

# LIMITLESS Coaching Call Transcript

DECEMBER 12<sup>TH</sup>, 2022  
LIFESTYLE COACHING CALL

00:20:18.650 --> 00:20:38.510

Stephanie Bogan: All right, hey, everybody. I guess you're already joining us is Allison and I work out the logistics for which, so it happens when you're back from a 12 week speaking tour, and everybody in your house becomes ill. So my house is the kind of disease this December, but we're getting it all out of the way in 2,022 clearing the way for an easy and abundant and joyful

160

00:20:38.520 --> 00:20:51.759

Stephanie Bogan: 23 in these parts, and wishing you all the same. This is our last coaching call of the year. A couple of announcements. We will draw winners at the end of the call. if you submitted your Qvr. And end of your survey.

161

00:20:52.120 --> 00:21:01.990

Stephanie Bogan: If you haven't there's still time we'll do that at the end of the call best ugly sweater contest. I do have my annual Christmas Unicorn.

162

00:21:02.060 --> 00:21:04.700

Stephanie Bogan: I mean, how do you feed that in terms of

163

00:21:04.720 --> 00:21:12.709

Stephanie Bogan: tacky and attractive, I mean, and it's like 5 size is too big, because this is all they had at Walmart. It's really that's where you go to get all the best Becky Christmas

164

00:21:13.100 --> 00:21:23.750

Stephanie Bogan: and then our best, worse or worse Christmas joke. there! These are not all gonna be Pg: so if that and i'm sure it. Mine's not it's not that awful or anything. But it's funny.

165

00:21:24.230 --> 00:21:42.269

Stephanie Bogan: so we'll let you mute at that point, if it gets to be an issue. But this is one of the funest parts of the year, because you guys have some really good Christmas jokes, all right. So we're gonna be giving away more of our awesome limit with the Eddie's a free learning lab, and I think we've got 12 of them scheduled next year.

166

00:21:42.280 --> 00:21:53.000



Stephanie Bogan: covering a variety of topics. So you'll get more information on those in January, and a limitless book set right our favorite books for you to read over all that downtime during the holidays.

167

00:21:53.310 --> 00:22:04.890

Stephanie Bogan: if you have any questions you can go to Slighto. But honestly, today, I would say, drop them in chat unless you have any really specific questions, in which case just reach out to us in the coaching inbox, and we will be happy to assist you.

168

00:22:04.950 --> 00:22:12.649

Stephanie Bogan: we have Michelle and Jed on the call with us today. They're gonna be sharing some of their success stories, for from this year with us

169

00:22:13.120 --> 00:22:15.200

Stephanie Bogan: and Adam, I believe, had a quick

170

00:22:15.220 --> 00:22:20.469

Stephanie Bogan: request Psa! That he wanted to share Adam. Do you want to do that quick?

171

00:22:24.000 --> 00:22:29.210

Stephanie Bogan: He was just, too. He was walking into his office. But we we must

172

00:22:29.370 --> 00:22:30.180

Limitless Adviser: wait.

173

00:22:31.140 --> 00:22:43.689

Stephanie Bogan: all right. Well, Adam is looking for a client service assistant to join his team. and he was gonna let anyone know if you know anyone who might be well suited to that position to please reach out to him.

174

00:22:43.990 --> 00:22:45.200

Stephanie Bogan: So there you go.

175

00:22:46.170 --> 00:22:50.860

Stephanie Bogan: Alright. Okay, it is our last little discussion call of the year. Why is my

176

00:22:51.420 --> 00:22:52.210

come in?



177  
00:22:53.200 --> 00:22:57.580  
Stephanie Bogan: Do you guys see what I see? And it's because I have control.

178  
00:22:57.620 --> 00:22:58.320  
Stephanie Bogan: Okay

179  
00:22:58.410 --> 00:22:59.510  
by clicking.

180  
00:22:59.690 --> 00:23:07.510  
Stephanie Bogan: and we all know, like zoom. And I have like a you know, an interesting relationship. It's like, I'm clicking the button, I swear

181  
00:23:07.710 --> 00:23:19.039  
Stephanie Bogan: alright, so Jed is, and Michelle, as I shared, are gonna share some success stories from the year that i'm gonna ask you all to share some of yours. so with that, Jed, do you want to kick us off?

182  
00:23:21.990 --> 00:23:23.230  
Limitless Adviser: You're on mute Jen.

183  
00:23:24.430 --> 00:23:38.769  
Jed Levene: It's probably better that way. I yeah, i'll. I'll just go through each of those those wins, and then i'll i'll share a few soft slides based on something that was a a real turing point for me, and limitless.

184  
00:23:39.070 --> 00:23:50.710  
Jed Levene: So the big client when was being able to add 7 million of him in 2,022, despite all the craziness going on with the markets.

185  
00:23:51.000 --> 00:24:10.229  
Jed Levene: and I can't tie that to anything specific except for really just staying the course you know we we had good communications about market volatility. We stuck to a review schedule. We suck to our meeting schedules, and that was just a really good reminder for me to, you know. Just show up.

186  
00:24:10.240 --> 00:24:12.799  
Jed Levene: do the work, and the results will come

187  
00:24:13.320 --> 00:24:23.400



Jed Levene: in terms of mindset i'll. I'll talk about the big. Why, in a minute. But a big mindset piece for me was the I'm worth it

188

00:24:23.510 --> 00:24:40.799

Jed Levene: mentality. So we had a a ton of clients way, too many clients, and I I felt some guilt about letting clients go, and just so level of service that we're giving clients that are like uber unprofitable talking like making us.

