850

Stephanie Bogan: And then i'm going to show up and i'm going to assume that things and i'm going to do the best I can to add value that it's pretty much like do today, can I do that yes.

202

00:32:21.300 --> 00:32:32.640

Stephanie Bogan: Right, this is a very different space, what I want you to notice about these strategies, because i'm sure that some of them are familiar we've all experienced them is, these are tools, just like a rock.

203

00:32:33.870 --> 00:32:46.050

Stephanie Bogan: right there tools that our mind uses to protect us to keep us safe and what that fundamentally means is when you're sitting in those moments and you're having those experiences.

204

00:32:46.500 --> 00:32:53.040

Stephanie Bogan: What your first and natural instinct most often isn't until as Andrew talked like you start to get on the other side of it.

205

00:32:53.430 --> 00:33:00.270

Stephanie Bogan: Is it's not a positive and empowering your brain doesn't finish the math it says, this is the bad stuff that can happen.

206

00:33:00.810 --> 00:33:07.590

Stephanie Bogan: But that self talk rarely until you retrain it it rarely says hey Adam, by the way.

207

00:33:08.040 --> 00:33:16.980

Stephanie Bogan: you're going to be able to add a lot of value and it's going to be awesome and that's



going to remind Bob exactly why he's paying you \$15,000 a year or \$3,000 a year.

208

00:33:17.400 --> 00:33:27.270

Stephanie Bogan: or hey this could be bad, but usually, when we address problems head on it's better than if we don't so like let's sit down let's talk to the team let's figure out how we're going to account for this and.

209

00:33:27.690 --> 00:33:37.470

Stephanie Bogan: let's shift our priorities to make sure that we're in the best possible situation you bring rarely goes to that spot but it almost never goes to this could be the best thing that ever happened.

210

00:33:38.280 --> 00:33:46.560

Stephanie Bogan: And it doesn't mean Adam right it's you know that every moment that everything that's happening is an awesome thing, and if there's some perfect solution emerging.

211

00:33:46.980 --> 00:33:58.350

Stephanie Bogan: But it's our self talk and the strategies that sit between us and the clarity that we need to then get the conviction to take the action we need to take.

212

00:33:58.800 --> 00:34:08.340

Stephanie Bogan: And that's where we get lost and we get stuck and we started spinning, and we feel still feel stalled out and when you don't feel empowered consistently over time, what do you guys think happens.

213

00:34:10.950 --> 00:34:20.580

Stephanie Bogan: All those feelings you joined for it, I don't like feeling frustrated I don't like feeling stuck I don't like feeling like I should be able to do more, but I can't because we have some sense of purpose but we're not getting that progress.

214

00:34:20.970 --> 00:34:24.870

Stephanie Bogan: So let's talk through how we can start to shift some of those strategies.

215

00:34:25.590 --> 00:34:32.610

Stephanie Bogan: That survival state is the state that I want you to get in touch with feeling I know it's a



feeling word.

216

00:34:32.880 --> 00:34:38.760

Stephanie Bogan: But when Adam is sitting in his office or when Terry when you're sitting in your office or Edwin or ethan when you're sitting in your office.

217

00:34:39.180 --> 00:34:52.140

Stephanie Bogan: You have a feeling state we just usually are so in our head thinking or doing stuff that we're not tapped in are tuned into the thinking state, but you know when you feel it right mark when you're like Oh, I have too much of my tasks, so I don't like it.

218

00:34:53.250 --> 00:35:01.260

Stephanie Bogan: So that's when we get in that survival state is that disempowering instinctive force that takes us into scarcity, fear and it holds us back.

219

00:35:01.500 --> 00:35:11.670

Stephanie Bogan: So it's just trying to keep you alive Our job is to sit in that space like Andrew talked about and start to shift into a success date, this is where the possibility lives.

220

00:35:12.030 --> 00:35:21.780

Stephanie Bogan: So I think a lot of you have heard the story, but it's one of my favorite when I when I first started my coaching Michael cases, it was a few years ago, but it was maybe six or 12 months, maybe six or seven months in.

221

00:35:22.290 --> 00:35:32.820

Stephanie Bogan: And Derek was his right hand at the time, and he did not have the large team that he had now I got this amazing offer from the University and given his notice and how would you feel in that situation.

222

00:35:33.360 --> 00:35:41.760

Stephanie Bogan: Like it's amazing leverage you've trained this person it's really hard to get somebody there and then they're like i'm right going to go to this great thing you want to be supportive but what's happening on the inside.

223

00:35:43.980 --> 00:35:44.250



Adam Cmejla: you're hurt.

224

00:35:44.850 --> 00:35:59.040

Stephanie Bogan: Your own pain, he was like I was like oh my God how am I gonna replace him like this is gonna be awful and I said to him what I say, often and it's really annoying which was what would What would it take to make this the best thing that could ever possibly happen for your business.

225

00:36:00.090 --> 00:36:03.510

Stephanie Bogan: And I joke that that's the only time that i've ever heard my focus is to be really point.

226

00:36:04.830 --> 00:36:08.640

Stephanie Bogan: Because teams processing that, and you know what happened when he came back to our next call.

227

00:36:10.380 --> 00:36:19.800

Stephanie Bogan: He was like oh we're gonna do this and we're going to do this, and this is going to be an eye and that, ladies and gentlemen, is how what you see happened over the last three years habit.

228

00:36:20.430 --> 00:36:30.420

Stephanie Bogan: Is it gave him that shake out to really think and sit in the space of what do I want to grow What role do I want to play, who are the people in the team that are going to do that and that literally created the plan.

229

00:36:30.780 --> 00:36:34.680

Stephanie Bogan: That he's been executed, it was that minute of sitting in that space.

230

00:36:35.130 --> 00:36:47.370

Stephanie Bogan: Of i'm going to get out of survival and i'm going to go over to success state where my possibility lives right, I am capable of finding someone who loves this stuff that I don't I am right so that's what I want us to take a moment to practice.

231

00:36:48.930 --> 00:36:53.850

Stephanie Bogan: What you do think about one area Adam Maybe you can share one place where you really struggled.



232

00:36:54.360 --> 00:37:03.930

Stephanie Bogan: In your early years it doesn't mean that Adam and I don't still do that work now, by the way, but like where was a place when you think about hey I was really squarely sitting in that survival state.

233

00:37:04.830 --> 00:37:16.830

Stephanie Bogan: And I can really look at myself now and say i'm pretty consistently confident that i'm in a success date here and before Adam does that I want you all to find one spot and you're welcome to drop this in the chat or if there's something you want to talk about.

234

00:37:17.280 --> 00:37:20.700

Stephanie Bogan: As we go through the rest of the conversation who's got so that about another hour.

235

00:37:20.970 --> 00:37:27.510

Stephanie Bogan: And then, Adam and I will talk you through some of those things, so you can drop it in chat You can write it down for yourself, where you can drop it and slide oh.

236

00:37:27.840 --> 00:37:37.320

Stephanie Bogan: But if there's one area where you're thinking about you, you find yourself sitting in survival state in that says stress state you don't like it, you want to make that shift to success state.

237

00:37:37.710 --> 00:37:43.500

Stephanie Bogan: What would that be, and then Adam let's hear you talk about sort of where you started and how you moved to the other side.

238

00:37:44.100 --> 00:37:55.860

Adam Cmejla: yeah my to it, they were different if we think of the script or the document that was sent out or that you have this kind of the pre work for this call the seven minds to self talk.

239

00:37:56.670 --> 00:37:58.920

Adam Cmejla: To them, that for me personally, have been.

240

00:37:58.950 --> 00:38:09.000

Adam Cmejla: Very much correlated and related was the worst of myself showing up in the business, and



thus the amount of money that I was capable or currently producing so.

241

00:38:09.630 --> 00:38:17.640

Adam Cmejla: I was a you know even back in 2018 at the beginning of my journey here with limitless and i'd been an advisor for 10 years but.

242

00:38:18.180 --> 00:38:21.690

Adam Cmejla: accidentally successful right functional and dysfunctional business, so to speak.

243

00:38:22.320 --> 00:38:29.700

Adam Cmejla: But didn't graduate with a finance degree didn't present and past the CFP until 2015 the entire period up into that point.

244

00:38:30.060 --> 00:38:39.210

Adam Cmejla: had a lot of like who am I, who like, why should these people really trust me with this, I didn't I didn't buy a stock and bond or an investment until I got into this business, I mean.

245

00:38:39.540 --> 00:38:49.290

Adam Cmejla: So all of that, like negative negative rinse cycle really translated into being very inconsistent and not confident and understanding.

246

00:38:49.620 --> 00:38:58.740

Adam Cmejla: Who, I was what I was going to do for clients, how we were going to do that what that delivery experience is going to look like and therefore because of that lack of clarity and lack of worse.

247

00:38:59.250 --> 00:39:05.730

Adam Cmejla: showed up it's like well geez I I really that Why would you even pay me any money or why would I would.

248

00:39:06.210 --> 00:39:19.920

Adam Cmejla: I would take what the what I thought I was awarded that that time, which might be \$500 per year, or maybe if I was feeling really bold and confident one day they charge you \$2,000 for a year for financial planning it just it manifested its way in a very, very.

249



00:39:20.310 --> 00:39:33.510

Adam Cmejla: dysfunctional way in the business and it's cathartic to reflect on that now, because it invokes the confidence to know of, where I was at that time to get to the point of where I am today.

250

00:39:33.930 --> 00:39:40.710

Adam Cmejla: gets me really excited about what the person what the atom three years from now, is going to be four years from now, two years from now, is going to be.

251

00:39:41.520 --> 00:39:50.580

Adam Cmejla: As I said in the chat and I, and I 100% believe in the process of this, there is no destination, it is the journey, that is, the destination, I know it's a cliché phrase, but.

252

00:39:51.330 --> 00:39:58.800

Adam Cmejla: There is that the work that you're going to do here is to what steps in the very beginning, is going to be up all the work that you do and i'm unless.

253

00:39:59.220 --> 00:40:07.410

Adam Cmejla: If we can inspire and invoke changed through this it makes everything else that we're talking about the systems, the behind the scenes, the front scenes.

254

00:40:07.800 --> 00:40:16.860

Adam Cmejla: It makes it so much more easier because this whether you're cognizant and conscious of it or not, is what is limiting your progress, to a certain extent, in all the areas that we talked about.

255

00:40:19.050 --> 00:40:28.410

Stephanie Bogan: Those changes are real you just can't check them off on a box, you can re you can do the exercises from a worksheet perspective but.

256

00:40:28.650 --> 00:40:35.760

Stephanie Bogan: But it's an intangible and when you get stuck and stalled out and when you join limitless we talked about those invisible forces.

257

00:40:36.210 --> 00:40:43.320

Stephanie Bogan: right that we just in spite of our best efforts, and that was is what i'm talking about is when you can get really clear that self talk is real it's not.



258

00:40:43.650 --> 00:40:51.360

Stephanie Bogan: whoo whoo i'm not asking you to put on moves and you know rub crystals together and dance around a fire at night, although I have learned if that works i'll do.

259

00:40:51.960 --> 00:41:05.250

Stephanie Bogan: It was all about results, ladies and gentlemen, is self talk is not soft self talk is the strongest asset that we have that was powerful successful people.

