

LIMITLESS Coaching Call Transcript

AUGUST 22ND, 2022
LIFESTYLE COACHING CALL
OVERCOMING OVERWHELM

36
00:07:47.220 --> 00:07:48.660
Stephanie Bogan: all right,

37
00:07:48.670 --> 00:08:18.649
Stephanie Bogan: and that is a great segue. Today we are talking about overcoming overwhelm, which, as far as coaching conversations go, is probably one of the most powerful that we can have. If we're honest, we often feel overwhelmed. The science backs me on this. The average American Pre Covid spent seventy percent of their day in stress state feeling, right, some level of stress, and the related feelings that come with it. I can't even

38
00:08:18.660 --> 00:08:22.709
imagine that it's not higher at this point. Would you agree with me?

39
00:08:23.920 --> 00:08:30.689
Stephanie Bogan: So when we think about, how do we turn that stress into success? How do we actually get to a place

40
00:08:30.740 --> 00:08:33.299
Stephanie Bogan: where our mouse actually works. Look at that!

41
00:08:33.309 --> 00:08:34.149
Stephanie Bogan: There we go.

42
00:08:34.490 --> 00:08:42.889
Stephanie Bogan: How do we get to a place where we can actually do what we all really want to do if we're honest, and that is just

43
00:08:43.220 --> 00:08:53.020
Stephanie Bogan: enjoy the ride. We just want to enjoy the ride. We want to be effective. We want to be efficient. We want some economics like anybody here not want those things,

44
00:08:53.050 --> 00:09:07.210
Stephanie Bogan: but what we want more than anything along the way is to enjoy the ride. And if you think, as you're starting out, that as soon as you hit that next level of success, whatever it is that the ride gets easier, and Funner Adam can tell you it doesn't It's about

45
00:09:07.220 --> 00:09:28.409
Stephanie Bogan: who you are when you're taking that right. It's about how we engage with ourselves and the circumstances that we have, which is really what overwhelming is about. So here's today's invitation one you're going to learn how to jump out of the overwhelmed cycle like, How do I find myself in that? Oh, crap moment right? I call it



the Osha's Knit moment where you're like.

46

00:09:28.660 --> 00:09:33.259

It's too much. I can't do it. What was I thinking? Who else has had that moment?

47

00:09:33.970 --> 00:09:52.129

Stephanie Bogan: Yeah, the rest of you are liars. You're just fibers like, Come on like, Yes, you're pretty. Not that's right. We all have those moments. So how do we acknowledge that? And how do we jump out of the overwhelming cycle? How do we embrace boundaries, presence and energy management. Doesn't that just sound good? Can you just say that with me

48

00:09:52.440 --> 00:09:57.090

Stephanie Bogan: I embrace boundaries, presence and energy management?

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00:09:57.120 --> 00:10:01.609

Stephanie Bogan: Can you guys all unmute your phones. I want everyone to say that together, because it feels really good right now.

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00:10:02.290 --> 00:10:20.540

Julie Betoni: Everybody on the count of three. Are you ready, Adam? You're on the faculties. Do you have to do this? You have to? I expect to hear your voice. Are you ready? Three, two, One I.

51

00:10:21.620 --> 00:10:23.790

Angela Dorsey: This is not living. Okay,

52

00:10:23.800 --> 00:10:29.489

Christopher Brown: the more limitless you try and make it. The more we train records

53

00:10:29.500 --> 00:10:32.010

count of three, one, two, three

54

00:10:32.020 --> 00:10:33.670

after, not on three.

55

00:10:33.680 --> 00:10:40.010

Stephanie Bogan: I say three. We're gonna say I am race boundaries, presence ready. One. Andrew,

56

00:10:40.020 --> 00:10:52.890

Julie Betoni: you're welcome to take up over any done. One, two, three. I

57

00:10:52.900 --> 00:10:55.690

Julie Betoni: You guys. Are going to want to work on that. But you get the idea.

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00:10:55.700 --> 00:10:56.590

Pamela Jacobs: Da, Da,

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00:10:56.600 --> 00:11:00.689

Adam Cmejla: everybody's bandwidth as like everybody's bandwidth is a little bit different. So i'm

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00:11:00.700 --> 00:11:03.790

Adam Cmejla: that's right.

61

00:11:03.800 --> 00:11:06.190

Adam Cmejla: The Internet. It's

62

00:11:06.200 --> 00:11:10.689

Michelle Glass: all right. Now go ahead. You can mute if you want. I want you to take a deep breath.

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00:11:11.910 --> 00:11:22.690

Michelle Glass: And I want you to just say that either out loud or just in your inner mind, voice genuinely, calmly say, I embrace boundaries, presence and energy management

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00:11:27.600 --> 00:11:31.250

doesn't that in and of itself feel good, different, and better

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00:11:31.560 --> 00:11:35.340

then potentially just how we all started this call together,

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00:11:36.020 --> 00:11:54.940

Stephanie Bogan: and if we don't deal with that on an incremental basis, then it builds up, and it creates Burnouts anxiety, right depression like bad stuff. And so we really want to talk about what's the sure fire ant to to to burn out, which is learning how to address your overwhelming before it becomes overwhelming.

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00:11:54.950 --> 00:12:12.800

Stephanie Bogan: All right. Are you guys ready for this conversation? Because mostly what Adam and I want is for you to feel more like this every single day Doesn't mean that there aren't tough days doesn't mean there are challenging circumstances, but it means that even in those moments that you own

68

00:12:12.810 --> 00:12:23.910

Stephanie Bogan: and have agency over your experience in a way that you feel positive and good about that, even when it's hard, you know it's hard for a reason and for a purpose, and that there's intention and an outcome,

69

00:12:24.150 --> 00:12:38.089

Stephanie Bogan: so that you can still feel good along the way, because if we don't give ourselves permission to do that, then there's no success that's ever going to feel satisfying. So here are some things to think about? What is the definition of insanity? Atom?

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00:12:41.540 --> 00:13:00.820

Adam Cmejla: Ah, the conventional version that we say is that it's doing the same thing over and over again. But, as I have said many times. The first time that I heard a phrase differently was on your interview with Michael on episode twenty four of his podcast, which is no problem can be solved. The same consciousness that we

71

00:13:01.340 --> 00:13:12.120

Stephanie Bogan: and that's exactly it if we show up every day with the best of intentions. But we apply the same.



behavioral practices. Andrew, What are we going to get a different result? Or is the same result?

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00:13:14.420 --> 00:13:15.890

Andrew Hatherley: Same thing, same thing,

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00:13:15.900 --> 00:13:38.820

Stephanie Bogan: same thing, right? So we all know this definition. But to Adam's point no problem can we solve the same consciousness which means that step one is, we have to elevate our consciousness if we want to elevate our results. So you guys know this, but I really want to just reground you in the idea that the reason that we find ourselves on the couch instead of the gym is that we're navigating all the internal race in our head.

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00:13:38.890 --> 00:13:57.130

Stephanie Bogan: You are stepping into the ring with your stories every single day. So if you have, do, or have ever experienced, overwhelmed, understand that it has absolutely zero, not a zip to do with your circumstances and everything to do with what you tell yourself

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00:13:57.140 --> 00:14:15.040

Stephanie Bogan: about those circumstances. So you guys have heard me say this one thousand times. We have, on average straight twelve to sixty thousand bots a day. Eighty percent of them are negative. Ninety five percent of them are on a replay list, which means that your brain, your body, your system, your whole world,

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00:14:15.050 --> 00:14:25.080

Stephanie Bogan: are hardwired for survival. You are hardwired for the most part to feel this way, and then we get in these negative pattern lobes. It's not about the clients.

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00:14:25.090 --> 00:14:54.730

Stephanie Bogan: It's not about the time it's not about your email. It's not about the quality of your staff or your location. It is one hundred percent back on the science. It's ninety five percent about the quality of your habit loops and your habit loops are driven by your thought happens like? Do I feel good enough? Am I an approving mode? Can I say no with clarity and confidence, or am I compromised by my lack of ability to show up that way. So I want you to just understand. Take that breath.

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00:14:55.500 --> 00:15:10.849

Stephanie Bogan: The takeaway from here is that it's those negative patterns of thought that set us up for overwhelm. It's not the stuff on your to do list. It's the story that you tell yourself about the to do list, and the strategy that got you there. In the first place,

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00:15:10.860 --> 00:15:21.690

Stephanie Bogan: Leo, Ed. Andrew Stephanie. Right? You don't. Just wake up one day and the client doesn't go. Everything's great. Take my money, put it in the mattress. Now how did they get there?

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00:15:22.150 --> 00:15:41.150

Stephanie Bogan: Right? The wind? We all worry. Uncertainty turns great doubt turns to uncertainty, turns to stress, turns to anxiety, turns to. Oh, my God! I have to call Andrew and tell him to put my money in a mattress. It's a it's a cycle that builds and builds. And those cycles, it turns out, are based on our stories.

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00:15:41.490 --> 00:15:47.840

Stephanie Bogan: The biggest discovery in behavioral science in a hundred years. It's actually a little bit longer.

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00:15:48.020 --> 00:16:01.809

Stephanie Bogan: Is that events have no mean it. You've heard me say this, but I want to really ground you all in this. You're now seven months into the program. You have no shortage of opportunities, pain points, problems, and possibilities that you can solve, and your brain wants to go

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00:16:01.820 --> 00:16:04.010

fire crackers everywhere I get it.

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00:16:04.220 --> 00:16:12.770

Stephanie Bogan: But I need you to understand that that in and of itself is a strategy based on a story that you can't handle it, and you totally can

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00:16:12.800 --> 00:16:29.199

Stephanie Bogan: utterly get clear on what you need to do. Get focused on the priorities that are going to move the needle in and get to work doing it. But you can't do that if you operate in a state of stress and overwhelming, So we start with time and mindset, because if we are not present and really positive,

86

00:16:29.210 --> 00:16:40.900

Stephanie Bogan: empowered, as we like to say in that success state, then nothing good happens. Events Don't have any meaning. But the stories we tell ourselves about those meanings are so powerful.

87

00:16:40.910 --> 00:16:58.320

Stephanie Bogan: Adam used to charge six hundred dollars for a financial plan. That is not because the research said that was the average fee, Adam. Why did you charge six hundred dollars like? What was the story in your head about clients, and you and your value and your worth, if you thought six hundred dollars is the magic number.

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00:16:58.500 --> 00:17:05.890

Adam Cmejla: I'm so glad you brought up one of the most embarrassing numbers in my professional career. But thank you for doing that again.

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00:17:05.900 --> 00:17:18.969

Adam Cmejla: Here i'm such a team player. The the longer the time is from when I did that to now the more painful it is to hear that. So I guess we'll just keep doing that, because it continues to remind me of the growth and the progress that can be made.

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00:17:18.980 --> 00:17:34.689

Adam Cmejla: I think the the I mean. There were a number of reasons, but the biggest reason was, I wasn't, clearly convicted in the ballot that I was delivering to clients, and didn't have a a belief system in place that substantiated, or that that that that up I just I was,

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00:17:34.700 --> 00:17:41.010

Adam Cmejla: I mean aimlessly, and and I did whatever I thought would get a Yes, there's nothing grounding me in it.

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00:17:41.660 --> 00:17:50.840

Stephanie Bogan: If you think that you're not worth it at some level. The idea of charging more is going to overwhelm your brain for all the obvious reasons

93

00:17:50.850 --> 00:17:57.239

Stephanie Bogan: so overwhelmed. By the way, isn't just. I have more on my. I call it the taskless tsunami. Does anyone



have one of those?

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00:17:57.270 --> 00:18:03.129

Stephanie Bogan: It's like right? The tsunami is like one hundred feet high, and the building is only this big, and no matter what you're going to drown,

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00:18:03.140 --> 00:18:21.189

Stephanie Bogan: and that's just because task lists are just a rotating revolution of stuff we say we want to do to get to our priorities like It's a really awful yardstick, but we use that. So if events don't have a meaning, and the only meaning that we have is a story that I want you to understand. That overwhelm has a job.

96

00:18:21.840 --> 00:18:27.699

Stephanie Bogan: Overwhelm is a strategy of your brain, And what might the job of your brain be

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00:18:34.290 --> 00:18:35.810

Stephanie Bogan: to protect you?

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00:18:35.910 --> 00:18:41.529

Stephanie Bogan: Right? What is the number? One job of your limbic system right here in the back of your brain. Number one job of your caveman brain.