189

00:24:41.110 --> 00:24:46.299

Jed Levene: you know, 70 \$80 a year. Recurring revenue from an old insurance policy that I was just

190

00:24:46.630 --> 00:24:52.410

Jed Levene: to too afraid to get rid of them because they were. They were nice people, or I felt guilty. So

191

00:24:52.530 --> 00:24:59.450

Jed Levene: changing that mindset, and actually having a minimum and sticking to it.

192

00:24:59.560 --> 00:25:03.930

Jed Levene: and I was very fortunate through the year that one of the

193

00:25:04.340 --> 00:25:11.790

Jed Levene: insurance carriers here in Canada was looking to build an internal team, and we're actually looking to buy

194

00:25:11.830 --> 00:25:22.170

Jed Levene: those for what? Us where we're less profitable clients. So we're able to to transition them very cleanly, and in a very good way

195

00:25:22.460 --> 00:25:28.600

Jed Levene: and i'll talk about the no more weekends in my presentations, and then

196

00:25:28.800 --> 00:25:38.260

Jed Levene: as with the the value and then the marketing win was just for the first time in 20 years in business, actually Mark, beginning to market for the first time.

197

00:25:38.510 --> 00:25:43.720

Jed Levene: Which is kind of funny, you know, we want to. We still want to reduce the number of clients we have



198

00:25:43.850 --> 00:25:50.850

Jed Levene: even further, but we want to reduce them to a very specific type of client. So it sounds funny that

199

00:25:51.070 --> 00:26:02.779

Jed Levene: first time in 20 years trying to shrink the business by household count, and we're beginning to market for the first time. So just last week we launched a a billboard campaign.

200

00:26:02.800 --> 00:26:13.589

Jed Levene: that's that's going on. And then we had a really fun thing to do. Yeah, I don't know if you'd be able to see it with the light. But we got a white labeled Rock Water Hot sauce, and

201

00:26:13.600 --> 00:26:24.350

Jed Levene: those went out to all our clients. We say, hey, if you have any friends or family, or you know that would like extra bottles, or for stalking stock or stuffers, let us know. And that's actually been a a really big hit, and we're like a

202

00:26:24.640 --> 00:26:34.130

Jed Levene: a warehouse right now, sending out hot sauce to different people. So it is kind of a a neat funnel you have like a do you have like a really cool, like financial slash, hot sauce

203

00:26:34.310 --> 00:26:35.800

Stephanie Bogan: slogan on there.

204

00:26:35.850 --> 00:26:38.749

Jed Levene: No, but it. It went out with our Christmas letter.

205

00:26:38.800 --> 00:26:49.789

Jed Levene: and so I I didn't have any puns, and then in the Ps. I just loaded them up so some labels made with like some catchy slogan like.

206

00:26:49.800 --> 00:27:02.889

Jed Levene: and it it's tied into our Christmas letter. It's talking to Carl Richards first time one of his images has appeared on a bottle of hot sauce. We have the things that are things you can control, because that was the theme of our year in

207

00:27:02.900 --> 00:27:14.640

Jed Levene: it's on the hot sauce as well. You can't control the amount of hot sauce you use. You can. Yeah, and am I able to share my Yes, let's see if that will work. Oh, I think we're okay.



208

00:27:16.730 --> 00:27:19.819

Jed Levene: is that. Are you seeing my

209

00:27:20.360 --> 00:27:21.970

Jed Levene: jets?

210

00:27:22.080 --> 00:27:28.760

Jed Levene: So so the items that I skipped over a little quickly. I did so because they all tie back into this

211

00:27:28.880 --> 00:27:30.750

Jed Levene: so

212

00:27:30.990 --> 00:27:37.520

Jed Levene: the the biggest turning point for me in limitless, was around May and June, May, June.

213

00:27:37.680 --> 00:27:43.499

Jed Levene: where I went back, and I re-watched the your vision for success lesson

214

00:27:43.750 --> 00:27:50.040

Jed Levene: because I really felt like. The first time I went through it. I was really just going through the going through the motions.

215

00:27:50.170 --> 00:28:03.039

Jed Levene: but then I found when I went back to that lesson, and just like sorry, right back with the video read the guide and went through the exercises. It had a lot of meaning to me that second time around.

216

00:28:03.110 --> 00:28:04.630

Jed Levene: But

217

00:28:04.780 --> 00:28:15.140

Jed Levene: I don't know how or why I thought of it, but I thought I need to keep this stuff in front of me every week because I found that you know that part that I did back in January, or whatever it was. I really like that, and I kind of forgot about it.

218

00:28:15.230 --> 00:28:26.279

Jed Levene: So I decided I do a a powerpoint that i'd review every week with the most important foundational tools that i'm using and limitless.



219

00:28:26.340 --> 00:28:42.350

Jed Levene: so i'll just share that with you today. I just look over my other monitor here. So it it started off with my big Why, and I added, in some pictures of my family, and some of you know our favorite things to do together, just as a reminder of why we're doing this and my big. Why, just to

220

00:28:42.420 --> 00:28:51.360

Jed Levene: to create, insanely simple and effective processes, so that I can create time, opportunities and great experiences for myself and the people in my life.