260

00:41:06.630 --> 00:41:19.110

Stephanie Bogan: are so good at self talk right when pick up a district staring down right the super G and she's going to be going 88 miles an hour and she you know what was it 98 had this epic crash like, how do you get back up.

261

00:41:19.920 --> 00:41:35.640

Stephanie Bogan: And do that again like it's not like who maybe the client will lead over the coi might not refer it's I did that it crushed me I went through massive pain injury turmoil trauma and i'm going to go do that again.

262

00:41:36.660 --> 00:41:48.750

Stephanie Bogan: Because something inside me says, I can, and I will so again, there are people that are at the absolute extreme Of that I am not saying that we all need to go right peekaboo or ilan.

263

00:41:49.410 --> 00:41:56.040

Stephanie Bogan: it's about understanding what's driving us and really harnessing that energy if you I promise you.

264

00:41:56.520 --> 00:42:05.940

Stephanie Bogan: you're disempowered tired frustrated stress you're spending your thoughts are on the left side of the screen, a majority of the time.

265

00:42:06.870 --> 00:42:14.940

Stephanie Bogan: Because you can't think negative thoughts and have a positive feel and you can't think negative thoughts and have a positive life, the science and the math simply don't add up.



266

00:42:15.540 --> 00:42:21.060

Stephanie Bogan: So our first invitation when we think about right self talk and how we speak to ourselves and affirmations and.

267

00:42:21.300 --> 00:42:29.460

Stephanie Bogan: And all of that is to understand that this is, this is what the science says really works, and we have an opportunity to be conscious in a way.

268

00:42:29.820 --> 00:42:35.880

Stephanie Bogan: that no one, you know generations in large part, before us did not have that we can now sit in this space and say.

269

00:42:36.390 --> 00:42:44.910

Stephanie Bogan: How do I want to feel, and when you think about your fees, when you think about your client base Adam when you sit here three years from now, and you reflect on what you.

270

00:42:45.420 --> 00:42:53.280

Stephanie Bogan: What you've done what you can be what you have what you've experienced the outcome you've created, how do you want to feel when you sit in that space and that's.

271

00:42:53.580 --> 00:43:02.160

Stephanie Bogan: How self talk serves you so if you are a happy often you know, like a lot of the time you are above the line that is because if you listen to the voices in your head.

272

00:43:02.490 --> 00:43:07.680

Stephanie Bogan: they're catching and correcting or you're, on the other side of that like Okay, this might be hard but i've done hard stuff before.

273

00:43:08.130 --> 00:43:12.270

Stephanie Bogan: i'll deal with it going to rate base I boga, and this is the width right here we go.

274

00:43:12.990 --> 00:43:19.200

Stephanie Bogan: Those are the conversations that we have with ourselves and they're, the most important ones that they have because they tell us.



275

00:43:19.560 --> 00:43:32.940

Stephanie Bogan: What is possible, whether we can, or we will, or whether we shouldn't and we don't know how so I want you to think about your one of those limiting beliefs, I know you guys are here in chat and we have see, is there a good one here, Adam.

276

00:43:33.990 --> 00:43:35.430

Stephanie Bogan: See, should we see.

277

00:43:37.680 --> 00:43:38.100

Stephanie Bogan: interrupted.

278

00:43:39.210 --> 00:43:44.190

Adam Cmejla: William was pretty transparent and pretty person I appreciate his his transparency and.

279

00:43:44.940 --> 00:43:49.980

Adam Cmejla: For lack of better word vulnerability and sharing how a very personal interaction with an with an access allowed him to kind of.

280

00:43:50.520 --> 00:43:57.450

Adam Cmejla: change that negative state of just kind of spinning off like a top and and using that trigger, if you will, as.

281

00:43:57.960 --> 00:44:10.260

Adam Cmejla: Well, as the the trigger to be aware of it restate his intention of how he wants to feel and then align the the following actions with his intention not based off of the external trigger.

282

00:44:11.430 --> 00:44:21.900

Stephanie Bogan: yeah and when you I remember those right conversations around it's the reframe because you want to reinforce it will go through that exercise but that's the what you're saying is how am I going to use my energy.

283

00:44:22.380 --> 00:44:32.430



Stephanie Bogan: What am I going to choose, and when you do that, you learn this is really powerful I have it on a post it in my office, because I never want to forget it, there is no ROI and negative thinking.

284

00:44:34.470 --> 00:44:42.900

Stephanie Bogan: there's like seven seconds of value and contrast, I didn't like that pain that didn't work for me, but after about seven seconds right was the learning has occurred.

285

00:44:43.500 --> 00:44:55.470

Stephanie Bogan: there's no value, and so the sooner we can find out how to create those shifts for ourselves, the more empowered and control and in charge, we really are so if you're a control freak like me.

286

00:44:56.070 --> 00:45:04.680

Stephanie Bogan: This is the answer, and that was when the light bulb went off for me all that stuff I spend all that energy manipulating in managing.

287

00:45:05.460 --> 00:45:13.440

Stephanie Bogan: and trying to find meaning in and all the energy that went into it, it was really about what were the conversations I was having with myself.

288

00:45:14.100 --> 00:45:21.300

Stephanie Bogan: And when I realized I had control over that, in a way I did not have control over anything else that for me was the shift that sparked.

289

00:45:21.570 --> 00:45:30.630

Stephanie Bogan: Everything that you are all experiencing now was wow I can sit in the driver's seat here so what's that negative belief William was super open right about how he shared.

290

00:45:30.960 --> 00:45:42.720

Stephanie Bogan: What are you going to reframe it to so hold on to that because we're going to go back we're going to do that in a little deeper around some of the areas that are really common time relationships and quality of life.

291

00:45:43.890 --> 00:45:52.350

Stephanie Bogan: I don't think any of us have all of these things nailed 100% of the time, and that



doesn't mean their circumstances right or stories aren't responsible for everything.

292

00:45:52.860 --> 00:45:57.000

Stephanie Bogan: But again it's how we sit in this space so let's talk a little bit about.

293

00:45:57.930 --> 00:46:05.040

Stephanie Bogan: You know your self talk shows up and how you experience life so if you find yourself saying things like there's never enough time or i'm always late.

294

00:46:05.460 --> 00:46:14.640

Stephanie Bogan: Then, that is the reality that we're creating and we're not sitting in the space of solving for it right we're spending on it so that's the issue with self talk.

295

00:46:14.970 --> 00:46:21.870

Stephanie Bogan: It doesn't actually solve anything it puts you in spin cycle Angela you'll just keep having like we.

296

00:46:22.290 --> 00:46:28.290

Stephanie Bogan: Are any of you thinkers like I call it being a head right he's been a lot I call your from the neck up and your brain is always twirling and.

297

00:46:28.590 --> 00:46:36.690

Stephanie Bogan: Your every like every possible outcome solution all that catastrophizing and role play like you're doing all of that all the time.

298

00:46:37.410 --> 00:46:43.020

Stephanie Bogan: And that's because it's a control mechanism it's trying to exercise control that doesn't really exist.

299

00:46:43.350 --> 00:46:52.440

Stephanie Bogan: And that's where those stories kick in so we're going to talk more about time relationships and quality of life, because ultimately what we're doing is we're creating conditional winning.

300



00:46:52.980 --> 00:46:59.760

Stephanie Bogan: If circumstances happened, the way that I want, then i'll be happy and it'll be okay, if my spouse behaves in this way.

301

00:47:00.210 --> 00:47:07.890

Stephanie Bogan: Then i'll feel good and everything will be okay if the right clients just come to me and I don't have to put in any efforts and be awesome i'll be okay.

302

00:47:08.580 --> 00:47:19.800

Stephanie Bogan: Right when we sit in conditional living, it means we're letting her stories drive us, and so our job is to take power command and control that's the Agency, we do have and say what we call here catching correct.

303

00:47:20.370 --> 00:47:30.090

Stephanie Bogan: we're going to flip the switch, and that means very much like Andrew shared, unlike William shared and Adam shared you're going to learn how to sit in that space, which is our feeling state.

304

00:47:30.690 --> 00:47:37.560

Stephanie Bogan: How do we know we need to pay attention is anyone been paying attention for the last five months, how do we know we need to pay attention.

305

00:47:38.820 --> 00:47:39.660

Adam Cmejla: And I hope so.

306

00:47:39.960 --> 00:47:40.830

Stephanie Bogan: there's a prize.

307

00:47:42.180 --> 00:47:47.850

Stephanie Bogan: Giving i'm giving i'm giving the cool i'm giving it away for this Come on, how do you know you simply pay attention to.

308

00:47:48.270 --> 00:47:49.530

Chris Toadvine: Something doesn't feel right.



309

00:47:49.920 --> 00:47:51.000

Stephanie Bogan: Thank you, who was that was.

310

00:47:52.230 --> 00:47:53.310

Chris Toadvine: That was Chris actually.

311

00:47:53.460 --> 00:47:56.130

Stephanie Bogan: Chris all right, Chris do you already have a laudable.

312

00:47:56.610 --> 00:47:58.140

Chris Toadvine: I do get someone else.

313

00:47:58.680 --> 00:48:03.480

Stephanie Bogan: will give you something else cool how's that are Chris can pick somebody wants to be nice to.

314

00:48:04.830 --> 00:48:07.290

Chris Toadvine: me, will you give it to William for being transparent.

315

00:48:07.530 --> 00:48:08.070

Stephanie Bogan: Here you've got.

316

00:48:09.120 --> 00:48:10.230

Stephanie Bogan: A really cool water bottle.

317

00:48:11.460 --> 00:48:12.240

William Pitney: Thank you, Chris.

318

00:48:12.900 --> 00:48:13.620

Stephanie Bogan: Was awesome.

319



00:48:13.980 --> 00:48:14.580

Chris Toadvine: you're welcome buddy.

320

00:48:15.180 --> 00:48:20.220

Stephanie Bogan: find that story so catching correct says when I don't feel good.

321

00:48:21.210 --> 00:48:28.800

Stephanie Bogan: Now you can do this when you're feeling great and take it up a notch but that's not usually where we're going to create the greatest greatest game right, we want to learn how to sit in a space.

322

00:48:29.370 --> 00:48:43.230

Stephanie Bogan: And catch what's going on in our inner world because that's what drives our outer world so patching correct says when i'm not feeling good when i'm upset when i'm frustrated when the when I get that message, and I feel in my heart rate i'm going to go oh that's that thing.

323

00:48:44.280 --> 00:48:52.440

Stephanie Bogan: This is that right, the voices in my head my head trash talking right the lion you know what pick pick your mental image, right now, like what is it.

324

00:48:52.980 --> 00:49:05.400

Stephanie Bogan: that's awareness that is the hardest work that you will do from a brand perspective because you are actually breaking the pattern of everything you've learned up to this point, the second than Adam or Andrew or anyone goes.

325

00:49:06.450 --> 00:49:09.240

Stephanie Bogan: Well, in the second he's like Oh, I know i'm being triggered.

326

00:49:10.200 --> 00:49:24.810

Stephanie Bogan: That is that is absolute power because you're saying I can know sit in the space and figure out what to do about it and that's where we exercise all of our control so what's the negative story I can't charge for it can't charge for planning my clients will leave me.