99

00:18:42.950 --> 00:18:45.689

Pamela Jacobs: They don't die. Don't die

100

00:18:45.700 --> 00:18:53.310

Pamela Jacobs: Absolutely! Do not die not thrive, be prosperous, have joy and meaning and purpose. That's not anywhere in the Caveman code,

101

00:18:54.100 --> 00:19:05.939

Stephanie Bogan: right? And that's why you're here. Because you don't want to be like Adam was literally four and a half years ago, right six hundred dollars stressed out, overwhelmed, dis empowered. Didn't know what to do

102

00:19:06.080 --> 00:19:22.279

Stephanie Bogan: now. Literally sitting here with me from this place of empowerment, awesome economics, great growth rate right, Bought a plane, living his best life, nowhere to go, but up. That only happened because he got on the other side of overwhelming. And you're not going to do that

103

00:19:22.290 --> 00:19:32.589

Stephanie Bogan: unless you recognize that what you're experiencing on a day to day basis, your efficiency, your effectiveness, and your enjoyability. Those are the things we're kind of measuring all the time

104

00:19:33.040 --> 00:19:40.789

Stephanie Bogan: a function of what's beneath the surface. It's not about your task list. It's not about your Crm, because you all know what to do. You just haven't done it

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00:19:41.050 --> 00:19:51.400

Stephanie Bogan: right. And obviously you're prioritizing, So it's a process. But it's about How can you? If I said to you, you had to do your work in only five hours a day.



106

00:19:52.290 --> 00:19:54.039

Stephanie Bogan: How would that make you feel

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00:19:54.560 --> 00:20:01.939

Stephanie Bogan: like Ethan as of next week. You have five hours a day to do whatever you've been doing in more than five hours a day. How does that feel?

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00:20:02.420 --> 00:20:04.689

Ethan Bridgewater: Oh, you gotta prioritize

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00:20:04.700 --> 00:20:25.479

Stephanie Bogan: right? So he's notice his brain, when instantly to must do something must make change. That's what overwhelm is we get in this cycle. But instead of doing that proactively and intentionally. We let the worry wheel in the cycle build. We make those unconscious compromises, and then we have the ocean at moment where we're like. Oh, my God, this is just too much!

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00:20:25.800 --> 00:20:34.150

Stephanie Bogan: And so it's about. Can we actually overwhelm is just a state of not being honest with ourselves

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00:20:34.170 --> 00:20:38.619

Stephanie Bogan: the fact that we're working over our feelings.

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00:20:39.370 --> 00:20:49.160

Stephanie Bogan: You've heard me say no less than a hundred times as of now probably more. I'm sure it's annoying. But I promise you, in like five years, when i'm in your head, it's you're going to like it,

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00:20:49.590 --> 00:20:59.620

Stephanie Bogan: which is, if you cannot get to a place where you own your mind, you will always be in a state of overwhelming.

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00:20:59.690 --> 00:21:01.870

Stephanie Bogan: And so how do you get there?

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00:21:01.910 --> 00:21:10.689

Stephanie Bogan: How do you create that break for yourself. So overwhelm is a strategy that your brain uses to say, Adam Ethan

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00:21:10.700 --> 00:21:12.790

Stephanie Bogan: Garrett, Theresa

117

00:21:13.200 --> 00:21:25.999

Stephanie Bogan: I've been giving you clues, and hey, you're slow, and you're not listening. And now we have spun that up compounded signal and signal to where you're going to crack,

118

00:21:26.010 --> 00:21:40.429

Stephanie Bogan: and you're going to have some strategy for dealing with me it might be working harder and



longer. It might be having that drink at night. It might be giving up all your free time, and like what is your strategy for coping

119

00:21:40.440 --> 00:21:58.790

Stephanie Bogan: with your working over the feeling. So this is the grounding moment where, no matter how manly and macho you are, we just get to say Feelings are your friends, and i'm sorry that you have not been taught that. But feelings are your body, your mind, your consciousness, your soul. You pick one, it doesn't matter

120

00:21:58.800 --> 00:22:01.740

Stephanie Bogan: There, your indicator at one that says

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00:22:02.390 --> 00:22:12.440

Stephanie Bogan: good. Do more of this. This is align with who we are and how we want to show up in a way that works for us we love and our purpose on this planet. Go you, Edwin,

122

00:22:12.700 --> 00:22:16.390

Stephanie Bogan: when it feels bad, Edwin, what's it, saying,

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00:22:16.400 --> 00:22:21.560

Hmm, This is not a line doesn't Feel good. Don't like it. Please stop and pay it in

124

00:22:32.810 --> 00:22:41.170

Stephanie Bogan: work over the problem. And when we work over the problem. We're just compounding and the bottom of the ice brick. It's heavier and heavier,

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00:22:41.520 --> 00:22:47.080

Stephanie Bogan: and so we think. What's the big deal I should be able to solve. For this I should be happy. I shouldn't be so overwhelmed.

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00:22:47.090 --> 00:23:08.370

Stephanie Bogan: But what we're really dealing with is a lifetime of compounding habit spots, behaviors, and beliefs. Say, i'm going to accommodate. I'm not going to account for this. I'm going to work over it, and you're working over your strategies right? You can crastinate. You can create resistance in your relationships. You can drink, you can smoke, you can exercise to an extreme like, pick it doesn't matter.

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00:23:09.150 --> 00:23:19.239

Stephanie Bogan: And so strategies are the way that are coping mechanis. Some. They're positive and some are negative. So what I want us to do at this point is just take an overwhelmed edge work.

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00:23:19.250 --> 00:23:22.789

Stephanie Bogan: So in the chat. Uh do we put it in the chat already, Allison?

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00:23:23.440 --> 00:23:24.890

But not yet. But I can.

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00:23:24.900 --> 00:23:33.999

Stephanie Bogan: Allison's going to drop in the chat. You guys, I'm going to give you the worksheet. They're attached to the lesson. I'm going to ask you some basic questions. You don't need the worksheet for them. But we just want to



make sure you have it.

131

00:23:34.090 --> 00:23:40.780

Stephanie Bogan: All right. Are you ready for the questions? If you've got a piece of paper. I want you to write this out. Just so. Your brain really locks on to it

132

00:23:41.960 --> 00:23:46.190

Stephanie Bogan: on a scale of one to ten. Please rate your experience.

133

00:23:46.770 --> 00:23:53.830

Stephanie Bogan: How easily do you get overwhelmed? Zero is i'm in flappable. Nothing can stop me

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00:23:54.480 --> 00:23:58.239

Stephanie Bogan: right. The house is on fire, and i'm like no problem.

135

00:23:58.300 --> 00:24:03.810

Stephanie Bogan: Ten is my feet hit the floor, and i'm already in a panic. I don't even know how i'm going to get through my day,

136

00:24:04.020 --> 00:24:06.860

so how easily do you get overwhelmed.

137

00:24:08.160 --> 00:24:12.689

Stephanie Bogan: It's question two, How frequently do you get overwhelmed scale of one to ten?

138

00:24:12.700 --> 00:24:19.340

Zero is never a man like the C. Literally has to have dried up. There's not announcement like It's going to take that

139

00:24:19.490 --> 00:24:21.300

Stephanie Bogan: other ten.

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00:24:21.310 --> 00:24:28.010

Stephanie Bogan: Yeah, it's Tuesday again, and it's two o'clock. Of course i'm overwhelmed If I do this seven times a day and twice on Sunday.

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00:24:29.720 --> 00:24:32.829

Stephanie Bogan: All right. So zero to ten and three,

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00:24:33.500 --> 00:24:37.939

Stephanie Bogan: because no one in this group Adam identifies with this.

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00:24:38.150 --> 00:24:46.999

Stephanie Bogan: How do you identify as a perfectionist? Zero like? No, i'm super chilled and laid back. I love it, no matter what I give myself no grief.

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00:24:47.040 --> 00:24:49.230



Stephanie Bogan: So good. Ten.

145

00:24:49.280 --> 00:24:59.029

Stephanie Bogan: If there's a course, I want the a plus course. If there's a Phd plus plus course of perfectionism, I will be the perfect person getting the a plus plus in that course,

146

00:24:59.480 --> 00:25:03.460

Stephanie Bogan: and you all can't have that degree, because I already got it, and I own it

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00:25:05.490 --> 00:25:07.980

Stephanie Bogan: right. We know nothing of this course, by the way.

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00:25:12.080 --> 00:25:21.030

Stephanie Bogan: And then the last question is, my overwhelm feels like when you think about those moments when you do genuinely feel overwhelmed.

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00:25:22.660 --> 00:25:24.089

Stephanie Bogan: How does it feel

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00:25:24.100 --> 00:25:27.160

Stephanie Bogan: I call mine the whirly wheel. I haven't you got to give it a name.

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00:25:27.460 --> 00:25:30.230

Stephanie Bogan: The Willy Wheel, Adam. Do you have a name for yours?

152

00:25:36.850 --> 00:25:42.590

Adam Cmejla: No, I haven't gotten that uh um

153

00:25:44.610 --> 00:25:46.690

Adam Cmejla: spin the wheels, I guess. Yeah, I mean

154

00:25:46.700 --> 00:25:55.379

Stephanie Bogan: the interesting thing about the interesting thing about naming it, which is why I want you all to do. It is if you name it, then it's an object. It is not you.

155

00:25:55.470 --> 00:26:07.049

Stephanie Bogan: Until you name it. It is your experience entirely when I say, Oh, the worldly wheels up again! I'm like Oh, I get a little visual in my mind, and i'm suddenly separated from that idea,

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00:26:07.060 --> 00:26:16.609

Stephanie Bogan: and i'm not the worldly wheel, which means that I can, as we'll talk about in the second of pause that I can take to use Tiffany's very empowering word. I can take agency over it.

157

00:26:16.660 --> 00:26:31.390

Stephanie Bogan: It's a feeling. A feeling is nothing more than energy. Passing through your body. On average, the research shows it takes about ninety seconds to let that energy pass through a body with the experience, unless we have stories that it triggers, and then which case you might hold on to that baby for years,



158

00:26:33.350 --> 00:26:49.769

Stephanie Bogan: so do you easily get overwhelmed. Do you regularly get overwhelmed? Do you identify as a perfectionist? Do you hold yourself to higher standards than than you would for anyone else. And the net result of that, by the way, is that you tend to hold other people to really high standards and

159

00:26:52.100 --> 00:26:54.499

earn that lesson through the science of failure.

160

00:26:56.320 --> 00:27:23.650

Stephanie Bogan: All right, so do you have a little bit of clarity about your relationship with overwhelming this is important. It might be that you're like staff. I don't like I don't really have a big issue with this. That's great. Be a support to your to your members and tribe do. Many of you will struggle with this. Many of you will feel really overwhelmed at the end of every retreat, and The reason is, your brain is saying you can. You're supposed to. Oh, my God! Why isn't it done yet, Leo. What's going on?

161

00:27:24.080 --> 00:27:43.490

Stephanie Bogan: And it doesn't put you in that position of like. Oh, my God! Look how awesome I am! I'm in this program. I'm empowered i'm picking my priorities right? I'm fuck. I'm doing all the stuff I need to be doing like That's not the story our brain tells us. So Also understand that overwhelming is that condition, habit of whatever you're doing, doing it from a state of lack and deficiency.

162

00:27:45.440 --> 00:27:46.840

Stephanie Bogan: Don't do that

163

00:27:47.470 --> 00:27:50.979

Stephanie Bogan: like we deserve so much better,

164

00:27:51.030 --> 00:27:58.280

Stephanie Bogan: then lack and deficiency. Our clients, the people. We love our work on this plan, at our family, our friends, our tribe members,

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00:27:59.070 --> 00:28:07.869

Stephanie Bogan: deserve us not operating from a place of lack and deficiency. So The question we really want to ask yourselves is, Why are we so overwhelmed?

166

00:28:08.410 --> 00:28:23.879

Stephanie Bogan: Are you All this is not the most comfortable question i'm going to ask you. But how many uncomfortable questions did I ask Adam? You're going to want to ask him that like it was a lot. I still asked Adam uncomfortable questions. Now, Adam sometimes asks me uncomfortable questions. That's the cool part.

167

00:28:26.200 --> 00:28:27.990

Stephanie Bogan: Why are you overwhelmed?

168

00:28:28.000 --> 00:28:32.390

Stephanie Bogan: Are you in charge like for the ninety five percent of you you're in charge of your business.

169

00:28:32.400 --> 00:28:33.320



Yes.

170

00:28:33.710 --> 00:28:38.210

Stephanie Bogan: Did you wake up today with the power to choose your custodian or broker dealer?

171

00:28:38.220 --> 00:28:43.109

Stephanie Bogan: Yes. Did you wake up today with the power to pick your clients and set your fees.

172

00:28:43.200 --> 00:28:51.950

Stephanie Bogan: Yes, did you wake up today with the power to decide that you want, or Don't want help and to outsource it, hire it otherwise. Right? Get it absolutely.

173

00:28:51.960 --> 00:29:13.690

Stephanie Bogan: Did you wake up today with the ability to build processes, platforms that leverage your time and talent to like some ridiculous degree that is super duper, Awesome? Absolutely you did. Are you living in the time and space when financial planning advice is as on the rise and popular and value Orange. It is like it has ever been, and the sea of opportunity is overwhelming You?

174

00:29:13.700 --> 00:29:14.940

Stephanie Bogan: Yes,

175

00:29:15.500 --> 00:29:24.210

Stephanie Bogan: yes. Does anyone disagree with the Esses to any of those. What I'm trying to say is, you're in charge. But we're sitting in the back seat like we're not

176

00:29:25.620 --> 00:29:27.060

Stephanie Bogan: three

177

00:29:34.130 --> 00:29:45.049

Stephanie Bogan: complicated. Do you really not have time for this? Or is this you just being in that right state of like? The wave is over me? The tsunami is on top of me, and I can't get out from under it.