221

00:28:51.560 --> 00:28:53.349

Jed Levene: and that to me I i'm not

222

00:28:53.370 --> 00:28:55.299

Jed Levene: usually 2 into that

223

00:28:55.670 --> 00:29:04.770

Jed Levene: type of stuff that I don't philosophical, or whatever you want to call it. But you know, when Stephanie always says, you know, when the vision is clear, decisions are easy, and

224

00:29:05.140 --> 00:29:10.160

Jed Levene: I find I tie so much of everything that i'm doing back to this

225

00:29:10.270 --> 00:29:19.319

Jed Levene: so that's that's been really good. And then again, and I should say, I review this every Monday morning before I, as my computer is just firing up. I have a

226

00:29:19.340 --> 00:29:21.240

Jed Levene: like. I have it printed out on my desk here

227

00:29:21.450 --> 00:29:24.239

Jed Levene: my top 3 priorities for the year.

228

00:29:24.540 --> 00:29:34.460

Jed Levene: and then this was very important, and I don't know if I just have a bad memory. But I need. I need to look at this every week as well. Because this is, you know, essentially

229

00:29:34.480 --> 00:29:52.889



Jed Levene: Limit list from 30,000 feet right for me. So just remind myself of the you know, the what and the why, how how we're measuring progress and accountability, and then just some of the details. These are obviously not my slides. These are just shots from our limitless tools.

230

00:29:53.380 --> 00:29:58.580

Jed Levene: and then at the highest level. Really, this is just like the the mapping, the business vision, but on a

231

00:29:58.640 --> 00:29:59.789

Jed Levene: post it note.

232

00:29:59.910 --> 00:30:06.769

Jed Levene: So again, keeping things really simple, like what? Just always reminded myself every week, what am I solving for from a high level?

233

00:30:06.940 --> 00:30:16.980

Jed Levene: then mission vision values. And again, why, this is important to especially the values piece has been most important to keep ha ahead of me every week. So

234

00:30:17.020 --> 00:30:22.620

Jed Levene: when we're doing our Monday morning meetings. Which are going to start with more consistency in the New Year.

235

00:30:22.670 --> 00:30:38.850

Jed Levene: I want to talk about one of our core values and chat about that quickly with the team as well, because it's one thing to say like my firm has these values. But if your team isn't really aware of them, or you're not keeping them in front of your team. Then doesn't help a lot right?

236

00:30:41.190 --> 00:30:50.539

Jed Levene: And then just the this is the one i'll probably speak to the most. My My one page business plan has just been crucial for me.

237

00:30:50.740 --> 00:30:55.779

Jed Levene: and so I really wanted to focus on the the 70 days out of office.

238

00:30:55.990 --> 00:31:02.260

Jed Levene: So if you counted all the Saturdays that I worked and deducted those from my

239

00:31:02.300 --> 00:31:03.020



Jed Levene: that

240

00:31:03.090 --> 00:31:06.349

Jed Levene: time off the the year before I started limitless.

241

00:31:06.460 --> 00:31:09.969

Jed Levene: I would have been at negative. 4 days off in 2,021.

242

00:31:10.470 --> 00:31:20.270

Jed Levene: you know, unsuspectingly business was very, very good during Covid and I, you know, make a while the sunshine, and got sucked into coming in the office on Saturdays.

243

00:31:20.600 --> 00:31:25.360

Jed Levene: But what I thought was kind of neat to point out of all these things that happen each

244

00:31:25.380 --> 00:31:34.890

Jed Levene: quarter to create more time, like annual calendar and time blocking compile list of clients to sell, quit committees, book clubs and internships.

245

00:31:35.090 --> 00:31:48.349

Jed Levene: you know. Same box sell, second batch of clients. And then this was probably worth the cost of admission alone, for, limitless as of Q. 2 Haven't set foot inside the office on a Saturday or done any work

246

00:31:48.580 --> 00:31:50.399

Jed Levene: on a Saturday at all.

247

00:31:50.620 --> 00:32:02.280

Jed Levene: And again delegate email to 2 days a week, and then I've I've already done my annual calendar for next year. We're just finishing off some clients to be sold, and now establishing client minimum. So

248

00:32:02.380 --> 00:32:05.609

Jed Levene: why I wanted to point that out is like none of these things is

249

00:32:05.750 --> 00:32:09.600

Jed Levene: like a huge, arduous task. They are little things.

250

00:32:09.710 --> 00:32:15.789

Jed Levene: but in literally one year brought me from negative 4 days off to 70



251

00:32:15.880 --> 00:32:23.730

Jed Levene: actually just tallied up today, if i'm only at 69 so I have to pick one more day taking off of the holiday

252

00:32:23.950 --> 00:32:27.459

Jed Levene: for me. I I thought this was pretty amazing. Just to be able to

253

00:32:27.800 --> 00:32:37.749

Jed Levene: go from negative 4 days off to to 70 days off without really doing anything all that crazy except for keeping it in front of me and and sticking to it.

254

00:32:39.360 --> 00:32:54.130

Jed Levene: yeah, this is just the we do have this saying around here, Jed, When you work the plan, the plan will work. If the plan is working, it means you're not working the plan, and that's what I love about. This example is that clarity and focus. Every single week is just

255

00:32:54.140 --> 00:33:13.309

Stephanie Bogan: right deepening that right? That track in his brain like this is the goal. This is the goal. So is he's making decisions throughout the week. This is still very present. It's not a wish list. You know that you don't review until every 6 months. So I had shared Jed that we liked this so much when you shared it earlier in the year that we've incorporated a version

256

00:33:13.320 --> 00:33:25.920

Stephanie Bogan: into next year. that will take everybody through and talk through in the January workshop, and it'll be part of the follow up. But it's really good to have something to take all the pieces that you're working on, and put them in one place so that you can review that

257

00:33:25.950 --> 00:33:30.210

Stephanie Bogan: weekly, and then again in your quarterly business roadmap for you. So love this

258

00:33:30.480 --> 00:33:36.149

Jed Levene: totally, and i'll just

259

00:33:36.160 --> 00:33:54.189

Jed Levene: and and just quickly I won't. Go over these. But just to show what else is in there this the taking control of your time reminder my reminder of how few days they actually have to work if I take these times



off time off. If you subtract weekends and the statutory holidays and the weeks out of office and the Friday's out of office. I'm only in the office

260

00:33:54.200 --> 00:33:56.460

Jed Levene: 182 days. So about half the year.