327

00:49:26.070 --> 00:49:36.390

Stephanie Bogan: How do we reframe that you can find your version of this right, I can charge any fee, I



want this is what I tell myself all the time, I can change anything I want, because I know that i'll deliver five or 10 X more about you.

328

00:49:39.120 --> 00:49:47.760

Stephanie Bogan: My work is to create a space where you guys can extract more of that value right that's your job with your clients, how can you create a space where they can extract more of that value.

329

00:49:48.600 --> 00:49:55.080

Stephanie Bogan: How about this one, if I take too much time off my clients will get upset with me Does anyone here worried that they call I can take 100 days, what will happen.

330

00:49:57.780 --> 00:50:08.670

Stephanie Bogan: Probably nothing just fit stuff what's the positive way clients care about the value I deliver, and I can say about the days I work right i've got irritate systems people i'm on this I got this.

331

00:50:09.540 --> 00:50:13.320

Stephanie Bogan: Right or hey if there's a breakdown, I know how i'm going to solve for it.

332

00:50:13.800 --> 00:50:19.050

Stephanie Bogan: And we've had people literally take six months and go live on a boat and work from a boat, and so the team conversation was.

333

00:50:19.380 --> 00:50:29.940

Stephanie Bogan: What do you need to feel good about this, what are the possible breakdowns how are we going to solve for them let's get those plans in place so that, if they occur, like just like military like we know what our game plan is.

334

00:50:30.600 --> 00:50:37.710

Stephanie Bogan: Okay, I need to know what I account for but all the talk had to come out like oh you can't do that with annotated plan, this will end Oh, my goodness okay.

335

00:50:38.460 --> 00:50:45.960

Stephanie Bogan: So that's the catch part so there's lots of examples here I want you to take a moment I want you to find your catch what is one story or thing.



336

00:50:47.070 --> 00:50:54.540

Stephanie Bogan: we're probably going to surface quite a few of them over the next 30 minutes or so, but what is one thing, as we talked about this that you already know, like it's surfacing for you.

337

00:50:55.290 --> 00:51:06.870

Stephanie Bogan: This is something that triggers me I hate it when right when I get this question from a client makes me feel bad, so what makes you feel bad what makes you feel that consistently, because any negative feeling.

338

00:51:07.500 --> 00:51:19.410

Stephanie Bogan: That you consistently or persistently experience not you stubbed your toe and then went away not somebody cut you off you got mad and 20 seconds or 20 minutes later, so I mean like a consistent feeling like I always feel overwhelmed.

339

00:51:19.860 --> 00:51:28.440

Stephanie Bogan: I don't ever feel like i'm going to get the practice I want right I can't turn my head, but I never present when i'm at home that's what I want you to tap into because that's the catch.

340

00:51:29.460 --> 00:51:37.020

Stephanie Bogan: Now we're going to talk about how do you reframe that with the correct things go back here so what's the correct correct is your positive reframe of that.

341

00:51:38.190 --> 00:51:44.550

Stephanie Bogan: So if you were talking to your best friend or your spouse or your child, would you be late again you're a loser, no, it should pay you any money I don't.

342

00:51:46.350 --> 00:51:58.770

Stephanie Bogan: know I would say no, I would say F1 your great look at what you're doing your job is to add value like So the issue is that we can't because the self stock is spinning loud, whatever your catches.

343

00:51:59.160 --> 00:52:08.610

Stephanie Bogan: it's so loud that we can't sit in this space and go oh wait how Would I be kind to myself, what do I want like how do I want to treat myself in this situation, so that I can solve it the best.



344

00:52:08.850 --> 00:52:20.430

Stephanie Bogan: For me and my client or me and my family or whatever it may be so, think about a positive reframe mark Graham like what's what's, on the other side of your Angela I see and Bridget overwhelm.

345

00:52:23.640 --> 00:52:24.900

Stephanie Bogan: Is it really overwhelm.

346

00:52:27.780 --> 00:52:36.660

Stephanie Bogan: Is it that we have too much to do, is it we don't have a plan for what we've done we haven't made good choices and we said yesterday, the container isn't big enough.

347

00:52:37.500 --> 00:52:44.250

Stephanie Bogan: By overwhelm is a story all of it's a story that says you can't handle this and bad things you're going to happen and that's where it breaks down.

348

00:52:45.570 --> 00:52:56.130

Stephanie Bogan: Is it true Angela right every single time is it no because it's raid the breakdown has been we do a lot of spinning to avoid it so what's the new, better story like what's the positive reframe.

349

00:53:02.130 --> 00:53:09.000

Angela Dorsey: Maybe I can create a plan to address what it is that's overwhelming me.

350

00:53:10.110 --> 00:53:17.430

Stephanie Bogan: Great, so this is where it starts to go like Oh well, I can't lie to myself about that I have too much on my task list relevant at the time, which is OK.

351

00:53:17.940 --> 00:53:27.090

Stephanie Bogan: But we can say things like I am in control of my time I make the choices that align my time with my goals were my values I make this rate.

352

00:53:27.600 --> 00:53:31.290

Stephanie Bogan: i'm empowered to make the choices that align my time and my outcomes.



353

00:53:32.010 --> 00:53:39.180

Stephanie Bogan: I all I say, which is just kind of my thing like I live in no time right and everything that's important gets done and upgrade everything matters it's pointing to stone.

354

00:53:39.750 --> 00:53:41.400

Stephanie Bogan: or something we'll figure it out, I always figured out.

355

00:53:42.090 --> 00:53:53.220

Stephanie Bogan: And it always forces me to go okay well, you should stop and figure it out now and then i'm like oh let's look at the calendar let's look at Do I need to reset expectations, is it time for us to look at the next tire.

356

00:53:53.640 --> 00:54:03.330

Stephanie Bogan: You know, do we need to look at the date, what is the data telling like so there's always a reason you are experiencing what you're experiencing, but because we get stuck in the span of self talk.

357

00:54:03.960 --> 00:54:13.890

Stephanie Bogan: it's a distraction strategy keeps us safe and stuck we don't stop and solve for the problem, because we have to deal with scary stuff to do it.

358

00:54:14.400 --> 00:54:22.980

Stephanie Bogan: And self stock is just the scary stuff surfacing Bob is just your brain going hey Bob i'm not sure that is not really cool or hey Teresa.

359

00:54:23.280 --> 00:54:29.280

Stephanie Bogan: you're not going to be able to find a new person you're going to spend time you hate managing people it's never going to work you're gonna firing them.

360

00:54:29.820 --> 00:54:36.870

Stephanie Bogan: don't bother and your brains and you're like okay you're right let's just not do that i'll just keep suffering.

361

00:54:37.440 --> 00:54:47.940



Stephanie Bogan: Over and over is that empowered or disempowered so self talk tells you what's being surface your job, the work is to sit in that space and start to correct it.

362

00:54:48.180 --> 00:54:52.560

Stephanie Bogan: So that we can take action, because Angela is never going to take action from i'm overwhelmed.

363

00:54:53.190 --> 00:55:00.270

Stephanie Bogan: she's going to take action from I am in control of my time and I can make choices that correct the path that i'm on and feel better to me, I can.

364

00:55:00.600 --> 00:55:10.260

Stephanie Bogan: Look at my list of work, I can call some clients and reset expectations, I can move some family things around like what's my game plan because i'm capable of solving this issue.

365

00:55:10.980 --> 00:55:20.820

Stephanie Bogan: And if I have to work extra for the next 47 days, because I made bad business decisions, and then I have to go back and I have to raise my fees, then i'll do that because that's what I learned.

366

00:55:21.210 --> 00:55:29.580

Stephanie Bogan: And then I won't do that again so right Adams like hey lots of service advisor okay well all right now what's it going to be no magic bullet.

367

00:55:30.120 --> 00:55:39.030

Stephanie Bogan: we're going to suck it up until we find that person right, so the job is how do we sit in this space and instead of turning that into an awful thing turn it into something we can act on.

368

00:55:39.600 --> 00:55:51.870

Stephanie Bogan: We can account for and act on because that's, ladies and gentlemen, where things change so self talk is the doorway to change it is a strategy that you can all use every single day.

369

00:55:52.290 --> 00:56:00.750

Stephanie Bogan: And, just like Adam and me and Andrew and, like the one right you're going to start to see and feel the difference because when you catch and correct over and over.



370

00:56:01.530 --> 00:56:07.500

Stephanie Bogan: So the way I like to do is to pick the physical queue because it helps lock into your brain in your memory so.

371

00:56:07.980 --> 00:56:16.380

Stephanie Bogan: You can like catch hey look clicking on one side of my hand and like this is that story Angela This is my overwhelm story showing up trying to tell me okay.

372

00:56:17.070 --> 00:56:27.750

Stephanie Bogan: you're gonna sit in that space what's really happening, is it really true right think about those conversations because you're trying to come off the ledge and remind yourself hand moving over here into the success rate what's really true is.

373

00:56:28.200 --> 00:56:32.670

Stephanie Bogan: I have made some choices and my containers fuller than I, like and that's creating stress for me.

374

00:56:33.330 --> 00:56:40.110

Stephanie Bogan: I am in control of my choices and my time and I can account for this in a way that I can move forward and feel good about my plan.

375

00:56:41.100 --> 00:56:44.280

Stephanie Bogan: Right and if Angela can do that two or three times right correct.

376

00:56:44.730 --> 00:56:52.650

Stephanie Bogan: Okay it's, by the way, Angela Am I feel awful the first time, like you're like I am in charge of my time stephanie's crazy, this does not work right, I am in charge of my time.

377

00:56:53.010 --> 00:57:00.810

Stephanie Bogan: And that's the trust, but we've got to try and get into that feeling state because that's what brings you out of survival mode it's what calms you down.

378

00:57:01.230 --> 00:57:07.680



Stephanie Bogan: Less you turn on your thinking brain, so that you can start to sit in that column space and figure out what you need to account for.

379

00:57:08.100 --> 00:57:15.030

Stephanie Bogan: When Angela does that Bob over and over again, not every single time you're not going to catch it every time, but when she catches it.

380

00:57:15.900 --> 00:57:22.980

Stephanie Bogan: And then she gets herself to feel better place and she's like okay i'm going to look at my list i'm going to do what I need to do if I need a new process for apple also right.

381

00:57:23.340 --> 00:57:31.590

Stephanie Bogan: hey the next time it happens by the fourth or fifth time Angeles, going to be like oh i'm not going to take that call at four o'clock because they know what's going to happen at 415.

382

00:57:32.160 --> 00:57:40.350

Stephanie Bogan: i'm going to be doing a caching correct because i'm going to realize oh my now we're creating a conscious link between your choices and your outcome.

383

00:57:40.890 --> 00:57:50.880

Stephanie Bogan: Now you start to realize oh it's not that i'm overwhelmed it's that i'm making consistently poor choices about how to use my time relative to the outcome, you want to create i'm going to need to make different choices.

384

00:57:51.210 --> 00:58:02.670

Stephanie Bogan: So it's it's surfaces what you need to work on, and then it starts solving for that by rewiring your brain and the positive and empowering so you can sit in the space of what you need to account for, and when you do that, over and over.