178

00:29:46.970 --> 00:29:48.790

Adam Cmejla: I one of those conversations.

179

00:29:48.800 --> 00:29:49.740

Stephanie Bogan: Yeah,

180

00:29:49.830 --> 00:30:03.679

Adam Cmejla: you guys, you still have some of those conversations, but the subjects, the the subjects just change the ah, the the problems and challenges that you're solving and have a bigger and greater impact in the world. But you still need to check yourself, and still understand that

181

00:30:04.600 --> 00:30:06.149

Adam Cmejla: you're never done,

182

00:30:06.380 --> 00:30:35.250



Stephanie Bogan: Ever ask Adam. We were having a conversation last week, and I was like Well, I've been reflecting on the last year. Am I in my happiest, highest performance state? I don't feel like I have been total on like. Here's why, here's what I'm doing. I hired a coach. I heard a trainer right I'm doing X y or z here's what I've learned like full on It's been an over freaking well-made couple of years.

183

00:30:36.070 --> 00:30:37.440

Stephanie Bogan: And

184

00:30:37.910 --> 00:30:55.339

Stephanie Bogan: here's how we've been clear about it, and it doesn't just by the way, not being overwhelmed doesn't mean everything's always happy and rosy. It means you're dealing with stuff, you know why you're dealing with it. You know where you are, and you're empowered and moving forward in the right direction, right? If you have purpose and progress, your brain will be just fine.

185

00:30:55.540 --> 00:31:11.320

Stephanie Bogan: So just get really clear That overwhelm is a so a social, almost like a cultural norm. At this point it's a freaking badge of honor to be busy and stressed out and sleep four hours a night like you're so cool. I know, because I used to do that

186

00:31:11.460 --> 00:31:20.309

Stephanie Bogan: now. I sleep six or seven hours, just because I do, and it's great, because I have time and space in the morning, but it's not like Oh, my God, I'm so tough because of it.

187

00:31:20.830 --> 00:31:28.689

Stephanie Bogan: So we're expected to do more and more often when you think about time and resources for many of you, it feels like with less and less.

188

00:31:28.780 --> 00:31:39.110

Stephanie Bogan: We are barraged by a C of twenty, four over seven constant information and sources, and, by the way, and all of them bad things are happening, or you're lacking like, how often are they super awesome?

189

00:31:39.120 --> 00:31:53.210

Stephanie Bogan: And the net reality is, we haven't evolved just as fast as our world. How many of you relate to this? I got a message on box. We're wondering if I received the Dm. They sent me about the Whatsapp, and they wanted to know if I could update that in the track stream, because then we got to update the asylum

190

00:31:54.250 --> 00:32:00.559

Stephanie Bogan: like those are all real points of communication in people's lives like That's not. That's only like fifty percent made up.

191

00:32:01.650 --> 00:32:19.339

Stephanie Bogan: How many places. Do you go? Have to see, have to keep up with? I have a work email. I have a personal email, right like you have all this stuff. So we live in this constant state, a barrage, and if you don't have a relationship with that incoming artillery

192

00:32:19.700 --> 00:32:24.289

Stephanie Bogan: that says it's mere presence doesn't mean anything to me. It's not

193

00:32:24.300 --> 00:32:33.879



Stephanie Bogan: bad. Then it's going to feel overwhelming and like you can't keep up just on the information. Set, much less your business, your life, and what to do about the information set.

194

00:32:34.070 --> 00:32:50.999

Stephanie Bogan: So we find ourselves in this place, where we have more time and resources than we have ever ever had, but we feel more out of control, and the number One reason for that. You guys are not going to like this at all, is it's that busyness that says we come last. We view self-care in space is soft.

195

00:32:51.320 --> 00:32:53.090

It's for those other people.

196

00:32:53.100 --> 00:33:00.790

Stephanie Bogan: It's not for us it's for staff, but we love it for Staff Adam go at him. That's so great. I love it. When Adam tells me he's taken time, but

197

00:33:00.800 --> 00:33:04.229

i'm a little bit too busy for that I can't actually do that

198

00:33:05.560 --> 00:33:34.490

Stephanie Bogan: right? So for us self-care is that thing we'll get to when we have time when the overwhelm is gone. And what i'm saying, sitting in that space first is what gives you time and space and presence to address the overwhelm. So it doesn't perpetually surface and come back because you're sitting in that seat and make the choices and decisions that we talked about. Soon as Adam got clear on the path between where he was and what he needed to do it wasn't, overwhelming. It was just a series of steps that he needed to execute.

199

00:33:34.500 --> 00:33:40.859

Stephanie Bogan: The feeling might have been a lot. I'm sure Adam will tell you that sitting down and raising his fees to next was a little scary,

200

00:33:41.640 --> 00:33:46.929

Stephanie Bogan: but it's what suddenly became doable. It wasn't this tsunami of stuff that he couldn't get to.

201

00:33:47.910 --> 00:33:51.619

Stephanie Bogan: So the question is, what's your overwhelmed story?

202

00:33:51.630 --> 00:33:54.759

Stephanie Bogan: I want you to just ask yourself, take a deep breath,

203

00:33:57.410 --> 00:34:10.230

Stephanie Bogan: because whether you're making one hundred thousand dollars a year, or a million or ten million, like some of my clients. You suffer and struggle with this because it's your relationship with time and space, and none of us have mastered that.

204

00:34:11.159 --> 00:34:13.749

Stephanie Bogan: So what's your overwhelmed story,

205

00:34:13.760 --> 00:34:17.319

Stephanie Bogan: and then look underneath what's happening behind that story?



206

00:34:17.679 --> 00:34:23.710

Stephanie Bogan: Almost always. It means that we're afraid of something, and that something is at risk.

207

00:34:24.270 --> 00:34:29.989

Stephanie Bogan: What is that for me? Always Always look. I'm all tearing up like time with my family

208

00:34:30.320 --> 00:34:33.389

Stephanie Bogan: if I get overwhelmed at work, and I don't make a choices, and I

209

00:34:33.400 --> 00:34:51.040

Stephanie Bogan: I feel bad, and i'm sacrificing my kids, and I promised myself. I wouldn't do that. It must be thirty minutes of extra time, right. But this starts spinning in my head. But there's always a fear, a risk, a potential loss on the other side of overwhelm. Otherwise you wouldn't feel bad.

210

00:34:51.050 --> 00:34:56.920

Stephanie Bogan: There'd be nothing to feel bad about. Remember, It's always a story. What's your relationship with what's happening.

211

00:34:57.380 --> 00:35:07.969

Stephanie Bogan: Aside from the fact that one, this is not elegant, but you can never put ten pounds of shit into a five pound bag and expect excellence, much less an awesome. It's like you can't do it. It's not going to feel good.

212

00:35:09.190 --> 00:35:10.189

Stephanie Bogan: It's an

213

00:35:10.200 --> 00:35:19.660

Stephanie Bogan: messy analogy for a reason. Right? The question is, how do we find the right bag? And how do we put the right stuff in it and feel good about it along the way? So we don't get to that state

214

00:35:20.150 --> 00:35:30.309

Stephanie Bogan: when we're worried about marketing. Right? You're worried You're not doing enough. You're worried that you're not doing it the right way. You're worried that you're spending money on the wrong things. You're worried that like. Oh, my God! Right

215

00:35:30.320 --> 00:35:41.599

Stephanie Bogan: that overwhelmed isn't about marketing. Did I did I do something. Did it work? No. Did I learn something valuable? Yes. Do I belong to a community? They can help me through it absolutely. Am I going to get there. Of course I am.

216

00:35:41.610 --> 00:35:50.589

Stephanie Bogan: What's learning here, and what's my next step like? It sounds so practical, right. But, Leo, you know in that moment it's like crushing

217

00:35:50.600 --> 00:35:51.810

Stephanie Bogan: what I do.

218



00:35:52.210 --> 00:36:14.250

Stephanie Bogan: There's a fear on that. And if you don't understand that the fear is about doing it the right way, or proving, or protecting or hiding or defending, or if I don't next the next client, the business won't grow, and then I waste money, and if I waste money, i'm a bad business person. If i'm a bad business person, then i'm a bad human, and I just don't even deserve to be here. And why would anybody think,

219

00:36:14.370 --> 00:36:16.989

Stephanie Bogan: What am I doing? I should just wrap it up.

220

00:36:19.510 --> 00:36:22.170

Stephanie Bogan: Yeah, I know that didn't hit home with anybody. Did it

221

00:36:23.550 --> 00:36:28.770

Stephanie Bogan: right? We all have our version of those stories. It's a different meaning for everyone.

222

00:36:33.680 --> 00:36:37.089

Stephanie Bogan: The overwhelm is it won't? Own you anymore?

223

00:36:37.100 --> 00:36:50.319

Stephanie Bogan: Then you're just sitting there saying, Oh, the difference between a busy day, and an overwhelming date is tied to my story like I had a back back day. I like to call those as as Adam, and certainly say, I have full and rich days. Sometimes,

224

00:36:51.170 --> 00:37:10.400

Stephanie Bogan: when you have six hour days, you don't get a lot of buffer in them like they're full and rich. Sometimes sometimes they overflow. You're like Oh, I did, is it? An I blew up story, or is it? I made choices today, and I might either feel good about them, or I don't know, evaluate how I make choices tomorrow like Notice how one is so emotionally charged, and one is just so tail practical,

225

00:37:10.720 --> 00:37:15.310

Stephanie Bogan: practical is practical. I'm not, in fact, a personally charged story.

226

00:37:15.990 --> 00:37:25.599

So if we can get past the story, we can get to the content and the fact. So you remember the exercise? I'm always talking about the four questions. What's happening? What's happening really?

227

00:37:25.750 --> 00:37:38.869

Stephanie Bogan: That's like, How do we get beyond what's happening? The surface level story. Oh, I feel this way about that. I'm overwhelmed what's happening, really? I made some choices that have more time, less time than work,

228

00:37:39.220 --> 00:37:50.989

Andrew Hatherley: that my brain is trying to reconcile what that means to my values in my life. It means that i'm either going to have to work late. That's not what I want to do, or it means this or I change that whatever it means, it's usually that

229

00:37:52.910 --> 00:38:05.800

Stephanie Bogan: that's what we're ultimately dealing with right. It's our judgments, our fears, our shoulds. And so let's talk about how we can separate those facts from stories. If you believe that you're not enough, you will always prove that you're enough.



230

00:38:06.400 --> 00:38:13.410

Stephanie Bogan: If this client comes in, and they don't have questions I can answer. I'll read every book, and I'll get seventeen degrees, and I'll make sure that I can answer every question

231

00:38:14.050 --> 00:38:21.549

Stephanie Bogan: right? And the stories and the strategies are different for everyone. But I want you to think about how those shoulds are sitting on your shoulders.

232

00:38:22.310 --> 00:38:34.589

Stephanie Bogan: So when I retired to Costa Rica, I went off to this yoga retreat, and I apparently was like sitting there like this, which is kind of funny, and she was like. Put your shoulders down, and I was like well, if I could put my shoulders down I wouldn't have had to move to Costa Rica.

233

00:38:35.100 --> 00:38:37.419

Stephanie Bogan: It seems pretty obvious to me

234

00:38:37.700 --> 00:38:54.600

Stephanie Bogan: what I realized is when I get uptight and anxiety like when that stress and then overwhelm for me. It shows up, and then I literally like my neck, just goes away. I just become like little shoulders, so I sometimes have to be like, Where are my shoulders? And I just came up with This little phrase is like my shoulders. Carry my shots.

235

00:38:54.610 --> 00:39:00.870

Stephanie Bogan: I should do this. I should get to this today I should be more productive, like how many of you are like? Oh, I was here! I should be more productive,

236

00:39:00.880 --> 00:39:21.010

Stephanie Bogan: and then you feel that that should is a story that says you were deficiently Oh, bad you, which is entirely different than wow. I recognize that I spent maybe a third of my time an email today in a way that doesn't serve me. And I want to just give myself a high five for noting that. And I'm going to really ask myself, what's the structure I can put in place to make sure that doesn't happen around this time.

237

00:39:21.900 --> 00:39:24.339

Stephanie Bogan: Notice the difference in those stories.

238

00:39:24.630 --> 00:39:33.840

Stephanie Bogan: One is empowering, one is overwhelming and disempowering. So get really clear on when you're in that state of overwhelming where your shoulders, where your shoulds,

239

00:39:33.910 --> 00:39:56.350

Stephanie Bogan: what's content? What's fact, and what's feeling? What's emotionally charged? That's surfacing in a way that's making it seem so uncontrollable, so disempowering. We never sit in this place and go. I got this. It is so figure outable. We feel disempowered and scared and nervous and like bad things are gonna happen.

240

00:39:56.810 --> 00:40:12.430

Stephanie Bogan: And so just know that those overwhelming stories really follow a very simple model. They live always in the past of the future. They are never in the present going, Stephanie right now, because there's no one sitting on my phone when Adam you didn't answer the call. You're a bad person, I'm firing.