261

00:33:56.810 --> 00:34:11.400

Jed Levene: just my morning routine that yes, I do need to remind myself that every week, unfortunately and then just how I keep my day track, my annual calendar, my surge week, my non-surge week, and then next year I found it. Really.

262

00:34:11.630 --> 00:34:23.349

Jed Levene: it's going to be really important to have my Quarterly Business Review in here and my Monday morning meeting schedule. So that's really it. But for me, like I find if I can keep that foundation in front of me.

263

00:34:23.870 --> 00:34:30.849

Jed Levene: then it it's really gonna help everything else fall into place with with that track to run on.

264

00:34:31.060 --> 00:34:41.690

Stephanie Bogan: Well, it gives you you a backstop for all that decision making, and it keeps what's most important to you, and the standards that you set around, how to make the most of those 182 days

265

00:34:41.699 --> 00:34:53.020

Stephanie Bogan: very clear. And that is yes, you said right. When the vision is clear, the decisions are easy. It doesn't mean there's not rate effort or resistance that we work through. But I but I hope, what you've noticed, and what I I think is

266

00:34:53.030 --> 00:35:03.029

Stephanie Bogan: as you do it. You realize no one died. I just have to work more effectively, and then you get almost like addicted to like, oh, I can do this thing over here, and I can build a workflow over here, because you see

267

00:35:03.040 --> 00:35:17.799

Stephanie Bogan: real results that really start to compound. And as Adam talks about that flywheel really starts to turn, so that is a fantastic story. I gave you lots of thumbs up and emojis. Everyone else is welcome to that's great. Jen. We just love. I can't tell you like

268

00:35:17.810 --> 00:35:25.319



Stephanie Bogan: this is the best part of limitless for me. It's why I did it, because I know how powerful those shifts can be, both in mindset and methods.

269

00:35:25.430 --> 00:35:45.360

Jed Levene: and it can take you from like working weekends and feeling stressed out and below the line, and overwhelmed to literally doing amazing work for clients, and having, like so much life in the process, so so so glad that you got that success this year. It's fantastic.

270

00:35:45.370 --> 00:35:58.540

Jed Levene: You get excited over 10 at the same time, and so I I have. I have all the modules, so you can drag and drop up in this on it. Okay, I'm working on this one and whatever the next one is is constantly adjusting, based on

271

00:35:58.690 --> 00:36:02.339

Jed Levene: what has me excited. So that that was a good lesson, too.

272

00:36:02.860 --> 00:36:09.539

Stephanie Bogan: Yeah, one of the fun things working on next year is building out Asana boards for each of the modules.

273

00:36:09.790 --> 00:36:26.949

Stephanie Bogan: So like when you get to client service model like if we have the steps built out and the resources attach. That would be pretty cool, right? So we can take you through. So that is a ongoing project over the course of the year. But that is slated for next year. So I get really excited about that. We're trying to just make it possible for you to implement

274

00:36:27.340 --> 00:36:40.649

Adam Cmejla: one of the thing that I would add, on top of that, Jen, like you'd said about. You know one thing at a time keeping things in front of you and and utilizing something that is easy, like a solitude drag and drop in order. Yes, it's important to be cognizant of what excites you 150.

275

00:36:40.690 --> 00:37:03.420

Adam Cmejla: I think it's also important. This speaks back to what it is. Excuse me, what has been your focus throughout the year, and what you'll do in 2,023 as well with the Quarterly Business Review is to be cognizant of what the business is telling you that it needs right, as you make these changes as you as you tip that first domino down, and and it's easy when you're picking that first big rock. Okay, this is the first thing that i'm going to focus on.

276



00:37:03.580 --> 00:37:11.030

Adam Cmejla: But what we think the ripple effect of that, or what we think the effect of that is going to have in the practice versus what it might actually happen.

277

00:37:11.110 --> 00:37:27.110

Adam Cmejla: We may either under or overestimate the impact of that, or it might trigger something in the business that we didn't really think of. So yes, it's important to your point about being very focused on. Okay. This is what i'm excited to work on. This is what gets me. This is what is the closest proximity to get me from here to there.

278

00:37:27.180 --> 00:37:40.530

Adam Cmejla: around my big Why? But then, as you make those changes, the business will also tell each and every one of us where to focus the energy and attention on next and to limitless is credit to Stephanie's credit. And in the curriculum that's been built.

279

00:37:40.600 --> 00:37:56.670

Adam Cmejla: There's an arrow in a quiver that will address anything in the practice that needs your attention. so I I guess I say that just as more of the Psa for everybody in their respective firms as you. How many, ever, how many levers that you've pulled throughout the year? That's great.

280

00:37:56.900 --> 00:38:03.889

Adam Cmejla: Also make sure that you're taking that time to reflect back on. Okay, what has been the effect of the action that I take that I've taken.