385

00:58:03.150 --> 00:58:14.970

Stephanie Bogan: You actually start to rewire those pathways of your brain that we talked about and one day you wake up like Adam and someone says no, I don't want to work with you and your responses.

386

00:58:15.570 --> 00:58:16.110

Okay.



387

00:58:17.400 --> 00:58:24.300

Stephanie Bogan: No trigger no reaction nothing, just like what could have been cool have a great day.

388

00:58:25.650 --> 00:58:36.000

Stephanie Bogan: Now there's no place for that to land, because he did the work of surfacing the issue right strategy was not charging enough right what's the state doesn't feel good.

389

00:58:36.720 --> 00:58:45.450

Stephanie Bogan: what's the story, I can i'm not worth it right do the work do the self talk did the journaling and the shares it's Adams way of processing you guys all have yours.

390

00:58:45.900 --> 00:58:56.250

Stephanie Bogan: And then, over time, the new value system starts to kick in because here's the beauty, this is what I want you to leave this call, with a belief is just a thought that you think over and over again.

391

00:58:57.630 --> 00:59:05.760

Stephanie Bogan: So there's limiting beliefs in the stories that surface and the self talk that that's critical as a result is just a series of thoughts, we thought over and over which means what.

392

00:59:07.740 --> 00:59:16.740

Stephanie Bogan: That we can think new and better thoughts over and over and they'll become the new story, so all the things that we talked about the catching correct the empowering the feeling.

393

00:59:17.040 --> 00:59:27.240

Stephanie Bogan: feeling is superglue for your brain feeling tells your brain whatever he was doing Oh, we like this, this story that Angela is telling us, I just feel so much better than that other crappy story we like the story.

394

00:59:27.900 --> 00:59:33.150

Stephanie Bogan: And over time that becomes the default story the client calls and you're like oh book called what's up.

395

00:59:34.530 --> 00:59:40.110



Stephanie Bogan: Right there's no there's no critic sitting there going Oh, my goodness, when you up level when you do the next big challenge.

396

00:59:40.350 --> 00:59:52.050

Stephanie Bogan: next big goal next big client animal tell you all the voices start again like Oh, what are we doing here, and then you can that's called growth, ladies and gentlemen, it's messy, but it is the best work that you can do.

397

00:59:52.650 --> 00:59:58.320

Stephanie Bogan: So awareness is where it starts so find the story now let's talk about time and productivity.

398

01:00:00.000 --> 01:00:04.950

Stephanie Bogan: out and what was your biggest time of productivity story when you think about the self talk and where you started.

399

01:00:11.820 --> 01:00:21.810

Adam Cmejla: I think it would probably be from a client perspective, thinking that the number of appointments that I had was committed to the value that I was delivering and just the amount of time that I would invest in a plan was because was.

400

01:00:22.170 --> 01:00:31.710

Adam Cmejla: coincidental misery, we want to say to to the valley delivered, so I would spend you know hours just very deep in the money trying to figure out why.

401

01:00:32.250 --> 01:00:46.440

Adam Cmejla: A client's he money cash flow spiked 25 years in the future, because I go i'm doing good work i'm getting into details or i'm spending the time on the client because they're paying me this much and, as we all know that is a fool's errand yeah.

402

01:00:48.210 --> 01:00:52.140

Adam Cmejla: That was the work into practice the work on the practice was more just from a delegation and.

403

01:00:52.170 --> 01:00:57.300



Adam Cmejla: surrounded myself with that that's where the book who not how and again that in that book.

404

01:00:58.020 --> 01:01:04.830

Adam Cmejla: It was the capstone, if you will, on just the continued journey through this process and and other resources of just.

405

01:01:05.490 --> 01:01:14.100

Adam Cmejla: The hedgehog concept right as Jim Collins talks about being you know what what drives your economic engine again all that and, like just do what i'm good at and outsource everything else.

406

01:01:15.120 --> 01:01:23.220

Stephanie Bogan: yeah how you apply your time the how you apply your time matters, at least if not as much as the amount of it, you will fly.

407

01:01:23.760 --> 01:01:27.900

Stephanie Bogan: We waste on average 60 to 70% of our time, if you think about a day.

408

01:01:28.260 --> 01:01:39.570

Stephanie Bogan: And the email and the conversations and the distractions and then the work you do, what are you doing the easy work first, because you want to check the box and feel productive because the story say that you know versus the big heavy thing you need to do that, you don't like it's uncomfortable.

409

01:01:40.590 --> 01:01:49.650

Stephanie Bogan: Like how are we using our time and when I coach clients from a business and a practice you guys know we have all the time strategies productivity hacks like all of that stuff works.

410

01:01:50.070 --> 01:01:56.490

Stephanie Bogan: You know what it cannot solve for it cannot solve for Edwin putting things in the container that do not fit.

411

01:01:57.150 --> 01:02:06.600

Stephanie Bogan: there's no magic bullet for putting 10 pounds of shit in a five pound bag and expecting excellence, much less than awesome experience it doesn't happen.



412

01:02:07.530 --> 01:02:15.210

Stephanie Bogan: The issue with time we don't have time problems we have priority problems we have story problems we have presence problems because we don't sit in that space and say.

413

01:02:16.170 --> 01:02:22.650

Stephanie Bogan: To I want to do this if my schedule is already full, what does that mean, I give up what is what.

414

01:02:22.950 --> 01:02:27.780

Stephanie Bogan: Is the Angela saying i'm actually going to take this client, but I recognize i'm going to need to spend an extra three hours.

415

01:02:28.080 --> 01:02:35.940

Stephanie Bogan: To onboard this client for the next six weeks because my calendar is already like we don't do that right we're like ooh exciting thing let's go.

416

01:02:36.390 --> 01:02:49.260

Stephanie Bogan: And so that's where sitting in our space and our self talk is when we get overwhelmed when we have this productivity challenges when we're frustrated with our team or job is not to blame the clock, or even the person it's to ask ourselves.

417

01:02:49.860 --> 01:02:56.280

Stephanie Bogan: Are we making conscious decisions about how to use our time and when we're not it's because.

418

01:02:56.610 --> 01:03:06.330

Stephanie Bogan: stories are spinning we don't have the strategies and the systems and the structures in place to harness and focus our energy and when you put those things together, you get a lot of work and not a lot of output.

419

01:03:07.530 --> 01:03:13.020

Stephanie Bogan: So be really clear find one place when you think about time what's the story that you tell yourself.



420

01:03:14.970 --> 01:03:21.750

Stephanie Bogan: Like do you like Andrew is it I don't have enough time grant what's the so drop a couple in the chat or someone wants to jump in.

421

01:03:22.980 --> 01:03:26.400

Stephanie Bogan: What are the stories that we tell ourselves what's The self talk around time.

422

01:03:29.880 --> 01:03:36.120

Stephanie Bogan: I don't have enough of it Angela super honest don't have enough of it Bridget and bad at time management.

423

01:03:38.370 --> 01:03:42.570

Stephanie Bogan: I need to do this because nobody else can show that's a good one, Bob can't get it all done.

424

01:03:44.250 --> 01:03:46.080

Stephanie Bogan: have to make time all the time.

425

01:03:47.220 --> 01:03:50.040

Stephanie Bogan: I can't prioritize not enough hours in a day.

426

01:03:51.210 --> 01:03:54.300

Stephanie Bogan: Maybe Julius point there I don't prioritize is really the answer.

427

01:03:54.330 --> 01:03:55.800

Adam Cmejla: that's the that's the behind.

428

01:03:56.940 --> 01:04:00.900

Adam Cmejla: definition of I don't have enough time right just means that we're not very good at prioritizing.

429

01:04:01.860 --> 01:04:10.440



Stephanie Bogan: When we take on work, you can all think about work where you're like I could have put in couldn't push that out longer I didn't have to do that, I should charge more for that.

430

01:04:10.650 --> 01:04:15.150

Stephanie Bogan: Someone else should ultimately be doing this, but they're not if we're really honest with ourselves.

431

01:04:15.870 --> 01:04:22.710

Stephanie Bogan: Those are all conversations in our head there's no one sitting on our office twisting or arm saying Adam, you have to take that project.

432

01:04:23.010 --> 01:04:37.350

Stephanie Bogan: You have to add that service, where you have to make that hire you have to say yes to that appointment it's just the second that those circumstances unfold some part of US 90% of the time, according to the research POPs into our default mode and sister.

433

01:04:38.640 --> 01:04:50.370

Stephanie Bogan: And in this business survive is all about, yes, yes we'll do the appointment yes we'll spend 29 hours in the plan, because our time, the more time we spend with the client, the more we can tell ourselves we're delivering value.

434

01:04:51.630 --> 01:05:00.420

Stephanie Bogan: Right, so I want you guys to think about one place saying no can be satisfying no is a complete sentence, and when you learn to say no.

435

01:05:01.590 --> 01:05:09.480

Stephanie Bogan: And nobody dies it's a powerful tool, because you can simply say i'm really thrilled that you guys i'd love to like we used to always have when I was a firm I stopped working and.

436

01:05:10.110 --> 01:05:13.860

Stephanie Bogan: We met with people in the evenings and weekends, and I was like we cannot do this.

437

01:05:14.610 --> 01:05:21.600

Stephanie Bogan: that's when people will meet with us, they don't have time any other time, and I was like the only people that come to my house at night is the pizza delivery guy.



438

01:05:22.560 --> 01:05:30.060

Stephanie Bogan: We are not pizza delivery guys we're not going to people's houses anymore, I said i'm going to take charge of this i'm just going to tell no he's like whatever go for it.

439

01:05:30.600 --> 01:05:39.810

Stephanie Bogan: It was easy when I was doing the dirty work, so I just told people I said Oh, you know we would love to meet with everyone on evenings and weekends and like you right given has a family and that's the time that you spent with them.

440

01:05:40.080 --> 01:05:42.120

Stephanie Bogan: And when they understand, in some cases.

441

01:05:42.600 --> 01:05:51.750

Stephanie Bogan: You know we all have doctors appointments and you know and accounting appointments and we don't love them Nice and we understand, in some cases there are certain times when that's just not possible, and so we set aside.

442

01:05:52.170 --> 01:06:01.800

Stephanie Bogan: One Friday, a quarter for meetings, and you can imagine, those book up a bit, but i'm happy to let you know schedule, one of those meetings, or we can see you in a couple of weeks Tuesday or Wednesday and guess what happened 90% of the time.

443

01:06:03.900 --> 01:06:13.440

Stephanie Bogan: They would schedule a meeting during the day, because what I was essentially saying is i'm not going to let my need to get you to say yes, so I can feel good drive i'm going to set this boundary that says.

444

01:06:14.280 --> 01:06:19.710

Stephanie Bogan: You have to decide how important it is to you, is it important enough to wait three months.

445

01:06:20.820 --> 01:06:30.930

Stephanie Bogan: Or is it important enough to come in sooner because we've drawn that line that it's not important enough for us to work every evening weekend, because that compromises our quality of



life okay forget about that.

446

01:06:31.830 --> 01:06:39.750

Stephanie Bogan: So it's instead of letting that voice stop you how do you craft a different and better story around the time or the fee in this case, time and productivity.