241

00:40:13.600 --> 00:40:19.640

Stephanie Bogan: I mean some times in the grand scheme of things. Those happen, but statistically, they're anonymous.

242

00:40:19.870 --> 00:40:29.109

Stephanie Bogan: So what are those stories? Are they past or future past? Is guilt, worry, right, anxiety, futures, worry

243

00:40:29.610 --> 00:40:31.630

Stephanie Bogan: right for your base about what's going to happen.

244

00:40:31.830 --> 00:40:35.740

Stephanie Bogan: They don't set you up to win, but they are designed to protect you,

245

00:40:35.850 --> 00:40:48.290

Stephanie Bogan: so you have to get in that space of acknowledging them, clearing them and say, Hey, I really appreciate that you showed up to help me, but I actually enough. It's two thousand and twenty three. You have sticks rubbing together in a cave. I got a lighter.

246

00:40:48.470 --> 00:40:54.239

Stephanie Bogan: I got my zip a lighter right here. No problem, and that's the new and better story which we'll talk about.

247

00:40:54.250 --> 00:41:13.789

Stephanie Bogan: So the problem is that overwhelmed is a strategy of your brain. It's a survival strategy to say, Edwin, wake up, Janet, pay attention. I need you to deal with all the stuff that you're not dealing with You're making poor choices. You are compromising your values. You are not making decisions that align with your family the way that you said they were. Pay attention, and then

248

00:41:13.800 --> 00:41:19.110

Stephanie Bogan: don't it goes stinking, and it will get our attention really, until it does.

249

00:41:19.680 --> 00:41:26.200

Stephanie Bogan: Here's how you know you're in that state. What's it? Feel like right? These are so drop in the chat.

250

00:41:26.250 --> 00:41:30.580

Stephanie Bogan: What are some words that you relate to when you feel overwhelmed.

251

00:41:34.540 --> 00:41:44.259

Stephanie Bogan: Yeah, you, Then we we we're all good at the shooting frantic. I like that Christian. I always feel like It's a frenetic. I use them phrenetic a lot. I'm like i'm in that frenetic boat like

252

00:41:45.000 --> 00:41:52.600

Stephanie Bogan: just knowing that separates you. So my chest feels tight out of control. Mine sits in my chest always. It's like

253

00:41:52.730 --> 00:42:02.680

Stephanie Bogan: failure. Failure is not a good feeling defeated, inundated spinning feeling behind drained dear in



the headlights burnout, exhaustion, anxiety,

254

00:42:03.160 --> 00:42:06.080

Stephanie Bogan: any of those empowering words.

255

00:42:07.220 --> 00:42:19.829

Andrew Hatherley: In this moment we sit in a space of feeling like we are disempowered, and we do not have agency over our situation like we literally have no power to improve it.

256

00:42:19.840 --> 00:42:25.490

Stephanie Bogan: And when I get on the phone with you and we break it down there's almost always like a next. But there's

257

00:42:25.500 --> 00:42:43.680

Stephanie Bogan: it. Get to be a dot next step. And so the question is, how do we bring that into our life? Because stress is a physiological state. It is real. These are not just semantics. When you say i'm crushed, your brain actually releases adrenaline. No adrenaline and cortisol

258

00:42:43.690 --> 00:43:08.390

Stephanie Bogan: when you say to your brain. I have taken on a lot of awesome opportunities, and I am managing my way through the time. There, your brain doesn't release those same negative stress inducing chemicals like your words and your thoughts really matter. So when you say you'll Adam will tell you like one. I literally walk around. If you hang out and be long enough you'll hear me say things like these are always working enough for me.

259

00:43:09.240 --> 00:43:19.570

Stephanie Bogan: It just happens right. It turns out. Things are usually working out for me. It's pretty awesome if you say i'm crushed. I'm exhausted. Your brain is like, Yes, we are.

260

00:43:20.050 --> 00:43:29.339

Stephanie Bogan: If i'm tired, I say, i'm happy tired. If I've had a really big day. I say I had a rich and full day. That's what I say, because I had a rich and full day,

261

00:43:29.400 --> 00:43:42.180

Stephanie Bogan: because I still at the end of it. No, I chose it, and i'm blessed by it. Maybe I would like to choose differently next time, but I chose it, and i'm less by it, because I had the damn choice to be in that situation. In the first I don't give myself permission to feel bad about it.

262

00:43:42.810 --> 00:43:57.420

Stephanie Bogan: Adam can tell you like I'm like Here's what we're doing Here's where right there's places we want to create. These gaps. I know why we're there. We're executing them as quickly as we can with attention like there isn't a genie in a model sometimes. But your state of mind

263

00:43:57.430 --> 00:44:05.870

Stephanie Bogan: is what helps you navigate that with greater ease and enjoyment, or with that effruited action that we're often talking about.

264

00:44:06.740 --> 00:44:10.359

Stephanie Bogan: So let's look at it through the lens of what's the perspective?



265

00:44:10.630 --> 00:44:26.789

Stephanie Bogan: And the perspective is really it goes back to those mindset. And are those thought habits empowering or disempowering? If you suffer regularly or intensely from overwhelming. It without question means that there are negative thought habits that we need to pay attention to

266

00:44:26.800 --> 00:44:34.990

Stephanie Bogan: right; that their habits and behaviors that have compounded to the place where overwhelmed is our ordinary operating system.

267

00:44:35.410 --> 00:44:45.629

Stephanie Bogan: It means our body is more anxious and stressed on a regular basis. Physiologically it means we don't have peace and presence and perspective to really push forward in the best of ways.

268

00:44:45.640 --> 00:44:55.649

Stephanie Bogan: So the power of perspective, I think, in the atom. I don't know. If you remember this, like way back in the marketing Webinar, we love to tell the story about the back in like it was like one thousand nine hundred and twelve in Africa

269

00:44:55.760 --> 00:45:09.659

Stephanie Bogan: Company sent two shoe salesmen to Africa in one thousand nine hundred and twelve right? So the first right. They get on the first shoe salesman gets there, and he runs around, and he's like nobody in this place has shoes.

270

00:45:10.520 --> 00:45:11.690

Stephanie Bogan: I'm coming home.

271

00:45:11.700 --> 00:45:15.779

Stephanie Bogan: There are there's nobody to sell shoes, too. Nobody has shoes.

272

00:45:15.790 --> 00:45:32.440

Stephanie Bogan: The second shoe salesman runs around, and he says he calls up. He actually sends a wire, because that was what they did back Then he didn't dang. Oh, my God, nobody here has shoes! I'm staying. The opportunity is extraordinary.

273

00:45:33.160 --> 00:45:36.109

Stephanie Bogan: What's the difference in those two stories.

274

00:45:40.250 --> 00:45:42.049

Stephanie Bogan: It's just a perspective.

275

00:45:42.260 --> 00:45:51.190

Stephanie Bogan: One was negativity, loss. It's overwhelming. I can't do it, and the other was, Wow! There is a sea of opportunity. I need to get myself in gear. Let's do this.

276

00:45:51.260 --> 00:45:56.599

Stephanie Bogan: That's the state feeling that I really want you to connect with around this topic.

277



00:45:57.560 --> 00:46:15.009

Stephanie Bogan: All right. So what are your current strategies, Adam, as you think about when you I know we all still struggle when you really think about in the early days that first pre first year, like when you were just really stuck in that rut, and then, truly trying to figure out how to get out of it.

278

00:46:15.050 --> 00:46:30.870

Stephanie Bogan: What were your strategies. We talk about powering through working longer denials, denials awesome. By the way, multitasking which we'll talk about because it doesn't actually exist. Did you grow arms like, How did you? How did that show up for you on the other side of that empowered experience?

279

00:46:31.620 --> 00:46:44.180

Adam Cmejla: Yeah, I mean everything. All the things there were. I think how I was, and a lot of people function prior to just shifting your outlook and perspective on how you tackle your business. I will say the biggest

280

00:46:44.210 --> 00:46:50.540

Adam Cmejla: to the biggest shifts in perspective and mindset. Were

281

00:46:50.560 --> 00:47:06.260

Adam Cmejla: utilizing Asana as a way to get organized and get just everything down. I think part of The reason that we suffer from overwhelming is because we don't have a repository of repository to dump all of the ideas that we have,

282

00:47:06.270 --> 00:47:11.789

Adam Cmejla: because what can happen is in the middle of working. If you're anything even remotely like in the middle of working on something

283

00:47:11.800 --> 00:47:39.459

Adam Cmejla: to get an idea, or i'll be working on a project, and that will start inspiring thought about something else down the road. Or it'll remind me to do this for something else. It's so much of the focus to get broken. So, having you and I, we're talking last week about having that parking lot, or in my work in my world, I call my Sunday, maybe for, and that's just any idea, anything that I have that is not worked on right now. It needs to get out of my head. And so what I did,

284

00:47:39.470 --> 00:47:50.299

Adam Cmejla: and the system I built it around was David Allen's getting things done, and so that is a great book. Good podcast, Gtd. Dot com, I think, is the website. If you're looking for the true

285

00:47:50.310 --> 00:48:10.169

Adam Cmejla: like, I know I need a time management system. I know I need to organize my life. But how do I do it? And what are the systems that I could build? Gtd. And for me, utilizing the Sauna was a way to do that. And then the second thing that was just that pivotal ship is realizing It's not all up to me.

286

00:48:10.230 --> 00:48:19.639

Adam Cmejla: Surround yourself with the best people that can solve the problems that you have, so that you're not thinking that it has to be just about me

287

00:48:19.780 --> 00:48:27.799

Adam Cmejla: Who? Not how to write Great Book phenomena book, ironically enough written by Dan Sullivan. But Dan will tell you that he did not write one word in that book.



288

00:48:27.910 --> 00:48:33.200

Adam Cmejla: He delegated the writing of an entire book. So if Dan can delegate the writing of an entire book,

289

00:48:33.860 --> 00:48:37.470

Adam Cmejla: i'm sure you can find someone to book your hotel room and meet national.

290

00:48:38.020 --> 00:48:47.169

Stephanie Bogan: It can happen. So notice what Adam is talking about. There is taking this best practice, and really putting it in practice with a strategy

291

00:48:47.180 --> 00:49:07.790

Stephanie Bogan: for managing time. Right, the annual calendar. All schedule things we've covered, but he's also talking about managing people. Projects of priorities, also a lesson that we've covered. Those are both structures that create filtering systems, priority systems. If you do not have a structure in place, a calendar and assistant,

292

00:49:07.800 --> 00:49:16.770

Stephanie Bogan: it was big as an idea is like. Ask Adam. We said this all the time around here. It's just a wish. If it is not captured in a structure or a system,

293

00:49:16.950 --> 00:49:23.770

Stephanie Bogan: it's just some really whippy idea, and that goes as Adam shared like. I have literally texted me last week, and he was like

294

00:49:23.810 --> 00:49:27.779

Stephanie Bogan: I sent him something I was like, who is in the school. We do this, and he's like

295

00:49:27.790 --> 00:49:47.889

Adam Cmejla: he texted me that. And he said, Do you have a place to catch all these things that you're texting me like Well, because and I was like, of course I do. It's the parking lot like we have a whole system, and he's like Oh, that's right, like whole system around the parking lot, because I had to learn that I didn't know I was. I didn't have the

296

00:49:47.900 --> 00:50:07.489

Adam Cmejla: all these ideas off of me that the operator in me and the and the midg Td person is is like freaking out about the the Sunday, maybe to catch all like there's gotta be. You can't process all this. You can't keep our our minds, our great ram, but they're not good memory to use that computer.

297

00:50:07.500 --> 00:50:10.390

Adam Cmejla: So I was so grateful to hear that you had a parking lot.

298

00:50:10.400 --> 00:50:23.979

Stephanie Bogan: That's why systems are so important. If you don't have a process for prioritizing and placement your brain. Your habits will say, Christian Nick Doug, now is the time it's a good idea,

299

00:50:23.990 --> 00:50:43.830

Stephanie Bogan: and if we don't do it, there's an opportunity cost. There's a loss, and since we don't have a process for prioritizing, we prioritize, now now feels great. We're also going to prioritize that other thing and that client problem and that family. But but right now this is going to just get heaped on the list because we have a sense of emergency, and we don't have a system



300

00:50:43.840 --> 00:51:06.170

Stephanie Bogan: for surfacing priorities, putting them in their place right, and pushing them down the pipe that we feel good about. So this conversation is so you know it's mindset, it's intangible and invisible. But what I love about Adam's example is, that's what we're always trying to balance is the theory has the tactic what the best practice has the in practice. The mindset has the method

301

00:51:06.180 --> 00:51:09.120

Stephanie Bogan: it's about bringing all of those things to bear,

302

00:51:09.250 --> 00:51:23.490

Stephanie Bogan: and then the real question is what's the strategy that you're using? So it might be something else. But I want you to drop in the chat. What's the number One Strategy and no growing arms is not a strategy. If it were, I would have done it, master, to trademark that stuff

303

00:51:23.500 --> 00:51:34.900

Stephanie Bogan: be selling that to you, but that is what we're doing? So what is your go-to strategy? Is it working over? Is it procrastinating So the list just gets bigger?