281

00:38:03.920 --> 00:38:08.989

Adam Cmejla: And Where is the business? Asking me to concentrate my time, talents, and energy into the next year?

282

00:38:09.370 --> 00:38:13.169

Jed Levene: That's a great point, because one of the things I had in my notes was

283

00:38:13.240 --> 00:38:24.599

Jed Levene: we. We just finished our no stress prospect process. You know all the copies done, the icons are done, everything's done, and the the next most logical step for us

284

00:38:24.650 --> 00:38:26.149

Jed Levene: was lead capture.

285



00:38:26.300 --> 00:38:36.950

Jed Levene: which is kind of funny. So we have, you know, no stress prospect process early in the program. But for us. Okay, we're marketing. We're driving traffic to the website. They need to see our prospect process. But while they're here

286

00:38:37.400 --> 00:38:40.850

Jed Levene: we really need a good lead capture, too. So

287

00:38:40.990 --> 00:38:41.750

And

288

00:38:41.800 --> 00:38:44.850

Jed Levene: and if I tried to plan that out January first.

289

00:38:44.890 --> 00:38:46.440

Jed Levene: that wouldn't have been the order

290

00:38:46.890 --> 00:38:47.899

Adam Cmejla: right. That's

291

00:38:49.400 --> 00:38:51.790

Adam Cmejla: congratulations, man. That's awesome. Thanks for sharing

292

00:38:51.920 --> 00:39:00.100

Stephanie Bogan: Yup. That's fantastic, and it shows the power of getting clear getting focused and getting to work, which is a Montreal. You hear me say

293

00:39:00.450 --> 00:39:18.719

Stephanie Bogan: Michelle is not a Yes, I probably say that a 1,000 times it's in half of my emails, but it's because we have such a tendency, and it's really easy to fall into this at limitless to Jed's point, because there's so we're giving you like a masters right like a a bachelor's and a master's program and running a kick ass advisory from it like a year.

294

00:39:18.730 --> 00:39:38.159

Stephanie Bogan: which is where that focus, right? Because it's not going to go away. It's here. If you need it. You'll get that if you get that value. That's not the issue. It's really focusing so that you're clear on what you're doing, and why you're focused on the priorities each quarter. That's where that business plan comes in, and you're going to really move the needle, and then you get to work on those, and as much as possible, avoid

295



00:39:38.170 --> 00:39:56.390

Stephanie Bogan: distractions and changes, because to jazz point when you, when you make incremental changes, consistency, that consistency compounds, and that's where the flywheel momentum really starts to build. So again, if you're joining us next year, we'll actually be sharing a version of that to help you really follow the track that Jed late, and that's what we love about. Limitless is

296

00:39:56.400 --> 00:40:11.279

Stephanie Bogan: none of this is as smart as all of us. We are all in this together, so we'd love. When you guys take our ideas and personalize them. Come up with great stuff. So, Jed: Thank you again. All right, Michelle. I know you have an equally awesome success story to share. So

297

00:40:11.360 --> 00:40:28.719

Michelle Glass: do with the honors if you will. I do have an equally awesome success story. But I don't have an equally awesome Powerpoint so very nicely done, Jed. so I will tell you. This year has been transformational

298

00:40:28.900 --> 00:40:46.449

Michelle Glass: in so so many ways. In January of this year. I joined limitless which it's funny. I was looking back through some old files and stuff, and Stephanie, I think I saw quotes from limitless and like

299

00:40:46.620 --> 00:40:57.420

Michelle Glass: email information about the program that I had written down back in. I don't know if it was 2,018 or 2,019. I don't know what year I was. But

300

00:40:57.880 --> 00:41:03.619

Michelle Glass: Here I am, so you You have apparently been on my mind for many years, but

301

00:41:03.990 --> 00:41:08.149

Michelle Glass: so transformational year. So in January I joined limitless.

302

00:41:08.190 --> 00:41:12.569

Michelle Glass: and I also the same month I changed broker dealers.

303

00:41:12.940 --> 00:41:19.109

Michelle Glass: I was with a broker dealer where my role for I think it was 12 or 13 years

304

00:41:19.260 --> 00:41:25.730



Michelle Glass: was planned sponsored business, and that was my whole entire role. So I had a very

305

00:41:25.750 --> 00:41:31.680

Michelle Glass: big book of business that was planned sponsored, and I couldn't bring it over with me.

306

00:41:31.890 --> 00:41:35.529

Michelle Glass: so I was able just to bring over the retail. So

307

00:41:38.500 --> 00:41:49.540

Michelle Glass: I did the transition from a broker dealer all by myself. I didn't have anyone hired at that point I brought over 96% of my clients

308

00:41:49.570 --> 00:41:54.959

Michelle Glass: with no help. All that work all by myself while limitless, was starting.

309

00:41:55.250 --> 00:41:56.840

Michelle Glass: So

310

00:41:57.140 --> 00:42:09.650

Michelle Glass: yeah. So when you talk about shaking the snow globe, that's exactly what I did in January, so, as I was preparing for today, I was looking at where I am now, where I was at the beginning of this year.

311

00:42:09.730 --> 00:42:19.539

Michelle Glass: and where I was last year, and I was shocked to learn that once I take out the plan sponsored business that I couldn't have brought with me.

312

00:42:19.570 --> 00:42:32.310

Michelle Glass: I actually ended up making more money this year in retail and doing financial planning that I made last year. So that was a huge win that. I made

313

00:42:32.680 --> 00:42:38.210

Michelle Glass: 15% more money this year than I did last year, so super excited about that.