447

01:06:40.170 --> 01:06:53.430

Stephanie Bogan: If it's I think one of you was talking about not being able to you know someone can't do it, as well as I can they might be right, but they can do 80% as well, of you, and that means it gets done right so it's our job and catching correct to identify the story.

448

01:06:55.260 --> 01:07:04.620

Stephanie Bogan: cut it off right it's not really true and then find a new and better story that we choose to upload and right you're uploading a new software system.

449

01:07:05.130 --> 01:07:12.480

Stephanie Bogan: And what's the better story around time I have control over my time and I can make an empowered choices that align with my priorities.

450

01:07:12.750 --> 01:07:18.480

Stephanie Bogan: The more you do that guess what happens, the next time Angela goes to make a choice it's not aligned to bring that hey wait a minute.

451

01:07:18.960 --> 01:07:28.050

Stephanie Bogan: This doesn't fit anymore, are you sure you want to do this and, in that we get to that next step was now it's just accounting for it and, being aware of it, now we can take action on it.

452

01:07:29.400 --> 01:07:35.940

Stephanie Bogan: So Garrett said he's got he used to have searches going into the evening and I always done it for 30 and it worked out right Garrett.

453

01:07:39.090 --> 01:07:47.910

Stephanie Bogan: When we make those choices what we what our brain is saying is it's got to be more important to me it's got to be the most important to you, and what we as a business, we need to set those priorities.



454

01:07:48.420 --> 01:07:58.890

Stephanie Bogan: So, whether it's time or even your relationships it's about what we're prioritizing the harder, you are on yourself, the harder, you are on other people.

455

01:07:59.340 --> 01:08:07.290

Stephanie Bogan: If you treat yourself with grace and kindness and loving action, the odds are overwhelming that you treat the people around you the same way.

456

01:08:08.100 --> 01:08:25.290

Stephanie Bogan: And if you have her inner voices that are tough critics and they're driving you when they're pushing you then that's very likely, the quality of the conversation you're having with people around you or it's the quality of the conversation when your buffer slips when your buffer slips.

457

01:08:28.140 --> 01:08:41.550

Stephanie Bogan: And that's our responsibility, like you, guys know I did not grow up in an awesome childhood, so what happens when my buffer slips and my the most conscious loving like oh I gotta be like wow i'm getting triggered here and I don't like that I don't like that response like timeout.

458

01:08:43.650 --> 01:08:56.580

Stephanie Bogan: Like our ability to be kind and loving to ourselves 100% reflects our ability to give that to the people around us, because we cannot give what we do not have our cup must runneth over.

459

01:08:59.160 --> 01:09:04.770

Stephanie Bogan: We have to learn to love ourselves through our own bullshit where we cannot give that to other people.

460

01:09:05.370 --> 01:09:15.630

Stephanie Bogan: that's the real work and it's soft and squishy but it's truth and it is the thing that will make you the strongest the most badass the most successful most awesome.

461

01:09:15.900 --> 01:09:23.820

Stephanie Bogan: The most whatever you want to be because that's the place for you get to be in half and create an experience the relationships that form your life.



462

01:09:24.180 --> 01:09:30.450

Stephanie Bogan: No one's ever called me up and said I have tons of money, I need more it'll make me happier they call me up and you're like i'm doing great.

463

01:09:30.840 --> 01:09:40.770

Stephanie Bogan: something's missing and it's frustrating and i've time with my spouse, are we going to do here, great is the quality of those relationships, so I want you to think about one place.

464

01:09:41.550 --> 01:09:54.900

Stephanie Bogan: You don't have to share this, but if you want a journal or share rate, it was super helpful for Adam and others have one place where that harsh inner critic is really grinding you down like what is that one conversation.

465

01:09:59.730 --> 01:10:07.980

Stephanie Bogan: How does that show up in your day today how you feel how you act, how you choose and how does this show up in the quality of your relationships.

466

01:10:09.150 --> 01:10:16.530

Stephanie Bogan: Are you judging blame me critical Those are the things I go to first and foremost man when my buffer goes down it's judgment blame and criticism.

467

01:10:17.580 --> 01:10:28.470

Stephanie Bogan: i'm not a bad person it's my default because that's what was hardwired into me, and so my work is did rate replace that and then know that hey when my buffer gets low I can replace that with loving action I gotta take a pause here.

468

01:10:32.190 --> 01:10:41.610

Stephanie Bogan: that's the real work that we do it's just not the work that everybody thinks it is so the invitation here is ask yourself what is the most challenging relationship that you have.

469

01:10:43.620 --> 01:10:52.200

Stephanie Bogan: What about that relationship i'm gonna ask you to write this down because it's really valuable to process, what is the most challenging relationship, you have right now.

470



01:10:57.150 --> 01:11:02.760

Stephanie Bogan: Second question, what about it is challenging and what I mean by that is what's triggering you.

471

01:11:05.760 --> 01:11:10.590

Stephanie Bogan: hey my 11 year old said to me this morning, you know, no one asked my consent to do that.

472

01:11:13.350 --> 01:11:21.270

Stephanie Bogan: Even if they go okay great but it's like so you know that there's this whole Boston me thing going on right now is like oh.

473

01:11:21.960 --> 01:11:35.340

Stephanie Bogan: what's landing here is like this whole boss dynamic like Okay, no one's going to be the boss of me is not really how you want to approach a conversation with an 11 year old it's not going to be healthy, you cannot win that they promise you it's like arguing with reality.

474

01:11:38.910 --> 01:11:50.340

Stephanie Bogan: So that worked for me in the moment this morning was recognizing that I was frustrated that my blood pressure was elevated that I was my tone was changing, and it was becoming.

475

01:11:50.820 --> 01:12:04.560

Stephanie Bogan: rate pushing and critical, it was not open and loving and what I realized in that moment, is there's something triggering me and I gotta love myself I don't even know what it is i'm going to figure it out, so that it doesn't bug me so that when this happens i'm like Okay, whatever.

476

01:12:06.420 --> 01:12:19.350

Stephanie Bogan: that's the that's the work in our relationship, so you will not like this, but it is very, very true whatever about that relationship is bugging you the overwhelming likelihood is that is your work.

477

01:12:22.080 --> 01:12:36.810

Stephanie Bogan: If that person is not doing this we're being this are behaving in this way, very often that's a reflection of something that bothers us and our work is to sit in that space and ask yourself how am I experiencing this person in this relationship, and is it serving me.

478



01:12:38.100 --> 01:12:41.340

Stephanie Bogan: Personally, same in your professional relationships.

479

01:12:42.390 --> 01:12:47.670

Stephanie Bogan: Right what's the culture, what are the dynamics with your partners, what are the dynamics with your client relationships.

480

01:12:49.200 --> 01:12:59.700

Stephanie Bogan: I was reading a study this morning Gavin Spencer did it from on the latest one of the wealth management studies that was really talking about just all the trends that we talk so much about and how they're showing up in client relationships and clients.

481

01:13:00.090 --> 01:13:10.470

Stephanie Bogan: overwhelmingly want to talk about values and feelings and what they're going to do with their life on the other side of things like these are not functional conversations.

482

01:13:10.860 --> 01:13:18.000

Stephanie Bogan: And we need to be able to sit in a space of helping people have some again to the degree that you're comfortable but being able to sit in that space, which means.

483

01:13:18.270 --> 01:13:25.620

Stephanie Bogan: Being able to sit in the space without judgment and being and not having our self talk insert itself in those stories in conversations with our client relationships.

484

01:13:26.100 --> 01:13:38.220

Stephanie Bogan: With our personal relationships, so this is one of the places that mindset and stories and self talk will have the greatest impact on your life, it will be in the quality of relationships, first and foremost.

485

01:13:38.580 --> 01:13:40.290

Stephanie Bogan: The one that you have with yourself.

486

01:13:41.010 --> 01:13:52.980

Stephanie Bogan: That one feels good everything else in life tends to work out and if it doesn't that's when all the friction and the tension starts to surface so that's the invitation for us always and the second



is the quality of the relationships with the other people in our lives.

487

01:13:54.180 --> 01:14:02.580

Stephanie Bogan: And how is our self talk is it judging and blaming and criticizing or avoiding or defending right all those strategies we talked about, or is it showing up.

488

01:14:02.940 --> 01:14:11.790

Stephanie Bogan: From a place of consciousness openness abundance loving action can we have a conversation, the challenge is us with respect and dignity.

489

01:14:12.240 --> 01:14:22.260

Stephanie Bogan: And that's the opportunity to elevate our relationships when we're not in that survival mode of self talk because it takes us to that place of negative energy and judgment blaming.

490

01:14:22.620 --> 01:14:35.640

Stephanie Bogan: No relationship that i've ever met has ever been improved by those things right accounting well, you did this, so I did that right that's your brain telling you, you need so it's all those are all the ways that shirt surfaces in our relationship so.

491

01:14:36.540 --> 01:14:51.480

Stephanie Bogan: What is the relationship that you're having most challenge with what about that relationship is challenging like what's triggering you and three, what is the work that you need to reflect on why does it bug you so much is essentially the question.

492

01:14:54.030 --> 01:15:00.360

Stephanie Bogan: Why does my 11 year old saying you don't have my consent you're not lost me why isn't that happening because all of us, of course.

493

01:15:00.360 --> 01:15:12.570

Stephanie Bogan: right but it bugs me in a way, because when I grew up everybody was the boss of me and most people did not use that personal as well, which meant the one that I want more than anything in my life.

494

01:15:14.280 --> 01:15:22.890

Stephanie Bogan: control so when some little person is like this is the way it's going to be like some little



part of the 11 year old and he's like ah.

495

01:15:23.760 --> 01:15:34.530

Stephanie Bogan: Patrick that like if you're like world, most of us are parents like these are the very real things that come up so whether it's your children or your spouse or your partner at the office.

496

01:15:35.520 --> 01:15:47.760

Stephanie Bogan: When there's a breakdown in that feeling in the relationship, I promise you there's a self story there that's not serving the relationship from your lens or through the lens of loving action, and when you start to notice that.

497

01:15:48.420 --> 01:15:58.110

Stephanie Bogan: And just soften it a little it will radically change the quality of your relationships, because it creates space for abundance and positivity and grace.

498

01:15:58.530 --> 01:16:15.360

Stephanie Bogan: And all the good things and we get so locked into right the risky stuff the scary stuff and the reasons behind that right can run really deep as Adam and others have shared and that's where we can check ourselves so how is it affecting the quality of your relationships.

499

01:16:16.620 --> 01:16:27.870

Stephanie Bogan: How can you catch and correct that the next time that right someone says, or does this i'm not going to think this i'm going to think oh i'm going to think this instead right and then how about the quality of your life.

500

01:16:29.250 --> 01:16:40.830

Stephanie Bogan: This is really what I was alluding to in that last slide right as long as Adam sat in a chair I can't possibly charge more than \$600 were bad things will happen and I won't be able to provide.

501

01:16:41.580 --> 01:16:46.590

Stephanie Bogan: What was Adams experience like you've heard him tell that story probably 1200 times at this point.

502

01:16:48.240 --> 01:16:55.410

Stephanie Bogan: Right, always been an experience like what was tanya so it was tiffany's What was your



experience, so what is the quality of life.

503

01:16:55.800 --> 01:17:02.520

Stephanie Bogan: That you want to experience and here's what I want to give yourself permission to do here's how it shows up you ever gone to a networking event.