304

00:51:35.250 --> 00:51:44.370

Stephanie Bogan: Is it delegating like, hey? I've got, you know, Adam, Is this done right? Working longer, empowering through nights and weekends, skipping the gym.

305

00:51:44.430 --> 00:51:53.079

Stephanie Bogan: You need another brain working longer. Take a trip, love that meditation love that walking the dog to de-stress prioritizing.

306

00:51:53.430 --> 00:52:07.910

Stephanie Bogan: So that's a really good, really good lead into when you think about overcoming overwhelming. Is there anything I've shown with you that seems wildly unrealistic, untrue, or like You're like Stephanie Blasphemy. I've no idea what we're talking about.

307

00:52:07.930 --> 00:52:09.900

Stephanie Bogan: It makes perfect sense right

308

00:52:10.740 --> 00:52:20.590

Stephanie Bogan: so Why don't we do it? Why do we not take agency over our time? Our right people process priorities and put ourselves in a situation where we're set up to succeed.

309

00:52:20.600 --> 00:52:24.490

Stephanie Bogan: The answer is because by the age of thirty, five, a couple of you have a

310

00:52:24.500 --> 00:52:40.579

Stephanie Bogan: a few more years. But for most of us, by the age of thirty five. We are a hard-wired set of pre-program happens behaviors like the die is cast Now, the good news is all the night. Neuroscience shows that you can actually change your brain. They didn't think you could do that. They used to think like that, was it? This was your personality and your son.

311



00:52:41.790 --> 00:53:04.230

Stephanie Bogan: But the idea is our brains. Focus on a fact or negative things on a factor of seven to one, which means when we see that task list. Are we going to say? Wow, We have a lot of great clients who have great things they want to ask, and we're going to need a better system prioritizing where you go. Isn't it. How am I going to get that done? I'm going to be so, laying my suck at this. I don't know why anyone pays me. I should just hold up now before I lose all my clients getting by having to die.

312

00:53:04.740 --> 00:53:08.569

Stephanie Bogan: Michael's laughing, so I know you feel me. Thank you for that. I really appreciate that

313

00:53:09.960 --> 00:53:17.190

Stephanie Bogan: we spend so much of our time in that stressed outstate because our brain wants to stay stuck there because it thinks it's saving us.

314

00:53:17.200 --> 00:53:18.959

Stephanie Bogan: It thinks it's saving us.

315

00:53:19.370 --> 00:53:24.160

Stephanie Bogan: So here's what we're going to do. What is the antidote number one? Any guesses.

316

00:53:26.890 --> 00:53:28.729

Stephanie Bogan: I put it on the screen for you.

317

00:53:31.690 --> 00:53:33.449

Stephanie Bogan: Does anyone see the screen

318

00:53:34.950 --> 00:53:38.689

Ethan Bridgewater: breathe? Three? That is literally the answer to

319

00:53:38.700 --> 00:53:40.019

Pamela Jacobs: the three.

320

00:53:40.300 --> 00:53:43.760

Stephanie Bogan: Why is breathing step? One always.

321

00:53:46.320 --> 00:54:06.390

Ethan Bridgewater: Thank you. I'm sorry to fly. Yeah, when you are in a state of rumor. Well, whether at a minor level or an intense level, depending on how long you hang out Here you are actually one hundred percent in a state of fight or flight. Your brain is saying, we have to fight when we have to run, and in most of our lives that's not an option in the water.

322

00:54:06.400 --> 00:54:13.539

Stephanie Bogan: Right? I cannot attack my task, list and win and make it go away right? I can't run away from it. That also does not solve my problem

323

00:54:14.200 --> 00:54:25.839

Stephanie Bogan: right, or we freeze, which is what procrastination and distraction are. By the way, there's strategies for just ignoring the problem, because we don't know what to do. Right? We're so afraid of what doing it means.



324

00:54:25.850 --> 00:54:38.469

Stephanie Bogan: And So you all are very familiar with the belly breath at this point. So that is your first strategy, which is, I want you to think about how you feel when you're in a state of everyone like What's something that feels overwhelming to you right now

325

00:54:39.600 --> 00:54:45.369

Stephanie Bogan: can write it down. You can picture it in your mind, but I want you to connect with that feeling of overwhelming.

326

00:54:47.380 --> 00:54:48.819

Stephanie Bogan: Close your eyes.

327

00:54:49.810 --> 00:55:00.390

Stephanie Bogan: Take three to five deep belly. Breast those deep red chest day's, flat belly expands, breathing in through the nose, out through the mouth. Slowly

328

00:55:00.550 --> 00:55:10.879

Stephanie Bogan: this literally relaxes your nervous system and takes you out of even that low-level stress state, fight or flight into

329

00:55:10.960 --> 00:55:12.379

Stephanie Bogan: neutrality.

330

00:55:14.190 --> 00:55:16.020

Stephanie Bogan: Couple more deep breaths.

331

00:55:28.060 --> 00:55:45.839

Stephanie Bogan: If you can exhale longer than you inhale or hold a counter to after the exhale, it actually pushes more carbon dioxide to your brain, and the research shows that actually has a ah calming effect, which is very interesting, which is why you have all those different breathing techniques.

332

00:55:45.910 --> 00:56:00.610

Stephanie Bogan: Do you feel different when you do that? I call it the baby breathing or the Buddha breathing? I mean by baby. If you lay a baby down on a bed like naked, and they breathe they only breathe through their belly that deep oxygenated relaxing calming

333

00:56:00.620 --> 00:56:06.810

Stephanie Bogan: non-cave man breath that's how babies breathe, and then, you know, they give them to grown-ups, and we do what we do.

334

00:56:06.820 --> 00:56:10.219

Stephanie Bogan: We send them to kindergarten. They learn to breathe shallow like the rest of us.

335

00:56:10.250 --> 00:56:22.179

Stephanie Bogan: So step one is. Can we sit in the space of breathing because that stops the condition, triggered response between stimulus. Whatever is bugging you whatever has surfaced,



336

00:56:22.190 --> 00:56:36.279

Stephanie Bogan: and this story that it's triggering. If Christian is sitting there, and then he looks at his cast list, where he gets one more new client right? Or Adam's like calling me laz. You're like I have like, Oh, my God! We're a client, and we're like, What are we going to do, and i'm like we're gonna breathe.

337

00:56:37.410 --> 00:56:40.440

Stephanie Bogan: And then we're going to implement a waiting list because no one is going to die.

338

00:56:40.450 --> 00:56:43.190

Stephanie Bogan: Now we did right, and no one died but

339

00:56:43.200 --> 00:56:47.419

high quality problem still feels overwhelming. Because, Adam,

340

00:56:49.850 --> 00:57:01.630

Stephanie Bogan: I'll never like consciously I can't turn it off. Why? Because subconsciously, somehow, i'll never be able to turn it back on bad things will happen. I did all this work. I did all that stuff wide stuff. Why, don't be down below it now.

341

00:57:02.780 --> 00:57:07.930

Stephanie Bogan: And so those are the stories that are constantly running in our head. And so, when we breathe,

342

00:57:08.110 --> 00:57:13.629

Stephanie Bogan: we give ourselves permission to remember this, which is, How do we want to feel instead?

343

00:57:13.910 --> 00:57:18.390

Stephanie Bogan: So in this space of calm, grounded breath,

344

00:57:18.830 --> 00:57:24.160

Stephanie Bogan: How do you want to feel, Doug? Julie Bridget? Joseph?

345

00:57:24.170 --> 00:57:44.019

Stephanie Bogan: How do you want to feel. I want to feel clear. I want to feel calm. I want to feel confident. I want to feel like i'm empowered to take agency over my business and my life, so that I can show up in ways that support me, the people that I love, and my work on this planet to the utmost without deluding my gifts. It's how I want to feel every day

346

00:57:44.360 --> 00:57:45.089

Stephanie Bogan: Doesn't mean I

347

00:57:45.100 --> 00:57:48.490

get to feel that way every day right? But that's also the choice part.

348

00:57:49.060 --> 00:57:54.059

Stephanie Bogan: What is the way that you want to feel instead of overwhelming? What's the alternative?

349



00:57:54.410 --> 00:57:58.630

Stephanie Bogan: Think about those times when you feel great and groovy, and things flow.

350

00:57:59.850 --> 00:58:05.139

Stephanie Bogan: Now breathe into that state. Michael Jill Michelle, breathe into it, Alexa.

351

00:58:06.840 --> 00:58:18.780

Stephanie Bogan: That state is yours. It's just energy. It's just where you sit from a state it's your brain, your frequency saying, this is where i'm getting clear and conscious

352

00:58:18.790 --> 00:58:19.290

Stephanie Bogan: it's a

353

00:58:19.300 --> 00:58:39.110

Stephanie Bogan: and then i'm going to make choices about how I respond to the situation. It might mean that there is more work to do on my task list when there is time, and I will need to account for that. I might need to call clients and say, Hey, we've had an unusual number of clients with issues, and in an attempt to get to everyone as quickly as we can.

354

00:58:39.320 --> 00:58:56.010

Stephanie Bogan: We're also finding that we want to make sure we take the time to do it right. As we sort of prioritize urgency it needs. We wanted to let you know that we're dealing with some more immediate priorities. But would it be okay if we got back to you in the next three or four weeks over the next month to deal with this issue. You know what clients say. Ninety-nine point nine percent of the time.

355

00:58:57.740 --> 00:59:01.600

Stephanie Bogan: Yes, because you're not going to call them if it's urgent right?

356

00:59:01.610 --> 00:59:20.329

Stephanie Bogan: So eighty percent of what Adam used to tell people he needed to do tomorrow is stuff that he right now has a whole system defines when it gets done So there's a lot of causation to why we are in that. The story is, I have to do it now, where something bad will happen as opposed to right letting the system the structure to find that.

357

00:59:20.640 --> 00:59:36.749

Stephanie Bogan: So, how do you reframe that overwhelm from this place. Right? What's happening is, I have too much to do, or i'm overwhelmed by saying no or something else. What's happening really is that there's a story surfacing from behind that fear, and it's overwhelming

358

00:59:36.760 --> 00:59:44.369

Stephanie Bogan: because our caveman brain not our conscious brain, is sitting in that seat, and our job is to breathe.

359

00:59:44.430 --> 01:00:03.850

Stephanie Bogan: Get conscious of this cycle, and then take charge of it. So here's a visual that I hope will help you. There is a cycle to overwhelm. Adam does not wake up and go. I'm happy today. Tomorrow i'm overwhelmed It doesn't work that way. It's like right winding gears right or a clock, which is when you start. Everything's good.

360

01:00:03.860 --> 01:00:15.480

Stephanie Bogan: And then there's some kind of event, right? The things that tell myself like what is happening before



X marks the spot. There's some charged event, we'll call it. Hence the lightning.

361

01:00:15.490 --> 01:00:31.269

Stephanie Bogan: What's happening just before the X is what I want you to pay attention to. If you get overwhelmed by your task list, is it the markets? Is it your marketing? Is it your staff? Is it your work, life balance? What happens just before the act that is charged,

362

01:00:31.920 --> 01:00:45.719

Stephanie Bogan: is it not? You know I got those prospects, and I just didn't know how to say no. Is it conflict with the staff member. Is it right? Lots of insecurity around picking a niche like what around that sense of overwhelm

363

01:00:46.380 --> 01:00:51.090

Stephanie Bogan: was charged before you hit the ocean at moment, as we like to call it, around here.

364

01:00:51.100 --> 01:00:54.340

Oh, my God! I'm overwhelmed. But I can't do this. I get to it anymore.

365

01:00:55.990 --> 01:00:57.689

Stephanie Bogan: So that's the moment

366

01:00:57.700 --> 01:01:09.490

Stephanie Bogan: right. My coach used to call it the Oh crap moment. Right then, X. Is your response. Right? You have that moment, and then the arrow that follows that, Nick, that's your response,

367

01:01:09.500 --> 01:01:19.279

Stephanie Bogan: so that strategy is often. I will work harder. I will work late. I will do whatever I need to do to write the ship and not feel overwhelmed anymore. Tara.

368

01:01:19.290 --> 01:01:32.599

Stephanie Bogan: And then you catch the the arrow on the backside where things are okay for a while, and then we get into that state of compromising or accommodating or pleasing or not? Right? It's okay. And we make the series of choices that got us there. And then what happens?

369

01:01:32.780 --> 01:01:37.790

Stephanie Bogan: Somewhere along the way Jail And, Joshua, there's going to be another triggering event, and we're going to be like,

370

01:01:37.800 --> 01:01:44.169

Stephanie Bogan: Okay, I can manage this. I can manage this. I can manage this, and then boom! I can't manage it anymore.

371

01:01:44.340 --> 01:01:56.670

Stephanie Bogan: And so notice your cycle because we all have one. It might be minor. It might be, Major, depending on how you answered those questions around regularity, frequency, and intensity,

372

01:01:57.700 --> 01:02:19.320

Stephanie Bogan: But overwhelm is a state that we become conditioned to, because we've been in a pattern of behavior and habits for a long time persistently that stress habit that I'm not in charge habit that I have to. I can't. I



shouldn't. I don't know how, when you feel disempowered. I don't care how smart, brilliant, attractive, or rich you are

373

01:02:19.330 --> 01:02:35.189

Stephanie Bogan: when you feel disempowered, and there are a series of things coming at you, you will ultimately very quickly feel overwhelmed, because that is the feeling of overwhelming it, Joshua. It's a feeling of disempowerment. It's an I am not empowered to improve my situation.