314

00:42:38.280 --> 00:42:40.100

Michelle Glass: So in my

315

00:42:40.360 --> 00:42:42.869



Michelle Glass: a was also up

316

00:42:43.190 --> 00:42:46.689

Michelle Glass: this year in a down market. So I was very, very

317

00:42:47.720 --> 00:42:52.019

Michelle Glass: shocked to learn that. So then I thought, okay, Well, what made?

318

00:42:52.180 --> 00:42:53.760

Michelle Glass: What made these

319

00:42:54.050 --> 00:42:55.310

Michelle Glass: these numbers

320

00:42:55.430 --> 00:42:59.029

Michelle Glass: possible for me? How if I had to sum it up

321

00:42:59.100 --> 00:43:04.379

Michelle Glass: and point to a couple of different things that made these numbers possible?

322

00:43:04.640 --> 00:43:11.580

Michelle Glass: First thing was my appointments. I had to up level my game with appointments

323

00:43:11.950 --> 00:43:27.330

Michelle Glass: so, and I learned this at the the March retreat right? They talked about a model meeting which was completely foreign to me. I so everything that I did surrounding appointments from top to bottom was completely changed.

324

00:43:27.400 --> 00:43:30.589

Michelle Glass: It was automated. It was systematized.

325

00:43:30.740 --> 00:43:36.319

Michelle Glass: thanks to Adam and his love of retail, red Tail, everything is in Red Tail.

326

00:43:37.730 --> 00:43:49.799

Michelle Glass: follow up, I know. Follow up with, you know, automated. It was absolutely wonderful. So I implemented surge meetings. I did my first search meetings ever



327  
00:43:49.830 --> 00:43:52.399  
Michelle Glass: in September and October.

328  
00:43:52.570 --> 00:43:54.399  
Michelle Glass: and a little bit of November.

329  
00:43:54.430 --> 00:43:59.719  
Michelle Glass: and I didn't know how I was gonna like the surge meeting thing.

330  
00:43:59.920 --> 00:44:01.130  
Michelle Glass: I loved it.

331  
00:44:01.750 --> 00:44:08.549  
Michelle Glass: I absolutely loved it. I was so super excited, so I feel like for the first time

332  
00:44:08.610 --> 00:44:11.759  
Michelle Glass: I truly provided value

333  
00:44:11.990 --> 00:44:13.590  
Michelle Glass: to my clients.

334  
00:44:16.340 --> 00:44:19.959  
Michelle Glass: and it was awesome. And you totally focus on

335  
00:44:20.600 --> 00:44:36.749  
Michelle Glass: financial planning reviews. And that's it. I'm not going over here and doing something and onboarding a new client and writing this, and it it's just so focused, and it just allowed me to bring deep deep value to my clients. So I was super excited about that.

336  
00:44:37.360 --> 00:44:40.629  
Michelle Glass: One of the other biggest wins that I had

337  
00:44:41.070 --> 00:44:42.930  
Michelle Glass: this year.

338  
00:44:42.970 --> 00:44:48.329  
Michelle Glass: I hired a practice manager. So for the so I became a boss.

339  
00:44:48.350 --> 00:45:06.340



Michelle Glass: an employer, and you know, I really took it to heart when you know they said, do the things that are energy producing revenue generating and everything else offload. So I have done that. So I now

340

00:45:06.410 --> 00:45:13.580

Michelle Glass: have someone who does a lot of the factory work, as stuff calls it.

341

00:45:13.820 --> 00:45:17.000

Michelle Glass: So those are kind of the 2 biggest wins.

342

00:45:18.040 --> 00:45:22.219

Michelle Glass: Both of those things are due to

343

00:45:22.490 --> 00:45:24.920

Michelle Glass: The shift in mindset that I had

344

00:45:25.220 --> 00:45:35.790

Michelle Glass: I knew mindset matters like if I think about it logically, but I never knew how much I started paying attention to my stories. I was telling myself.

345

00:45:35.960 --> 00:45:42.829

Michelle Glass: and they were negative. Who we? They were bad. There was a lot of negative that can swirl in this head.

346

00:45:43.340 --> 00:45:47.359

Michelle Glass: So yeah. So I paid attention to my mindset.

347

00:45:47.500 --> 00:45:52.269

Michelle Glass: I really really worked on my mindset, and it's still a work in progress.

348

00:45:52.460 --> 00:45:53.849

Michelle Glass: But

349

00:45:54.020 --> 00:45:58.179

Michelle Glass: so just an amazing, awesome year, all of that. So

350

00:45:58.640 --> 00:46:02.940

Michelle Glass: these things, this meeting surges the practice manager.

351

00:46:03.020 --> 00:46:07.669



Michelle Glass: lead me up to my biggest, limitless life. When

352

00:46:07.750 --> 00:46:12.240

Michelle Glass: i'm going away in vacation later this month for my birthday.

353

00:46:12.340 --> 00:46:14.920

Michelle Glass: and i'm not going to bring my computer.

354

00:46:15.310 --> 00:46:16.029

Yes.

355

00:46:16.880 --> 00:46:28.120

Michelle Glass: i'm so excited. So I know you know Jed's talking about 70 days off for me. I am so excited i'm gonna take, I think, 5 or 6 days, and i'm not gonna bring my computer.

356

00:46:28.450 --> 00:46:29.759

Stephanie Bogan: It's amazing.

357

00:46:29.900 --> 00:46:30.959

Stephanie Bogan: Love it.