504

01:17:02.970 --> 01:17:11.640

Stephanie Bogan: fpga conference meeting something and then you go home and you you're like Oh, I talked to this person, and I wonder if they thought X, Y or Z.

505

01:17:12.240 --> 01:17:25.530

Stephanie Bogan: Anybody ever do that right, the only one favors that's right right, and then you drive home and you're like I should have said this and I should have done, that I was too talkative And what about this and I should have closed it this way and I forgot that next step and.

506

01:17:26.550 --> 01:17:33.090

Stephanie Bogan: How would they trust me and they're not going to give me their phone number and they're not going to refer clients to me anybody have those conversations in their head in the car ride home.

507

01:17:34.260 --> 01:17:36.420

Stephanie Bogan: How the hell does that serve you.

508

01:17:38.400 --> 01:17:44.550

Stephanie Bogan: How does it serve like when we really think about it, how it's in service of like your brains trying to be like hey dummy do a better job.

509

01:17:44.820 --> 01:17:55.950

Stephanie Bogan: But does that ever make you prepare for the meeting better and get everybody's names, you know, like doesn't change anything we just get really good at beating ourselves up what if we sat in that space and said.

510

01:17:56.250 --> 01:18:02.520

Stephanie Bogan: You know what I you know I showed up I did a pretty good job and probably beating myself up worse than anybody else but.



511

01:18:02.820 --> 01:18:08.520

Stephanie Bogan: here's how i'd like to feel at the end of one of those meetings and how can I, create a space in which that happened actually before meeting i'd like to.

512

01:18:08.790 --> 01:18:19.560

Stephanie Bogan: spend 30 minutes getting grounded and refreshing my story kind of getting my head clear pump myself up with positive self talk like I imagined, and I am the man and let's do this, this is my room I own it let's go.

513

01:18:20.040 --> 01:18:31.860

Stephanie Bogan: Right, I do my best work with clients suit like whatever it is, is what do you want to have the quality of your thoughts be because the quality of your thoughts determines directly the quality of your experience.

514

01:18:33.750 --> 01:18:43.170

Stephanie Bogan: And that is the biggest value and invitation that we can give you here at limitless because when you elevate the quality of your thoughts you elevate the quality of your feelings when you look at the quality of your feelings.

515

01:18:43.620 --> 01:18:54.690

Stephanie Bogan: You elevate the quality of your behaviors in your actions and then you elevate the quality of your relationships, the quality of your practice, the quality of your life, the quality of your body, the quality of your bank account, the quality of anything.

516

01:18:55.080 --> 01:19:09.300

Stephanie Bogan: You choose to consciously and intentionally invest your time in with an intended effect the intended effect is usually right to feel good achieve your big why I find it out for be have achiever experience something that feels meaningful.

517

01:19:10.740 --> 01:19:21.420

Stephanie Bogan: So we spend so much energy on all the stuff and I love our strategies and I love our worksheets and, like our job is to rate build those strategies to make it easier for all of you.

518

01:19:22.500 --> 01:19:31.050



Stephanie Bogan: And the hardest work that makes all of that, the easiest is to learn how to sit in the space of self talk it supports our success.

519

01:19:31.590 --> 01:19:34.650

Stephanie Bogan: Can you, so this is a challenge that we're going to talk about.

520

01:19:35.520 --> 01:19:45.420

Stephanie Bogan: learn to soothes the savage beast and here is the exercise we've talked about it over the last five months i've gone over it today, but I just want to give you these four things to remember awareness.

521

01:19:45.990 --> 01:19:58.740

Stephanie Bogan: what's happening, I feel bad Stephen Adam said, whenever I feel bad that's a good indication like stuff let's listen what's going on, oh it's this it's that Okay, then it's clarity.

522

01:20:00.150 --> 01:20:12.360

Stephanie Bogan: what's really true well it's really true is and i've made some choices and i'm overpacked my schedule and now i'm feeling stressed out about that, and I know what I need to give attention to now I need to go to my task listening to tell my assistant.

523

01:20:12.810 --> 01:20:24.540

Stephanie Bogan: To reach out to some people schedule some different rate like now we're in that conscious place where we can set intention, based on circumstances actual IQ right intellect emotional intelligence.

524

01:20:24.990 --> 01:20:27.750

Stephanie Bogan: And we can figure out how to actually sit in a space and solve the problem.

525

01:20:28.380 --> 01:20:38.070

Stephanie Bogan: And that will solve that situation and for Angela at the best of her ability in that moment, and the way that we make sure that she has less than less, of those sexual situations is now we practice.

526

01:20:39.060 --> 01:20:45.780

Stephanie Bogan: Dimitri when those voices pop into your head you're not feeling good it's hey what's



happening Oh, this is that stuff.

527

01:20:46.890 --> 01:20:56.610

Stephanie Bogan: Right and hopefully you guys have started to listen, for your voices, so you can start to identify them and call them out you're like oh it's this thing okay catch that.

528

01:20:57.540 --> 01:21:06.990

Stephanie Bogan: Right clarity, what do we need to like what do I need to correct here oh here's my reframe right i'm going to create clarity around that now, what do I need to pay attention to now i'm going to take my action.

529

01:21:07.380 --> 01:21:11.280

Stephanie Bogan: Practice i'm going to catch and correct that until that's not the response anymore.

530

01:21:12.540 --> 01:21:28.770

Stephanie Bogan: So the goal is to literally learn how to sue the savage beast the critics in her head and to do it in a way that it becomes a new default habit it's just an empowering one Michael if every time a challenge or circumstance came up you were like hold on a minute.

531

01:21:30.750 --> 01:21:39.090

Stephanie Bogan: i'm going to get clear, let me get President i'm going to see like what's running in my head that could really like get me distracted and fearful like okay what's going on here alright check.

532

01:21:39.900 --> 01:21:47.100

Stephanie Bogan: All right now i'm clear i'm confident like do you notice like that's the opportunity and then Michael you know it's really great it'll just start to happen in like.

533

01:21:47.760 --> 01:21:58.110

Stephanie Bogan: you'll talk yourself through it and then one day you'll wake up and it'll just happen you'll be like actually I won't be able to take that meeting, but if you can call the office we'd be more than happy to schedule that for a time that works and then Michael be like.

534

01:21:59.340 --> 01:22:01.800

Stephanie Bogan: can even think about it, it just happen.



535

01:22:02.460 --> 01:22:10.800

Stephanie Bogan: Now the strategies are things like the scripts right the tools that you can use so that you're not sitting there in the moment right that you have a default script you've worked out.

536

01:22:11.040 --> 01:22:20.730

Stephanie Bogan: you've accounted for how to make people feel you know fairly treated, while respecting your own priorities and the script can help you so again those strategies and tools.

537

01:22:21.060 --> 01:22:33.900

Stephanie Bogan: There just comes a point when you're not afraid to use them you don't have to have the white knuckle moment, so, as you said, as soon as the savage beast here's the exercise so we're going to do this together and i'm going to ask a couple of you to actively participate.

538

01:22:35.100 --> 01:22:46.920

Stephanie Bogan: Which is, if you think about your stories from a self talk we've done this from a time perspective, you can do this in your relationships right what's in my relationship what's above the line what's below the line very powerful, by the way.

539

01:22:47.190 --> 01:22:56.610

Stephanie Bogan: Good in your relationship with yourself but we're going to talk specifically about self talk, I want you to think about all the stories we've talked about that we've surfaced over the last 440 45 minutes.

540

01:22:57.150 --> 01:23:10.830

Stephanie Bogan: hour So what are the stories that are above the line they're real right now right if you're like like for me i'm always like yes, I can, and I will like there's the US that comes up, but I will pretty quickly always get to yes, I can, and I will.

541

01:23:13.980 --> 01:23:18.750

Stephanie Bogan: And when I get stuck in places for longer than I, like I at least know hey there's a better story here, I need.

542

01:23:19.920 --> 01:23:28.680

Stephanie Bogan: My way to it, so I want you to identify at least one, but up to three very specific empowering stories that come to mind.



543

01:23:29.370 --> 01:23:41.490

Stephanie Bogan: I can take control of my time I can charge whatever I want because I deliver five X value right, I have time for everything that matters i'm super awesome people have been online around the building to hire me when they know how great I am.

544

01:23:43.470 --> 01:23:46.770

Stephanie Bogan: So we need to find three empowering stories write them down.

545

01:23:51.150 --> 01:23:54.300

Stephanie Bogan: And then below the line, what is the.

546

01:23:55.470 --> 01:23:57.180

Stephanie Bogan: disempowering version of that.

547

01:23:58.410 --> 01:24:07.590

Stephanie Bogan: What are you replacing so you can start with a negative just what are the negative stories that are running around pick two or three and then above the line What are those positive self talks on the other side of that.

548

01:24:08.790 --> 01:24:15.810

Stephanie Bogan: This is just a really simple exercise to just give you a conscious intellectual place to start to surface.

549

01:24:16.290 --> 01:24:23.580

Stephanie Bogan: What is happening behind the curtain you just start to pay attention to what Elizabeth What have the voices in your head been saying to you for the last.

550

01:24:23.970 --> 01:24:30.180

Stephanie Bogan: Five months as you think about lemon list right, what are the two or three really empowering things and what are some disempowering things.

551

01:24:32.040 --> 01:24:32.820

Stephanie Bogan: i'm going to share one.



552

01:24:36.570 --> 01:24:40.140

Stephanie Bogan: i'm sorry, you have to ask yourself the most popular line of 2022.

553

01:24:42.120 --> 01:24:46.530

Elizabeth Taylor: You know I think the big one that I keep coming back to is.

554

01:24:47.640 --> 01:25:02.070

Elizabeth Taylor: Like struggling with my body image which I know doesn't necessarily apply to work, but I think it kind of does, because when they go to networking things, or like going to meetings now and, like my clothes don't fit after coven things like that.

555

01:25:03.690 --> 01:25:11.670

Elizabeth Taylor: I think those are the hard ones that kind of take away being present and being engaged and like you know being fully.

556

01:25:12.690 --> 01:25:18.780

Elizabeth Taylor: happy with where I am because i'm so focused on something that's like you know dumb.

557

01:25:19.320 --> 01:25:23.910

Stephanie Bogan: So right that's the cash like hey I don't feel like we don't want to feel that way right.

558

01:25:24.060 --> 01:25:24.480

Elizabeth Taylor: Right.

559

01:25:24.810 --> 01:25:25.440

Stephanie Bogan: We agree on that.

560

01:25:26.520 --> 01:25:35.130

Stephanie Bogan: what's happening right so what's happening, it was just done a great job of describing that so what's happening really was with me of kind of peel back the curtain a little bit.

561



01:25:36.390 --> 01:25:42.990

Stephanie Bogan: You know what are those races saying around rick, why do we care that people are like, why do you care if those clothes don't fit the way they used to.

562

01:25:44.070 --> 01:25:47.880

Elizabeth Taylor: that's what I don't understand and i've been trying to think about is.

563

01:25:49.140 --> 01:25:49.740

Elizabeth Taylor: I think.

564

01:25:51.300 --> 01:25:57.060

Elizabeth Taylor: People will judge me I don't I don't know i've been struggling with that one.