374

01:02:35.200 --> 01:02:38.660

Stephanie Bogan: If we recognize there's a cycle, Bob, what do we get to figure out

375

01:02:41.890 --> 01:02:51.729

Stephanie Bogan: that we are empowered to improve our situation. This is not just stuff that is happening to you. This is a cycle that you have learned to sit in.

376

01:02:52.120 --> 01:02:55.790

Stephanie Bogan: So tools, for when you're an overwhelmed

377

01:02:55.800 --> 01:03:04.869

Stephanie Bogan: one, breathe literally, no joke. Breathing is the connection. According to Harvard, If you don't, believe me,

378

01:03:10.640 --> 01:03:26.030

Stephanie Bogan: you ever have those times where you're like feeling really anxious and stressed out, and your brain and your like. There's no reason for this. This makes no sense. It's not logical. It's because your mind and your body are literally in its state of Disconnect your body's in that anxious fight or flight state,

379

01:03:26.040 --> 01:03:35.519

Stephanie Bogan: and your brain is like Well, hold on a minute, and we want to create that connection or integration. Breathing integrates mind and body. It creates space. I call it

380

01:03:35.880 --> 01:03:54.290

Stephanie Bogan: so that we actually sit in the control center and go what's going on? Take that three hundred and sixty view, and then decide from our values and our vision what vehicle we're going to get in to address the issue as opposed to just right from the clone car and going because the buzzer went off.

381

01:03:54.300 --> 01:03:58.059

Breathing is your best friend,

382

01:03:58.990 --> 01:04:18.260

truly, to get out in nature. I love just walking the dog. The dog is going to do the commute. I was like i'm, in this house too much. Not that I don't love you and all my zoom calls, but I was like my energy just feels funky. So I started a new. It's called axle to me on my calendar. So I walk the dog. That's I worked in an office. I would drive my car, so I drive access to the park.

383

01:04:18.290 --> 01:04:29.950

Stephanie Bogan: It's how I start my day. Right. That's how i'm bending my day, creating good routine routines are a great antidote for overwhelmed by the way, because everything has to fit in the structure where the system, and if it doesn't help the surface,



384

01:04:30.050 --> 01:04:47.309

Stephanie Bogan: walk around right, sit in a different space. I will sometimes go in the media room, which is right over there, turn on some songs, sit cross-legged for just a couple of minutes. Like I just need a rain break, because it's just too compounding. That's just too much information. Too many too much time on the ca like I've just been in it too long like. I just need to get to my creative, happy space,

385

01:04:47.940 --> 01:05:04.959

Stephanie Bogan: like all of this, is really about awareness and intention. Do one easy thing. Your brain gives you happy chemicals. It gives you serotonin and dopamine. That's why you check email, don't, make it email. It's like sugar. It's bad. It feels good. Really it's like a lollipop. It tastes really good, but it's bad for you

386

01:05:06.120 --> 01:05:15.999

Stephanie Bogan: right keeping on my mind's list. What are the things that you need are worried about, and that you can write down like, Why can't I figure this out? Okay, Write that down so your brain can release it.

387

01:05:16.100 --> 01:05:32.869

Stephanie Bogan: Put your phone in airplane mode if you need to do that right. Our long time favorite identified the story that's stuck in you. In the first place, I was talking with one of you before this call, and the conversation was around boundaries. Where? Where? Where are they? Missing boundaries here

388

01:05:32.880 --> 01:05:43.109

Stephanie Bogan: that you're accommodating? Because you're not putting boundaries in place. And why wouldn't you put boundaries in place when you know that what's happening doesn't feel good and isn't working like? Why would you not do that

389

01:05:43.120 --> 01:05:46.409

Stephanie Bogan: because we have stories that are stacking us.

390

01:05:47.270 --> 01:06:11.150

Stephanie Bogan: Can you focus on? Write Dan Sullivan to Adam's Point is brilliant. Guy, He wrote the book gap and gain brilliant book, right? It's our version of about willing below one. That's all it is. Success takes. So what you focus on expands. If you focus on that you have these tasks, and you're empowered to solve it. Then you have tasks that you're empowered to solve, and if you focus on the fact that you have a tasks and tsunami that's kicking your ass. You're going to leave that off. It's feeling like you got your aspect.

391

01:06:11.160 --> 01:06:12.919

Stephanie Bogan: That's just the way your brain works.

392

01:06:13.540 --> 01:06:25.870

Stephanie Bogan: Can you clean your desk? Not to not to distract yourself right? But can you look at your calendar like? Can you really start to make pull the levers of things that are going to create change most important to Adam's point earlier. Can you ask for help?

393

01:06:26.030 --> 01:06:30.620

Stephanie Bogan: Can you say to your spouse, hey? I'm looking at my schedule this week. I could really use some help here.

394

01:06:31.110 --> 01:06:42.950

Stephanie Bogan: Hey? To your team, hey? You know what i'm feeling really overwhelmed by everything on my list.



Can we look at what's a priority and what's not? Can we do some resetting to kind of write size by week, so that I can come into it feeling clear and confident in.

395

01:06:44.760 --> 01:06:54.939

Stephanie Bogan: If your staff says no, then you need to evaluate your staff other than that they're probably going to really appreciate that you're operating with a level of clarity and consciousness that you may not have before.

396

01:06:56.130 --> 01:07:23.519

Stephanie Bogan: You are always empowered to address the overwhelming, which is what I want you to know. It's just different strategies than the ones you've been using. You're using problem-solving strategies that require a lot of work on the back end. What we're proposing is that you use proactive strategies. Use that energy in a clear and conscious way to make different aligned decisions on the front, and then you get to recapture and recoup all of that lost energy,

397

01:07:23.560 --> 01:07:30.829

Stephanie Bogan: the direction of the things that you want. That's the inspired action. That's the hockey stick that you guys see here and talk about.

398

01:07:30.840 --> 01:07:32.740

Stephanie Bogan: That's where it's coming from.

399

01:07:32.750 --> 01:07:42.890

Stephanie Bogan: Does this resonate with you guys in terms of where you are? I see lots of nodding and writing. Um, but I also want you to know, like, where is the time where you manage the impossible.

400

01:07:42.900 --> 01:07:50.559

Stephanie Bogan: So I want you to drop in the chat, or actually, I'm going to ask you guys like Doug, Bob Scott, Tara, can you think of a time that you've managed these?

401

01:08:01.430 --> 01:08:02.750

Ah, me!

402

01:08:03.050 --> 01:08:13.320

Doug Marlow: It's really hard because it couldn't have been managed if it was impossible. So yeah, I've managed some hard tasks

403

01:08:13.440 --> 01:08:18.450

Stephanie Bogan: like, What's the secret like? How did you go from Bayes problem to? I got this

404

01:08:18.850 --> 01:08:22.580

Doug Marlow: usually by

405

01:08:22.670 --> 01:08:29.340

Doug Marlow: prioritizing the things that needed to be done, and when they needed to be done by as well as

406

01:08:29.680 --> 01:08:31.769

Doug Marlow: a lot of collaboration.



407

01:08:31.779 --> 01:08:33.200

Doug Marlow: Yeah. So reaching up,

408

01:08:38.520 --> 01:08:59.080

Stephanie Bogan: and I had to create presence for myself. Because you can't set priorities, you should not set priorities from a not present place. Right so when we hit that crack in the overwhelming it's when we stop, we're like, Oh, my God! It's too much That's when we get present, because we have to get real like. It's not working at like Now, it's not working, and we have to have the honest conversation that we should have already had with ourselves, which is, I have to address something.

409

01:08:59.109 --> 01:09:13.580

Stephanie Bogan: If we're talking about past lists like Doug is what he might be addressing is right priorities and creating a structure, and then ultimately talking to people and engaging that if it's a conflict with a partner, it right that might look like something very different.

410

01:09:14.000 --> 01:09:18.090

Stephanie Bogan: So, Doug, if you've done it once, what does that imply?

411

01:09:21.180 --> 01:09:24.689

Doug Marlow: It can be done again and again, and again and again.

412

01:09:24.700 --> 01:09:28.340

Right. So is there a problem that you guys cannot solve?

413

01:09:29.240 --> 01:09:38.259

Doug Marlow: If a bomb drops from sky or aliens come like we're all in the boat on that one. But I'm talking about just your average run in the mill. Welcome to being in business for your self problems.

414

01:09:39.300 --> 01:09:43.100

Stephanie Bogan: Do any of us really have any wildly new problems.

415

01:09:43.850 --> 01:09:49.890

Stephanie Bogan: No. Are we in a community of almost two hundred people who are in there done it, been there willing to work it out with you

416

01:09:49.899 --> 01:09:51.210

Stephanie Bogan: absolutely.

417

01:09:51.270 --> 01:10:02.229

Stephanie Bogan: So. We all have these moments, but I really just want to surface the evidence that when you're in your power you feel great. So, Bob, can you think of a time where you dealt with something really hard? And how did you navigate it?

418

01:10:10.520 --> 01:10:13.170

Bob Scott: If you've got a trainer? Yeah,

419

01:10:47.990 --> 01:10:51.930



Bob Scott: it is. You want you want the answer to. Do you want the honest answer to that question?

420

01:10:52.170 --> 01:11:12.009

Stephanie Bogan: What So one my trainer like? I love this about my trainer, which is, he says, Pain is just weakness, leaving the body, and I would like to point out that's really true super-duperture of pain of all kinds. It's just weakness living the body. But when you think about what what you talked about, Bob, and if you really listen to what Bob said, what Bob said is when i'm working out,

421

01:11:12.020 --> 01:11:21.040

Stephanie Bogan: I bring discipline. Discipline, by definition is the ability to give up something that you want. Now for something that you want more. Later,

422

01:11:22.220 --> 01:11:35.689

Stephanie Bogan: when it comes to working out. Bob is willing to give up feeling comfortable and cushy now, and put that yummy donut in his face, and to actually make himself hurt on purpose. Because what he wants more is, why do you do that, Bob?

423

01:11:39.000 --> 01:11:41.929

Stephanie Bogan: Right? So values vision.

424

01:11:42.020 --> 01:11:49.720

Stephanie Bogan: The why is bigger than the what? If every single time, ladies and gentlemen, you're going to find that i'm so reliably boring

425

01:11:50.690 --> 01:11:51.960

Bob Scott: Bob.

426

01:11:51.970 --> 01:11:54.279

Stephanie Bogan: Now let's talk about the business.

427

01:11:54.690 --> 01:12:06.079

Stephanie Bogan: If we're not applying that same discipline. It means that the relationship between giving up something now for something we want later is broken like that. Disconnect and vision of values is there? There's a what if it's bigger than the Y

428

01:12:06.770 --> 01:12:12.530

Stephanie Bogan: That's usually it shows up in the form of resistance or a story, because it's bigger

429

01:12:12.540 --> 01:12:27.160

Stephanie Bogan: than the why, until you surface. It. And so the question is, you want to live longer be healthy. You have this vision of the new value, health and well-being. What is the breakdown in the business with that discipline equation?

430

01:12:29.870 --> 01:12:49.559

Stephanie Bogan: That's the question like That's the answer is, what's your vision? What's the value? When Adam said, my vision for my life is to provide for Andrea and my kids in a way that the girls, in a way that I feel good about like Adam like it was like. It was almost like the skype-hearted right. It was like

431



01:12:49.670 --> 01:12:51.559

Stephanie Bogan: instantaneous.

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01:12:52.320 --> 01:12:54.959

Stephanie Bogan: The perception was that quick.

433

01:12:55.800 --> 01:13:08.930

Stephanie Bogan: Because suddenly that why, and that's the piece with the breakdowns in the business. Overwhelmed is a story that's sitting in that space of that. Why, isn't big enough. We aren't clear on where those breakdowns are.

434

01:13:09.520 --> 01:13:14.949

Stephanie Bogan: Bob knows what he needs to do to get to the vision and values of health and well-being and an awesome body

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01:13:15.050 --> 01:13:22.510

Stephanie Bogan: right He goes to Jim. He does that if we don't know if we don't think we can't, we shouldn't we don't know how what happens every time,

436

01:13:23.370 --> 01:13:30.000

Stephanie Bogan: if you think you can. You think you shouldn't stories, or you don't know how you will stop

437

01:13:30.190 --> 01:13:33.250

Stephanie Bogan: unless you were duly inspired? You,

438

01:13:33.620 --> 01:13:43.980

Stephanie Bogan: Adam, had to have a moment of inspiration. Right pain is also the rapt and absorption of learning. He heard something that heard so bad that he was like. I would figure this out.

439

01:13:44.070 --> 01:13:46.940

Stephanie Bogan: I can't have that again. I cannot hear that again.