358

00:46:31.350 --> 00:46:38.560

Stephanie Bogan: You're you're gonna like the first day you're gonna be like, oh, my gosh! And then you're like after a couple of hours. You're not even gonna think about it. I don't have my email on my phone.

359

00:46:38.660 --> 00:46:51.550

Stephanie Bogan: and every so often the team will be like, hey, Can you check? And i'm like, oh, I gotta log in, and i'm like, oh, yeah, like I don't even have my email on my phone anymore. And I know that you you know some of you. I'm telling you. Just take it off.

360

00:46:51.660 --> 00:46:55.830

Stephanie Bogan: And then one day you'll be like, Wow, i'm not checking email on my phone anymore.

361

00:46:55.950 --> 00:47:13.590

Stephanie Bogan: So it's those little changes that free up time, energy, and focus, so that we can get to work on the things that are actually going to move. The need to like our surges and our service models and your workflows. We just took this time that we spend getting distracted by this low value or no value tasks. We would have half our time back.



362

00:47:13.600 --> 00:47:22.449

Stephanie Bogan: and that's what you're seeing. How did Jed and Michelle and the atoms and everyone else make these changes. They're not working more. They're working less, which means we get better and more efficient

363

00:47:22.780 --> 00:47:35.150

Stephanie Bogan: at the things that we're doing. And the thing I love so much about these stories is. People always say, Stephanie, if you get people, how do you get if you take? For if I just take that much time off they can't. You know. What are you taking away from the client? And i'm like oh, snap nothing.

364

00:47:35.310 --> 00:47:49.280

Stephanie Bogan: We're actually back filling to have that advisor give more time just at a personal level, and to be more clear and present and focus. And to your point, Michelle, that's the beauty of what we teach you at limitless premise. Number one is deliver devalue to the client.

365

00:47:49.520 --> 00:48:02.800

Stephanie Bogan: then run an excellent, efficient business, and if you do that you get to enjoy the right and the reward. So that is just a fantastic story. All I know about hiring practice managers, or that right hand is, it's like a leverage already, you know, Jacky, i'm like, oh, my God!

366

00:48:02.890 --> 00:48:06.730

Stephanie Bogan: So let's go. Lauren and Jackie like Go do that. Here we go,

367

00:48:06.870 --> 00:48:19.630

Stephanie Bogan: creating leverage a lot when you get to focus on those energy creating revenue, producing activities, you find that your personal momentum and your state radically improves and you're energetic, and you're enthusiastic, and you're inspired

368

00:48:19.640 --> 00:48:39.149

Stephanie Bogan: and to Jed with. And then you focus on the things that are going to move the needle, even if building workflows isn't energy creating the results for me are energy creating like knowing that I'm going to do this one. Not that fun task for a day or 2, and then i'm going to be done, and it's going to be consistent and awesome. I'm like Yes, sign me up for that.

369

00:48:39.230 --> 00:48:58.069

Stephanie Bogan: So that's where we have to frame those. You know the stuff we don't love that we need to do is owners reframe that to right. What's the outcome that i'm going to get? Why does it matter to me when



i'm done with this clients are going to get this consistently. It's going to be the best message that I can write. I'm going to be on vacation for 5 days without my laptop, and it's going to be awesome.

370

00:48:58.340 --> 00:48:59.990

Michelle Glass: That's the goal.

371

00:49:00.180 --> 00:49:04.579

Michelle Glass: It's a total game changer, and you know you had, when you talk about the benefits

372

00:49:04.610 --> 00:49:18.400

Michelle Glass: of hiring someone. that was a mindset or a a reframe for me because my story was, I can't afford to hire someone. I can't afford this expense.

373

00:49:18.510 --> 00:49:32.489

Michelle Glass: But then, after the first retreat it became, I can't afford not to invest, so my words changed right from expense to invest. I can't afford not to do this so.

374

00:49:32.620 --> 00:49:52.579

Michelle Glass: And it's been wonderful. She's been here for 90 days. I've gotten lots of compliments on her. I feel like she's really adding a whole nother layer of service for my clients. So yeah, it's it's. So I mean, thank you for an awesome awesome year. Really it's our pleasure. That's why we do it.

375

00:49:52.590 --> 00:50:10.189

Stephanie Bogan: These this is my like. This is our juice. It's. Why Adam does it? It's why tiff and Jared, the team loves. These are their favorite parts, because the rate everyone's working behind the scenes, and it's so great to see when you guys share those big wins and testimonials on tribe and the inbox. We literally all talk about them. We get excited for you.

376

00:50:10.200 --> 00:50:19.969

Stephanie Bogan: We have a board that we're going to put them all up like a virtual board. We're going to put them on next year. so those are great wins. Thank you, Jed and Michelle for sharing those everybody.

377

00:50:20.000 --> 00:50:21.580

Adam Cmejla: I did my virtue.

378

00:50:22.160 --> 00:50:34.260

Adam Cmejla: Michelle. Let me, if I if i'm curious, I have a question for you, and then also for Jed. What was so you've celebrated these successes.



What was the biggest point of friction that you encountered along the way?  
And what was your elixir to that friction?

379

00:50:35.930 --> 00:50:36.899

Stephanie Bogan: Great question?

380

00:50:38.090 --> 00:50:43.520

Michelle Glass: You are one of the biggest points of friction telling me.