565

01:25:57.510 --> 01:26:04.890

Stephanie Bogan: And so, sometimes like the stories don't just conveniently sometimes we're like oh that makes perfect sense this is what i'm working through and sometimes you're like oh.

566

01:26:06.270 --> 01:26:19.260

Stephanie Bogan: I really don't quite I really don't quite know and so Adam can talk right that's where Adam would go off in Journal and asked like this is where journaling can be really powerful because it can be questions like why, why do Why am I even worried about what.

567

01:26:19.290 --> 01:26:26.220

Stephanie Bogan: You know, am I worried about what am I worried about am I worried about what people think of me, am I worried about what I think do I not just not feel good and look like.

568

01:26:26.670 --> 01:26:30.120

Stephanie Bogan: As you as you think about that and you're sitting in that moment.

569

01:26:31.230 --> 01:26:41.160

Stephanie Bogan: it's not it's not an empowering feeling right what is, you can you reflect on like what is the feeling in that State because we remember for everyone, this is really important.

570

01:26:41.640 --> 01:26:48.000



Stephanie Bogan: Events have zero, meaning a list is closed fitting or not fitting like like this morning, whether my pants figure not.

571

01:26:48.420 --> 01:26:53.610

Stephanie Bogan: means nothing, the world will go on right Christmas Day gets up some set like nothing.

572

01:26:54.240 --> 01:27:04.530

Stephanie Bogan: It means something to me because the story that my brain tells me hey you gain a little bit of weight slacker you should be doing, you should be doing every day there you are doing everything again right.

573

01:27:06.510 --> 01:27:12.990

Elizabeth Taylor: yeah I think it's the fear of I mean one, the fear of like being unhealthy or.

574

01:27:16.620 --> 01:27:22.170

Elizabeth Taylor: Maybe being uncomfortable and then I think, also as a woman just being.

575

01:27:23.250 --> 01:27:32.250

Elizabeth Taylor: kind of judged a certain way based off of how you look, especially by other women, you know, and so I think that's and I.

576

01:27:32.970 --> 01:27:34.620

Stephanie Bogan: Think how do you think you're supposed to look.

577

01:27:35.700 --> 01:27:48.420

Elizabeth Taylor: Oh skinny and fashionable I don't know you know and but then I have to go back and question like who's saying that who cares is it me like to you, your question me other people.

578

01:27:51.450 --> 01:27:57.900

Stephanie Bogan: The question we always ask ourselves is what does it mean to us right, so if i'm not skinny or i'm not fashionable on this given day.

579

01:27:59.310 --> 01:28:00.660



Stephanie Bogan: Right what's that going to mean to you.

580

01:28:04.770 --> 01:28:07.350

Elizabeth Taylor: I don't know really stuck in this one.

581

01:28:07.950 --> 01:28:12.210

Stephanie Bogan: And that's okay so notice how first of all our brain goes to i'm supposed to have an answer right you're on a call with a whole.

582

01:28:12.210 --> 01:28:29.940

Stephanie Bogan: bunch of people that makes it harder a promise and that's Okay, so the whole point of the exercise is to surface wherever you are in that spectrum, from I feel stuck and I don't know why to wow i'm really clear that my dad said this to me as a kid and I did not go well.

583

01:28:29.940 --> 01:28:30.360

Elizabeth Taylor: And I.

584

01:28:30.960 --> 01:28:36.060

Stephanie Bogan: Like if I make money i'm a bad human from the wrong, you know, like good people don't you know, like.

585

01:28:36.300 --> 01:28:45.660

Stephanie Bogan: Sometimes it's really easy to surface sometimes it's not it just means we haven't spent a lot of attention there it doesn't mean like oh there's some big giant concrete dory you can't get through.

586

01:28:45.960 --> 01:28:56.070

Stephanie Bogan: So this is the work which is not knowing is really uncomfortable for a lot of us and we're like I don't know so i'll just keep doing that thing i've always done, which is working hard and pushing through.

587

01:28:56.520 --> 01:29:03.390

Stephanie Bogan: And the opportunity for Elizabeth for any of us is how cool is it when you can walk into any room and be like hey on this room.



588

01:29:03.990 --> 01:29:12.510

Stephanie Bogan: Not like from a place of arrogance or just like I belong here, of course, I belong here what happens here is between me and everyone like you know no guarantee, but.

589

01:29:12.960 --> 01:29:19.770

Stephanie Bogan: What if you never doubted yourself, when you walked into a room how you look how you felt anything how powerful, do you think you would be.

590

01:29:21.990 --> 01:29:28.860

Stephanie Bogan: that's that's for every man on this call like if we didn't doubt ourselves so whether it's how we look in our soup.

591

01:29:29.250 --> 01:29:40.170

Stephanie Bogan: Or what people think of our conversation, or whether we explained our story in a way that's credible and they will they ever talk to us again those stories create doubt and uncertainty and fear and stress.

592

01:29:40.530 --> 01:29:52.170

Stephanie Bogan: And that always shrinks as if we let it so Elizabeth the work here is to really start to think about like what is the way that I look when I like it might not be that at all, it might be that you're.

593

01:29:52.650 --> 01:30:04.170

Stephanie Bogan: You know, worried about telling your story and the pants are just a way to avoid that today right, so you and I can talk, we can talk more about that, but your exercises to spend some time journaling reflecting for all of you.

594

01:30:04.530 --> 01:30:11.160

Stephanie Bogan: For those stories below the line here are some great journal exercises questions and Adam you can talk a lot about power of journaling.

595

01:30:12.510 --> 01:30:13.920

Stephanie Bogan: What is this mean to me.

596

01:30:16.920 --> 01:30:25.200



Stephanie Bogan: hey pick your own flavor like why, why does this affect you negatively, why do I care how I look at my pants Do I really care what people think Do I really think I have to be.

597

01:30:25.470 --> 01:30:35.400

Stephanie Bogan: it's going to imperfect boy probably do I really don't give a shit Okay, well, it like your job is to not judge the process I can't give you like the it's the processes i'm going to show up into space.

598

01:30:36.600 --> 01:30:50.670

Stephanie Bogan: I have this place where I feel like I want to feel better i'm a little stuck and my opportunity is to sit with that and acceptance and non judgment and just be like i'd like to unpack this a little bit i'd like to better understand, so the easy answer yours get curious.

599

01:30:52.350 --> 01:31:04.860

Stephanie Bogan: You know, when I go to meeting it's about my business, and I feel confident about my do I feel confident about my business like there's these little layers of questions, as she started to just ask one question like what does this mean to me why does it bother me.

600

01:31:05.940 --> 01:31:06.720

Stephanie Bogan: I don't care.

601

01:31:07.860 --> 01:31:13.860

Stephanie Bogan: what's The worst thing that could happen oh five people can tell me that you know I turned to a big town blah blah blah like.

602

01:31:14.460 --> 01:31:25.140

Stephanie Bogan: Well, why would, I think that I, you know and like it's just what you're trying to create essentially is mindfulness, which is a stream of consciousness between your subconscious and your conscious where when you ask a better question.

603

01:31:25.620 --> 01:31:35.220

Stephanie Bogan: And you create space to just process it without judgment, the non judgments really important, because what is judgment judgment self talk it is blame it is criticism, it is.

604

01:31:35.820 --> 01:31:47.700



Stephanie Bogan: It says shut down so that's where meditation and journaling can sometimes feel hard and scary because we think oh we're supposed to come in with this formula and solve it and it's the exact opposite it's anti control as a way to control.

605

01:31:48.450 --> 01:31:55.380

Stephanie Bogan: Because you sit in that space of creativity and abundance and that's where all the real control comes from so Elizabeth you get those are some questions that you can start.

606

01:31:55.800 --> 01:32:07.380

Stephanie Bogan: To ask yourself within five minutes a day if this is an intimidating exercise, just like five minutes a day i'm going to start with a question, even if you start with I hate this exercise, I don't know what to ask, but I committed.

607

01:32:07.650 --> 01:32:16.830

Stephanie Bogan: to sit here for five minutes and asked myself a stupid question of what does this mean to me well, it means nothing to be right now but i'm going to keep writing at some point.

608

01:32:17.520 --> 01:32:24.990

Stephanie Bogan: you're conscious intellect is going to just great and you're going to just start stream of Adam was it 15 pages, I think that's what.

609

01:32:25.710 --> 01:32:26.760

Adam Cmejla: It was word document.

610

01:32:26.880 --> 01:32:34.440

Adam Cmejla: The cut and paste of the entire thread in try paste it into a word document was 15 or 16 pages, excuse me 16 pages single spaced, by the way.

611

01:32:36.000 --> 01:32:41.250

Adam Cmejla: garden I broke it in between, when you and I, and couple of others would chime in but yeah.

612

01:32:42.480 --> 01:32:52.440

Stephanie Bogan: So here's an exercise that if you want to take up journaling I want you to to hopefully this code, with at least, aside from catching correct some specific action so that exercise we just went



through.

613

01:32:52.800 --> 01:32:56.070

Stephanie Bogan: spend some time writing it out, and if you want to just do some work.

614

01:32:56.340 --> 01:33:04.800

Stephanie Bogan: journal for five minutes or 10 minutes a day about those things below the line and that will keep you busy for a while and I can almost promise you knock on wood i'll promise.

615

01:33:05.130 --> 01:33:08.460

Stephanie Bogan: you're going to surface something or you're going to surface some place where you're really stuck.

616

01:33:08.850 --> 01:33:23.730

Stephanie Bogan: And if you can't get past that, then you let us know we'll give you some more questions we'll get on the phone like the goal is just keep unpacking from a place of openness, while if you're open trying, one of my favorite exercises, which is, and I call it a negativity diet.

617

01:33:24.930 --> 01:33:34.830

Stephanie Bogan: or in the no complaining diet, as we like to call it, officially, which is, can you commit to a day for an hour a week it feels incredibly long when you start by the way.

618

01:33:35.460 --> 01:33:44.340

Stephanie Bogan: For you don't allow yourself to have negative self talk about yourself, others are situations, without checking the thought you're not going to catch all of them.

619

01:33:44.700 --> 01:33:48.570

Stephanie Bogan: But grant each time you're like I suck at this your commitment is.

620

01:33:49.260 --> 01:33:58.920

Stephanie Bogan: wow i'm really good at beating up on myself i'm actually pretty decent at this task agents haven't spent the time that I need to spend to feel really great about it so i'm going to do the best I can right now.

621



01:33:59.130 --> 01:34:04.320

Stephanie Bogan: And i'm going to figure out a way to get better at managing my time right task list right go fix time problems.

622

01:34:05.280 --> 01:34:12.150

Stephanie Bogan: that's the work no complaining no blaming no judging know criticize when you slip up you just reframing yourself talk hey i'm a mom.

623

01:34:12.540 --> 01:34:17.760

Stephanie Bogan: It really cares about raising children who know their value and worth and i'm not perfect.

624

01:34:18.120 --> 01:34:31.050

Stephanie Bogan: But i'm going to keep showing up and practicing as hard as I can, because I love those little things more than life itself and they deserve someone that really cares enough to do the work okay that's a story for today that's way better than you suck as a mom way better.