440

01:13:47.560 --> 01:13:59.720

Stephanie Bogan: So, Bob, it's not that pressing when you're comfortable. That's the challenge when you're comfortable, is what is my behavior in service of lots of good stuff.

441

01:13:59.730 --> 01:14:19.660

Stephanie Bogan: What's it costing me still right Where is overwhelmed? Showing up what's that costing me? And then you can get to the strategy, the structure, and ultimately the system. Your system for health and well-being is paying a trainer. Your system for right successful happy work is being in limit, like, What's that next level of system?

442

01:14:19.810 --> 01:14:27.999

Stephanie Bogan: And so that's where we talk about. Fear is what's behind the overwhelmed. But we've got to figure out what we have to account for, because that's our roadmap for change.

443

01:14:29.160 --> 01:14:30.639

Stephanie Bogan: Does that help them?

444



01:14:31.620 --> 01:14:36.839

Stephanie Bogan: It's not comfortable, but it does answer the question Right? It's that. What are you giving up now,

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01:14:37.170 --> 01:14:49.330

Stephanie Bogan: right you you feel like when you make these choices, whatever they are, that you're giving up something that you don't want like you're like, Yeah, this is way more comfortable, like. So the values in that it's that time in the mouth and the tongue and the shoes thing.

446

01:14:49.430 --> 01:14:55.309

Stephanie Bogan: So it's where isn't it working for you? And what's that roadmap for change?

447

01:14:57.550 --> 01:14:59.800

Stephanie Bogan: Does that help You're welcome

448

01:15:00.070 --> 01:15:01.349

Stephanie Bogan: tara

449

01:15:04.220 --> 01:15:18.800

Tara Bansal: uh mine was when I went through my divorce, and a lot of what you said already. Um! One was. It got so bad that I had to get real and make some different choices, and

450

01:15:18.980 --> 01:15:30.249

Tara Bansal: one step at a time, you know, like what What can I let go of putting myself first and making those smart choices?

451

01:15:30.310 --> 01:15:47.189

Tara Bansal: But figuring out the smart choices can feel hard. Maybe that's who's part of yeah, like you're like. Well, if I knew I would have already done it, I guess I don't know. So even your brain like i'm dumb. We're in this or i'm that or whatever. I'll just go over here and find some strategy to work over it that doesn't feel nearly as bad.

452

01:15:47.200 --> 01:15:49.619

But what I heard Tara say,

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01:15:49.960 --> 01:15:57.249

Stephanie Bogan: and we heard it earlier, too. But this is the core of all things, which is the first thing that Tara had to do to get to that place

454

01:15:57.320 --> 01:16:05.260

Stephanie Bogan: of working out of her overwhelm was deserving. She said I had to get to a place where I felt like I deserved to be in a different situation.

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01:16:05.510 --> 01:16:13.769

Stephanie Bogan: So if you don't think that you deserve the next level of happiness, success, joy, and abundance. Your brain will not allow you to give it to yourself. It's just not how your brain works.

456

01:16:14.430 --> 01:16:24.719

Stephanie Bogan: And so, if you're working hard and you're efforting, and you're doing all the things, and you're like, Wow! Right? Then the the core question is, do I feel enough? Do I feel worthy? Do I feel deserving



457

01:16:25.060 --> 01:16:28.280

Stephanie Bogan: Do I feel like things are always going to work out for me,

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01:16:28.610 --> 01:16:41.600

Stephanie Bogan: and I understand what it's like to sit on the other side of that, to feel lacking and not enough. And like you're never ever going to be worthy and like. No matter what you do, you are somehow not doing wrong, but being

459

01:16:42.790 --> 01:16:47.679

Stephanie Bogan: feeling like you were being wrong is the worst feeling on the planet,

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01:16:48.710 --> 01:16:57.550

Stephanie Bogan: and we just go there so quickly. But when you recognize how capable and how empowered and how deserving you are. I finally just had to get to a place.

461

01:16:57.560 --> 01:17:10.560

Stephanie Bogan: I just said I've been through a lot of shit. I think that makes me extra deserving of joy and love and abundance, because I'm the kind of person who actually wants to give it back to people in spades. So I'm going to go ahead and put on the hat. But I definitely deserve it

462

01:17:11.090 --> 01:17:12.660

Tara Bansal: like, Can I ask?

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01:17:12.670 --> 01:17:22.320

Tara Bansal: Yeah, I feel like most people make that shift quickly like you, said Adam. Kind of the sky's parted. And

464

01:17:23.060 --> 01:17:25.789

Tara Bansal: or is it more a gradual process?

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01:17:25.800 --> 01:17:32.190

Tara Bansal: I'm going to let Adam answer that question because I think deserving is an evolution. I think it starts with the right way,

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01:17:32.200 --> 01:17:38.330

Tara Bansal: but it's supported by an evolution. But I'm going to let Adam. I'd love to get Adam's perspective on how he went through that.

467

01:17:38.950 --> 01:17:40.530

Adam Cmejla: Yeah, I

468

01:17:41.450 --> 01:17:56.020

Adam Cmejla: That's a hard I'm trying to remember. And and I mean, I'll never that that moment in my life and I what we're just talking about over the weekend that that one moment is forever etched into my brain as being

469

01:17:57.410 --> 01:18:16.820

Adam Cmejla: the the tipping point of it. But I sometimes ask myself, Well, why is that? Because I was already



committed to limitless? I was already in. I was already working on it. We knew what I knew, what I was solving for quantitatively. I think that probably attached the the most emotional

470

01:18:16.830 --> 01:18:36.060

Adam Cmejla: um, but not baggage, I guess, is a first word that comes to mind, and that's the hard part that I think of as a coach when we talk to advisors is what is your big why, and and that's the hard part for us to get a variation. I'm not really sure what. My! Why is I? I think I have a why, but there's a disconnect between the

471

01:18:36.070 --> 01:18:54.350

Adam Cmejla: the why and the what if right until you reach that point until you find that? What it that? Why, it's easier for the what it's to. Just continue to kind of pound down whenever you face a little bit of friction or a resistance to do something that you haven't done before.

472

01:18:54.500 --> 01:18:55.630

Adam Cmejla: So

473

01:18:55.720 --> 01:19:06.119

Adam Cmejla: yeah, I know that's not the direct answer of Oh, well, if you just do this, then you'll find your big. Why, that's that's what i'm looking for, and I just don't have that.

474

01:19:06.240 --> 01:19:24.250

Adam Cmejla: But for me it was a little bit of a chicken in the egg type thing, because, like I said, we were committed to limitless. I was committed to that. I knew what I was solving for, but it took that one moment to be kind of the the rocket fuel that just, you know, Match me fuel and dresses

475

01:19:24.460 --> 01:19:26.460

Adam Cmejla: continuing to be written as history.

476

01:19:26.650 --> 01:19:37.190

Stephanie Bogan: I like to say that change is. I mentioned this earlier. It's a revolution. The decision is revolutionary. The discipline is evolutionary

477

01:19:37.550 --> 01:19:59.050

Adam Cmejla: right, Adams. Why was so big that that really carried him through to? Can I be accountable to write systems and structures, setting a minimum, holding to a minimum, doing an analysis charging enough based on that? Enough, Yes, because the energy of that Y was more powerful than the overwhelming feelings of the What if, and fear, and the uncertainty and the doubt,

478

01:19:59.060 --> 01:20:07.289

Stephanie Bogan: and that has to be backed up here every day, which is why we talk about what's your daily routine, you know. Are you catching Christ

479

01:20:07.300 --> 01:20:29.049

Stephanie Bogan: still? Did this day catch incorrect like I don't know I put it off. I'm feeling overwhelmed. It really means this like Oh, you know, like because every time that you upward rolls you're challenging. It's like a muscle. If I go from ten pounds box twenty pounds, i'm going to feel that extra weight, and then my body, my muscles are going to tune to it right over time rigid. And then one day that

480

01:20:29.060 --> 01:20:33.360



Stephanie Bogan: twenty pounds is going to like stuff that used to flip me out. I'm like whatever people piece out

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01:20:33.780 --> 01:20:51.379

Stephanie Bogan: right. But it doesn't mean there aren't things that I still don't know. Oh, wow, I feel reactive. I'm like wow, I feel reactive. I think i'm going to sit on that one for a little bit, because I really like to not do or say something stupid like, Okay, I can sit in that space for five minutes. All right, so it's a muscle where you go, hey? You know what

482

01:20:51.520 --> 01:20:53.539

Stephanie Bogan: i'm really clear that

483

01:20:54.290 --> 01:20:56.400

Stephanie Bogan: my expectation is,

484

01:20:56.930 --> 01:21:12.319

Stephanie Bogan: and when i'm not having that experience, I will stand in a space of awareness, and I will account for it. That is a better strategy, a new and better strategy than overwhelmed. Because what we're really asking you to do is, can we sit in a place where we notice it and replace it?

485

01:21:12.760 --> 01:21:19.869

Stephanie Bogan: Hey? I noticed the worldly wheel going. I better sit in that space and take a second of right. Well, i'm running straight into a meeting. I don't have a lot of time.

486

01:21:19.880 --> 01:21:34.080

Stephanie Bogan: You always have ten seconds to take. You know, every time that I don't take the ten seconds when I show up, and I do a call, or I do a web. I'm like, Oh, man, if I just taken that ten seconds it would have been like ten times more amazing. I always know you guys never know. I always know.

487

01:21:34.110 --> 01:21:36.809

Stephanie Bogan: Then what's the natural response when I know it

488

01:21:37.980 --> 01:21:46.519

Stephanie Bogan: right. Should it get all overwhelmed like, No, like, okay, like, no take to ten seconds stuff. So now I take the ten seconds.

489

01:21:46.660 --> 01:21:49.830

Stephanie Bogan: Sometimes they get to take more, but I always try to take the ten

490

01:21:50.300 --> 01:21:56.829

Stephanie Bogan: right? So that's just a simple strategy and structure. So, Tara, for you and for everyone else the decision

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01:21:56.840 --> 01:22:18.959

Stephanie Bogan: to not live in a state of overwhelming it deeply. It's an emotional decision like I deserve more and better. This is not what I signed up for When I said, I want to start a business I did not mean. I want to turn myself inside out on a daily basis, trying to serve all my damn story so much that I don't ever show up for myself the people that I love, or my work on this planet without delivering my guests like Stop,

492

01:22:20.000 --> 01:22:28.610



Stephanie Bogan: You know that I say that because I say it to myself all the time. It's what I say like. Just stop, Don't. Dilute yourself for the people that you love, or your work on this planet just can't do any more.

493

01:22:29.320 --> 01:22:31.959

Stephanie Bogan: And that's the accountability piece. So

494

01:22:32.110 --> 01:22:38.109

Stephanie Bogan: disrupt the feeling. State is step one that's breathing that's walking. That's catching. Correct,

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01:22:38.120 --> 01:22:55.650

Stephanie Bogan: so that you can then replace it with that clear, calm, present state right above the line empowered. If that means you take some time later in the day. It means you Journal. It means you call your coach. It means you talk to your mastermind or your spouse, and just say, Hey, i'm feeling really overwhelmed. I just need to process this. Sit down with your team, hey?

496

01:22:55.660 --> 01:23:00.220

Stephanie Bogan: There's more than I think we can do. Can we talk through how we might. What will it take to solve for this?

497

01:23:01.390 --> 01:23:07.820

Stephanie Bogan: Because you're all intelligent, capable, caring committed people, and I know that you have all done really difficult things

498

01:23:07.890 --> 01:23:19.169

Stephanie Bogan: when you've had to, or you've wanted to so badly that you were willing to step over the What Ifs that stopped you right? So that's why vision and values are so compelling,

499

01:23:19.740 --> 01:23:38.030

Stephanie Bogan: because that's the thing that will kick that overwhelmed story. So tools to keep you out. Uh, how often do you say no compared to. Yes, Adam and I were just talking about this. You get to a point when you get successful. It just feels kind of sad and sucky because you get all these opportunities, and you have to say no to like many things.

500

01:23:39.310 --> 01:23:46.660

Stephanie Bogan: It's really hard because your brain is like it's good. We should do it. But what it forgets to tell you is, we just only have to do one great thing to have that really awesome

501

01:23:46.670 --> 01:23:47.529

Stephanie Bogan: a fact

502

01:23:48.210 --> 01:23:50.559

Stephanie Bogan: Right track your time for a week.

503

01:23:50.740 --> 01:23:53.660

Stephanie Bogan: Where is it really going?

504

01:23:54.130 --> 01:23:56.389

Stephanie Bogan: Or is it really going



505

01:23:56.870 --> 01:24:08.090

Stephanie Bogan: so like? Have you organized that right, Michael? Kittens and I talk about this, like twenty percent of our time goes here. Twenty percent of our time goes there like, Where is your time going strategically?