625

01:34:32.340 --> 01:34:35.790

Stephanie Bogan: So also way better for my kids in the Grand scheme of things that's what.

626

01:34:36.990 --> 01:34:44.580

Stephanie Bogan: The time i'm doing it for them right so things don't get done on time right can't do this is hey We just need to fix the process to keep things running on schedule.

627

01:34:44.970 --> 01:34:50.370

Stephanie Bogan: notice the first one, you can never fixed it is solvable the second one, you can always fix.

628

01:34:50.850 --> 01:34:57.930

Stephanie Bogan: We need to fix the process breakdown, I need to focus on the things that moves the needle I need to get clear on what moves the needle I think i'll go do my vision and goals exercise.

629

01:34:58.620 --> 01:35:07.410

Stephanie Bogan: So that's an exercise that you can do try it for an hour it's harder than you think try it for a day or try it for a week it's really powerful.



630

01:35:09.390 --> 01:35:19.890

Stephanie Bogan: And then one more exercise so we've talked about rate catching correct, I want you to really another opportunity to rate elevate yourself talk is no i'm sorry for everything.

631

01:35:20.850 --> 01:35:26.790

Stephanie Bogan: my daughter, I noticed her to do this, and I was like you don't need to apologize for that sweetie it's just learning like oh i'm sorry did.

632

01:35:27.120 --> 01:35:36.780

Stephanie Bogan: You don't have to apologize it's okay like we as a culture teach each other to apologize for everything and i'm not saying to being inconsiderate human being i'm saying.

633

01:35:37.110 --> 01:35:47.190

Stephanie Bogan: it's disempowering to walk around going i'm sorry i'm sorry i'm sorry, so instead of saying you know i'm sorry I totally missed that say thanks for highlighting that that point we'll make sure to correct right away.

634

01:35:47.610 --> 01:35:54.000

Stephanie Bogan: So saying oh my God i'm so sorry it's my fault saying great catch appreciate that will make some changes, instead of saying i'm so sorry i'm late.

635

01:35:54.630 --> 01:36:00.840

Stephanie Bogan: Say thanks so much for waiting or I appreciate your patience, those I always never i'm so sorry these.

636

01:36:01.380 --> 01:36:11.790

Stephanie Bogan: Are these little insidious disempowering habits, so if you just catch your i'm sorry notice how many times you say it, how many times, your spouse your kids your team says it.

637

01:36:12.240 --> 01:36:22.230

Stephanie Bogan: it's a disempowering strategy it's subconscious we just we're not sitting there going wow it really messed up i'm actually supposed to know how to do this, a really deeply on Michael and apology.



638

01:36:22.890 --> 01:36:33.840

Stephanie Bogan: It doesn't happen, where it's like oops sorry sorry this wicked man just this is my easy default so really start to pay attention to not just yourself talk, but the actual words that you're using.

639

01:36:35.070 --> 01:36:48.780

Stephanie Bogan: gratitude is your biggest gift your it's your high octane fuel right i'm thrilled that I live in a country and I have resources and I have the time and the intellectual capacity to solve pretty much any problems sitting at my feet.

640

01:36:51.090 --> 01:36:55.440

Stephanie Bogan: I both my legs, I have both my feet, I saw a person in the airport last week it didn't.

641

01:36:56.130 --> 01:37:03.930

Stephanie Bogan: And i'm like wow if I woke up after a car accident tomorrow and I didn't have my hands, I would have thought any problem I had today was damn easy by comparison.

642

01:37:04.740 --> 01:37:16.410

Stephanie Bogan: Right it's all perspective so when we can shift from criticism and straight negative self talk that leave space for us to move into gratitude and abundance joy and creativity and you all know.

643

01:37:17.040 --> 01:37:25.530

Stephanie Bogan: Every experience that's been positive, you have has come from that place so giving up that negative self talk is what creates the opportunity to do that.

644

01:37:26.160 --> 01:37:34.830

Stephanie Bogan: So a follow on exercise to this call, and your follow up work for your mission should you choose to accept it and we'll definitely be on trying to talk through these.

645

01:37:35.520 --> 01:37:41.400

Stephanie Bogan: will do coaching calls and all those things as we've got tribe talks and office hours and things this month, but it's really about.

646

01:37:41.730 --> 01:37:49.770

Stephanie Bogan: Can we shift into success date can we teach ourselves how to do that with our self



talk, so this is an exercise that lays out.

647

01:37:50.160 --> 01:37:59.550

Stephanie Bogan: The seven mindsets that we talked about here worth clarity value time leverage relationships and money you can do it in any area without above and below the line exercise that we did.

648

01:38:00.090 --> 01:38:05.580

Stephanie Bogan: But it's a little bit more structured because it says what are the negative stories I have around this like hey i'm not worth it.

649

01:38:06.360 --> 01:38:14.940

Stephanie Bogan: Right what's The challenge is this really true no i'm actually worth you know more than that because i'm awesome that I have this degree and i'm going to deliver five times more value.

650

01:38:15.390 --> 01:38:24.150

Stephanie Bogan: And then what's the positive what's the reframe that you can bring it's going to come from that and, as you do, that you start to really go through that catch and correct process.

651

01:38:24.600 --> 01:38:28.620

Stephanie Bogan: Of reframing the negative self talk and story into.

652

01:38:29.130 --> 01:38:37.140

Stephanie Bogan: Right what is really challenging you and then shifting it into that positive so you're going to create awareness you're going to state that negative self talk.

653

01:38:37.500 --> 01:38:46.050

Stephanie Bogan: you're going to identify the limiting belief behind it right i'm not really worth it you're going to challenge it with those curiosity questions we talked about.

654

01:38:46.560 --> 01:38:56.580

Stephanie Bogan: you're going to retrain your brain, as you catch incorrect because you're going to continually replace anything that is disempowering that you notice that's the real work here is that awareness.

655



01:38:57.000 --> 01:39:07.890

Stephanie Bogan: With self talk that searching a promise for some of you is going to feel goofy in the beginning, we were like okay stuff but I I would not have you do anything that where the Roi is not going to be massive.

656

01:39:08.220 --> 01:39:19.500

Stephanie Bogan: In this is the best Roi that we can give you, because when you elevate the quality of your thoughts, the science says and experience shows that you do genuinely as you've seen this time and time again.

657

01:39:19.950 --> 01:39:30.870

Stephanie Bogan: You elevate the quality of your life so some of those tips and trigger points things to watch out for failure right I failed I messed up you know our mantra here is, you do not fail you win or you learn.

658

01:39:31.770 --> 01:39:38.850

Stephanie Bogan: Fear you're going to have times, where you fail you're going to have times, where you're afraid you're gonna have to face the scary monster some of those are going to be here.

659

01:39:39.510 --> 01:39:48.120

Stephanie Bogan: Right what's the strategy there, what is the worst that could happen, can I handle it what's the possibility, on the other side is what we need to draw our stories and our self talk to.

660

01:39:48.480 --> 01:39:59.910

Stephanie Bogan: Because our brain doesn't like to do that math for us right it gives us the problem, not the possibility when you're having a bad day or a bad moment, as we talked about your number one job is to be your best friend.

661

01:40:00.540 --> 01:40:10.800

Stephanie Bogan: so that you can sit in that place of i'm good i'm positive things are always working out for me i'm calm i'm Center and i'm in charge i'm creating awesome things in my business and my life.

662

01:40:11.490 --> 01:40:21.300

Stephanie Bogan: So when you're fearful when you're afraid when you're having a bad day if you have triggers in your relationships triggers in your business there's certain things that when they break down in my business they make me crazy.



663

01:40:21.990 --> 01:40:29.370

Stephanie Bogan: Like okay what's the reframe so how i'm going to handle those trigger points how Adams going to handle them, so we show up in that space.

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01:40:30.660 --> 01:40:42.420

Stephanie Bogan: And will leave with a thought of Vincent Van Gogh who said, if you hear a voice from within it says, you cannot paint then by all means paint and that voice will be silenced.

665

01:40:45.090 --> 01:40:53.310

Stephanie Bogan: The best way, I know, to turn darkness off is to simply turn on the light and that's really what today's conversation is about.

666

01:40:53.760 --> 01:41:08.880

Stephanie Bogan: How can we get really tuned in to what's happening in our inner world the stories in the self talk that are subconscious brain is feeding us, what is the science of success, say, which is that when we shift that self talk.

667

01:41:09.780 --> 01:41:16.020

Stephanie Bogan: That we create the shift in our thinking and our patterns and our behaviors that elevate the quality of our beliefs.

668

01:41:16.380 --> 01:41:27.570

Stephanie Bogan: About what's possible it elevates the level of power that we feel and acting on them, and it elevates the level of clarity and consciousness, with which we evaluate the circumstances.

669

01:41:27.870 --> 01:41:43.650

Stephanie Bogan: make those choices and exercise that control and when we do that, that is when the magic happens so your mission should you choose to accept it is to really reflect on this conversation it doesn't have 19 worksheets and models and guides.

670

01:41:44.370 --> 01:42:00.600

Stephanie Bogan: This is the self worth of how am I showing up for myself how am I showing up the voices in my head and where do I want to put them, what are the stories, I want to say so that I can so that I can create a self talk strategy that really sets me up for success as I go for it.



671

01:42:01.920 --> 01:42:09.300

Stephanie Bogan: All right, in terms of action items there is so much to watch and read on this particular lesson, you can obviously come back refreshed on this one.

672

01:42:09.750 --> 01:42:16.020

Stephanie Bogan: There are a lot of I think Angela or someone had questions in slide oh around this so here's some of those reading resources.

673

01:42:16.710 --> 01:42:22.620

Stephanie Bogan: The exercises that we went through today there are more of them around the mindset learning path in the learning library.

674

01:42:23.100 --> 01:42:28.170

Stephanie Bogan: But the above the line the self talk and the seven mindsets are two really good places to start there.

675

01:42:28.590 --> 01:42:38.340

Stephanie Bogan: What your goal here is is just to surface a story or two that you're like yeah this is affecting me in a way that's probably not serving me I think i'm going to do a little work here.

676

01:42:38.700 --> 01:42:45.600

Stephanie Bogan: don't make a wholesale change who you are you don't have to sit on the therapist couch and cried for hours, this is about getting clear.

677

01:42:46.050 --> 01:42:51.870

Stephanie Bogan: On what is happening in the conversation in your head getting focused on what serving you and what's not.

678

01:42:52.170 --> 01:42:59.040

Stephanie Bogan: And then getting to work building better stories, because that is based on the science and our experience how you build a better business and a better life.

679

01:42:59.520 --> 01:43:08.070



Stephanie Bogan: So keep your gratitude journal take your hour or your seven day negativity diet replace your i'm sorry is with positive affirming statements.

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01:43:08.400 --> 01:43:14.340

Stephanie Bogan: And remember that your self talk is in the end the secret to your success so with that Thank you so much for your attention today guys.

681

01:43:14.700 --> 01:43:27.180

Stephanie Bogan: use these exercises come to try share how they're working as Adam you shared this is work that you really want to unpack share with others, give feedback on if you start to feel stuck and use it to really elevate.

682

01:43:27.540 --> 01:43:32.790

Stephanie Bogan: How you're talking to yourself and the results that you're creating so with that you guys have a great week and we'll talk to you soon.