506

01:24:09.660 --> 01:24:14.890

Stephanie Bogan: How much is marketing? How much is leadership and team. How much is right? Client work

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01:24:15.140 --> 01:24:42.830

Stephanie Bogan: again. We've got lessons that support all of that. But until you get to the place of being empowered, you won't put the calendar or the same bosh, or the primary, or jumping your time in place because we won't live in the land of magic, thinking whether it's that. If I just be nice to my partner, it'll work out, or if I just ask my staff seventeen more times, it'll be okay. Or if I just keep putting things on the task list and moving them eventually they will get done right. These are all excuses that we make

508

01:24:42.840 --> 01:24:54.149

Stephanie Bogan: in lieu of results, right? And so, when you get really clear, that overwhelm is just a state of mind in a state of being, then you can make changes one. Are you taking care of yourself?

509

01:24:54.220 --> 01:25:03.110

Stephanie Bogan: Protect the asset as atomic habits rate, and you or the asset rule Number one, Tara. You are the asset. Michelle. You are the asset, Nick. You are the asset.

510

01:25:03.130 --> 01:25:20.549

Stephanie Bogan: It's so trite and cliché. But are you sleeping? Are you drinking enough water? Are you eating healthy like. If you're not doing those things, you're going to compromise your mental energy, your state, your physical energy, and we don't, show up our best when we when we operate from these places. So our tendency,

511

01:25:20.560 --> 01:25:36.309

Stephanie Bogan: our strategy for overwhelming, tends to be worked harder and longer, and put ourselves at the bottom of the list, and that is, according to experience and research, the absolute thing that will ensure that you are least empowered to improve your situation for you and for anyone else.

512

01:25:36.650 --> 01:25:44.769

Stephanie Bogan: So here's what we've really talked about. If it's a model that helps you one step, one is awareness. Know your cycles and triggers.

513

01:25:44.920 --> 01:26:12.970

Stephanie Bogan: What's my cycle. I put too much on my list. I avoid the conversation. I frustrate around getting the project work done like, What is the cycle? How is it, showing up for you to separate facts from your personal stories. I hate marketing. I suck at marketing. This is never going to work for me is entirely different than well, if i'm realistic, I don't have a very clear niche, and I haven't defined my strategy, and I haven't executed consistently for a year. I was just hoping it would work, and it hasn't been focused off about it

514

01:26:13.080 --> 01:26:16.300

Stephanie Bogan: right like That's entirely different than the facts.

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01:26:16.520 --> 01:26:46.120

Stephanie Bogan: Action. What are your go-to strategies when overwhelmed, Hjts, Angela, what will you do? Cause



where do you take the breath where you meditate when you turn on the way you ask for help with you like. How do you stay in that zone where you have the ability to say? Oh, this is a priority to Adam's point, and i'm probably going to want to put this over like hey? You know what I' to schedule this meeting, but i'm going to need to give it to to because right she's the one that make sure that the trains went on Time here. Could I transfer you

516

01:26:47.300 --> 01:27:01.480

Stephanie Bogan: like That's just a technical strategy like I hate saying no or like. We always joke. If there's a freak done in the process, it's because I did it right. If I schedule i'll be the first person to be like every time. Ask Lisa, who's scheduled this this way

517

01:27:02.890 --> 01:27:13.039

Stephanie Bogan: every time. This is like you did, and i'm like, Oh, and she's like. So What's the code that I can put in here for when you do these things? And i'm like, Never mind. I got you

518

01:27:13.050 --> 01:27:30.850

Stephanie Bogan: right, so it's those moments of like, How do we create that system for ourselves? What are those go-to strategies? So I just don't schedule things for myself because I just care too much. I try too hard. I want you all to have the best tomorrow, and that just doesn't work every day, right? So someone else has to be the filter on that pipeline,

519

01:27:30.860 --> 01:27:56.280

Stephanie Bogan: and then achievement like, How do you get to a place where you continue to refine your awareness and your personal practices to stay in a clear, empowered state. Not all of the time, but way more of the time. How about not seventy percent of the time, how about seventy percent of the time we're empowered, and twenty or thirty percent of the time we're stock are struggling right, and we we can elevate that. But the goal is to find your next personal part. What does that look like for you?

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01:27:57.330 --> 01:28:04.670

Stephanie Bogan: So I want you to ask yourself this question. I've talked a lot about overwhelming. That's probably overwhelming.

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01:28:04.680 --> 01:28:08.260

Now I have to go fix my overwhelming problem. That's not overwhelming.

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01:28:08.530 --> 01:28:15.660

Stephanie Bogan: Take that breath, and just imagine a future where overwhelmed doesn't overtake you on a regular basis.

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01:28:16.090 --> 01:28:35.710

Stephanie Bogan: Where you get to drive meaningful growth towards your vision, you get to do energy creating revenue, producing work that you love in a not necessarily lax basic way, right, but in a like a powerful, productive, not manic, frantic way. What does that look like for you?

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01:28:37.650 --> 01:28:39.140

Stephanie Bogan: What does it look like.

525

01:28:40.940 --> 01:29:02.109

Stephanie Bogan: Then the question becomes, What's the gap between here and there? Where can you create leverage and your marketing and your operations in your systems, in your people process of platforms and your branding and your packaging. Where are the breakdowns that are creating the overwhelming? Are you working



with too many clients for too long for too little

526

01:29:02.120 --> 01:29:20.790

Stephanie Bogan: right. Are you doing free work for people that you know You just don't know how to say Ooh! I'm so sorry I should have been charging you for it. It's not just a over alum. It's not a taskless problem. It's just the way that it tends to manifest itself that we are very familiar with. Overwhelm is a state of being where you don't feel empowered to improve your situation.

527

01:29:22.160 --> 01:29:31.469

Stephanie Bogan: And so, if you're really clear on what you want it to look and feel like you, Sheena, are always empowered to say, How do I sit in that gap? And what do I need to account for,

528

01:29:31.580 --> 01:29:45.489

Stephanie Bogan: and then the work is, as Terra pointed out. That's the immediate revolution. Oh, Crap, I need to deal with this. The evolution is, Can I have the discipline, put the strategy, the systems, the structure of the staff, whatever it is, in place

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01:29:45.500 --> 01:30:00.590

Stephanie Bogan: to hold me accountable, whether it's a coaching program or a mastermind, or a buddy, or a personal coach, or a personal assistant, or an operations manager like what is that level of accountability that we need to bring that level of discipline to the practice,

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01:30:00.600 --> 01:30:09.979

Stephanie Bogan: and to you as a person, because what I know is they are inseparable. If you're having a bad day and fighting with your spouse. It's going to show up when you walk him in the office.

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01:30:11.230 --> 01:30:16.280

Stephanie Bogan: You're really insecure about raising your fees. It's going to show up when you're talking with your team,

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01:30:17.530 --> 01:30:29.679

Stephanie Bogan: and so overwhelm is really about. How do we get from a state of feeling disempowered to a state of genuinely and truly feeling empowered about our circumstances.

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01:30:29.790 --> 01:30:47.270

Stephanie Bogan: So it's got another five or ten minutes, and with that I know we've kind of talked and chatted. But I will stop there and see what questions you guys have. Does this resonate with you? These are very quiet today, which either means we're really on to something, or this was really bad, in your

534

01:30:49.180 --> 01:30:50.389

Stephanie Bogan: which

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01:30:50.400 --> 01:30:53.509

at any point, anyone can just say it was the form or not the letter.

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01:30:55.980 --> 01:30:58.190

Stephanie Bogan: So how does this sit with you,

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01:30:58.200 --> 01:30:59.999

Nick, when you think about it,

538

01:31:00.570 --> 01:31:10.089

Stephanie Bogan: and you process right the last hour, hour and a half. What are your key takeaways? And as you think about that. What are your keynotes? I want all of you to do this with Nick.

539

01:31:10.370 --> 01:31:23.219

Stephanie Bogan: What are your two or three keynotes, Andrew William, as you think about this like because we just talked about a lot if you go back to get nineteen more things. But what are the two or three that really stuck with you. That's what surfaces First start there

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01:31:23.490 --> 01:31:30.149

Stephanie Bogan: that your intuition, your brain, your neuroscience going, Alexa. This is what really resonates with us right now.

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01:31:31.580 --> 01:31:38.420

Stephanie Bogan: So, Nick, for you. What are those two or three takeaways where you're like? That really makes sense to me. I might need to course. Correct here a little bit,

542

01:31:42.220 --> 01:31:44.309

Stephanie Bogan: Mr. Fuller. Sorry

543

01:32:01.390 --> 01:32:02.460

Stephanie Bogan: they.

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01:32:02.910 --> 01:32:05.799

Stephanie Bogan: So what's one structure you can put in place

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01:32:06.160 --> 01:32:09.610

Stephanie Bogan: relative to a place where you feel overwhelmed Specifically,

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01:32:20.660 --> 01:32:21.679

Stephanie Bogan: it's.

547

01:32:21.690 --> 01:32:30.410

Stephanie Bogan: And this is where those stories will kick in. I can't trust outsource. It's going to cost too much. No one can do it as good as me. Those are all stories.

548

01:32:30.420 --> 01:32:55.959

Stephanie Bogan: It doesn't mean it's the right solution for everyone forever. But those are all stories that sit in between you and taking action. So when those Tory surface. That's the awareness of what you want to check, so that you ask yourself, what is my roadmap for chasing? What do I actually need to do to stop filling over wrong and to start taking ownership of my situation. So I think that's great right. So, putting some structure in place and outsourcing tasks to free up time so that you can focus on those energy creating activities,

549

01:32:56.910 --> 01:32:58.659

William Pitney: all right. Who else? Who has?



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01:32:58.730 --> 01:33:00.370

William Pitney: Yes, William,

551

01:33:16.390 --> 01:33:17.519

William Pitney: it is

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01:33:44.170 --> 01:33:53.360

William Pitney: well. And so look, we're all getting ready to get ready right. So when you when you're ready, you will implement as my mother-in-law likes to say when he's had enough, he'll get up from the table.

553

01:33:53.670 --> 01:33:56.590

Stephanie Bogan: She's a very wise woman, very wise woman.

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01:33:56.600 --> 01:33:59.209

She's also a really good cook. She was here last week, and,

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01:33:59.220 --> 01:34:01.760

Stephanie Bogan: like we, we enjoyed very much of it.

556

01:34:01.770 --> 01:34:31.610

Stephanie Bogan: Uh right. So for William, it was putting the Asana structure in place to create that for an organization system right to create a structure for those ideas and those projects to filter through, so that his subjective feeling in the moment was not the gating factor. For whether we do That's why the Quarterly business reviews and things like Asana are very helpful. Because you're retraining your brain that sort of reacting to circumstances, or even amazing opportunities that we're responding through the lens of our very reliable system.

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01:34:31.620 --> 01:34:46.850

Stephanie Bogan: Sure, if we follow it, that we don't get overwhelmed right? So assign is really cool, because it integrates with calendar. So I love time blocking on my calendar, because then people know when my calendar is full. Tesla really Don't, do you that service, they just grow

558

01:34:46.880 --> 01:35:13.890

Stephanie Bogan: so you can look at my calendar on any given day and see exactly where it fits. You can see exactly how much overflow right that just goes into a certain spot, because there's always overflow. By the way, I always have some thing or idea it's just where, whether it's in the parking lot, whether it's or it's like four things or commitments. Those things always get scheduled right, and they're scheduled a quarter in advance, so that I know how much time I have for those other effects.

559

01:35:13.900 --> 01:35:28.479

Stephanie Bogan: So whether it's a a scheduling structure or something else right? Staffing right, not checking email for Adam, It started with like setting his fees, working with the right clients right, picking his niche, because dealing with all those clients and all that work

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01:35:28.490 --> 01:35:37.719

Stephanie Bogan: for not all that much money was, no matter who you are, how smart or capable or caring you are. It's going to be overwhelming because the math, just as a pencil.

561



01:35:37.840 --> 01:35:48.469

Stephanie Bogan: So is this a fact, a method issue where you've got to look at your clients or your fees? Or is your staff really in the right spot like, What are the content and the facts as we talked about?

562

01:35:48.480 --> 01:36:02.940

Stephanie Bogan: And then what's feeling that's really driving that overwhelming conversation? And how can you reconcile that with the facts in a way that you can get clear, get focused, and start to A to take actions that, instead of being overwhelmed, you are

563

01:36:03.010 --> 01:36:17.109

Stephanie Bogan: genuinely empower, not perfect. Doesn't mean that your time is always like organized the T. But it means that you're moving in the direction that you want, that you've got a disciplined approach, and that you've got a strategy for managing yourself.

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01:36:17.320 --> 01:36:27.090

Stephanie Bogan: Your relationship with yourself and your time, and the things that you have said yes, to in a way that is in service of you,

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01:36:27.100 --> 01:36:45.320

Stephanie Bogan: the people that you love, and this work on your work on this planet. And when we do that back is when we really lean into being limitless. So I really hope that today's conversation about overwhelming was impactful for you, because I know it's one of the most impactful conversations for me. With that you guys have a fabulous day.

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01:36:45.330 --> 01:36:48.949

Stephanie Bogan: Go forth, get clear, breathe,

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01:36:49.240 --> 01:36:52.920

Stephanie Bogan: and believe that you are empowered to make the changes that you need to

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01:36:53.070 --> 01:36:55.720

Stephanie Bogan: make it a great week. Ladies and gentlemen,

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01:36:55.730 --> 01:36:57.000

Stephanie Bogan: go. You.