381

00:50:44.110 --> 00:50:56.259

Michelle Glass: Yeah, that one coming you signed yourself up for you, you know you kept telling me

382

00:50:57.040 --> 00:51:06.049

Michelle Glass: what. And and Stephanie says, Well, i'm sure you're it is gonna as well, so hang tight, Adam, but it's when when you're

383

00:51:06.100 --> 00:51:16.050

Michelle Glass: big, why is clear, You know the decisions are easier, and we have call where you laid it out for me. And you said that there are 3

384

00:51:16.340 --> 00:51:20.260

Michelle Glass: levers that you can pull time in the office

385

00:51:20.760 --> 00:51:24.140

Michelle Glass: number of clients or your revenue.

386

00:51:24.740 --> 00:51:33.879

Michelle Glass: and I would I remember the call was so helpful for me, i'd fight you on one, and you'd say, Well, let's go back. How are we going to change these levers?

387

00:51:34.060 --> 00:51:35.169

Michelle Glass: So

388

00:51:35.680 --> 00:51:46.329

Michelle Glass: I mean that that was the pushback and the help that I mean. That was wonderful. So when I say honestly, thank you to the coaches, I truly mean it. This has been an amazing

389

00:51:46.440 --> 00:51:48.870

Michelle Glass: experience, and that's been a great year

390



00:51:48.920 --> 00:52:05.539

Adam Cmejla: that did end better. Thank you. We're going at that in the beginning, and that was not teed up so. it is a candid community, so you always have to be open to any answer you might get here, and Adam knows I love them. We just chanted on Friday. But it was

391

00:52:05.790 --> 00:52:06.339

okay.

392

00:52:06.380 --> 00:52:07.550

Michelle Glass: You don't.

393

00:52:08.180 --> 00:52:18.629

Stephanie Bogan: We're not always going to tell you what you want to hear sometimes their job quite honestly. If we haven't helped you become discomfort, discomfort, discomfort, yeah uncomfortable.

394

00:52:18.640 --> 00:52:35.290

Stephanie Bogan: if we haven't made you uncomfortable at least once, usually a lot more than that throughout the year. Then either you're not showing up or we're not showing up, because by definition you have to change something. You're at your thoughts. Your behaviors are great.

395

00:52:35.340 --> 00:52:53.129

Stephanie Bogan: your actions. And so you should. Now sometimes we move through that really quickly, because the motivation is clear. Right, Michelle. Sometimes we feel that you got through that pretty quickly. That's the job of limitless is to help you create that clarity like Jed and Michelle got, and then so that you know, along the way, hey.

396

00:52:53.530 --> 00:52:58.450

Stephanie Bogan: something's breaking down here. I'm Stack installed out. I need to reach out. Talk to a

397

00:52:59.860 --> 00:53:08.949

Stephanie Bogan: finish. Your thoughts up. I'm sorry i'm sorry talk to, you know. Talk to a coach to get the support that you need. I call it unstucking you right, so that you just keep on down the path, and that's

398

00:53:08.960 --> 00:53:22.410

Stephanie Bogan: what we love about being coaches is, we get to help you do that. So that's fantastic, Michelle. Thank you so much.

399

00:53:22.640 --> 00:53:25.089

Stephanie Bogan: How your biggest resistance point



400

00:53:25.480 --> 00:53:33.429

Jed Levene: for me. It was guilt. what I had to overcome. So in 2 forms, guilt in the form of

401

00:53:33.620 --> 00:53:47.779

Jed Levene: feeling like, I have to help everybody who either reaches out or who is on my book, and I deal with some around the amount of time off going from working so much, taking so much time off, and so

402

00:53:47.820 --> 00:53:52.819

Jed Levene: 2 biggest I guess the solutions for those were

403

00:53:53.300 --> 00:54:00.329

Jed Levene: The actually the easy one was for the new prospects of just being able to say no. Just had a great script of

404

00:54:00.370 --> 00:54:18.709

Jed Levene: Hey, Our Our minimum fee is X. I don't really think I can provide you enough value to justify that fee, and I don't want you to end up resenting me. so here's what I suggest. You do I? I can send you names a couple of other advisors, or be so that that's been the super easy one. And

405

00:54:18.720 --> 00:54:31.670

Jed Levene: you know, I think, during the lesson, I think Stephanie mentioned like, you know, he allows them to be able to leave a conversation with their dignity. Not my minimum is minimum, is X. And you don't have enough money, because that's what I felt like, but it was a pretty simple script that solve that problem.

406

00:54:31.970 --> 00:54:39.879

Jed Levene: And then, you know, not to sound cliché. But this has been a question I've been constantly asking myself. We hear it a lot, though, is the

407

00:54:40.030 --> 00:54:42.049

Jed Levene: you know. What am I solving for

408

00:54:42.470 --> 00:54:47.849

Jed Levene: right? So if i'm solving for you know my limitless life of revenue and time off.

409

00:54:48.130 --> 00:54:52.620

Jed Levene: Either these things support that or don't support that, and.



410

00:54:52.650 --> 00:54:55.819

Jed Levene: taking time off, supports my goal of

411

00:54:55.920 --> 00:55:13.009

Jed Levene: taking a 100 days off. So and I I still am dealing with a bit of the guilt, admittedly. But it is getting easier and a good way to think about. That is, you know the the classic deathbed exercise right when you're looking back in your life. What you're gonna? What are you going to regret, and it's certainly not going to be.

412

00:55:13.150 --> 00:55:17.559

Jed Levene: I spent too much time with my kids.

413

00:55:17.780 --> 00:55:35.349

Jed Levene: Did my first board meeting with my my son. We went to a trampoline park and went to this awesome arcade, and on Wednesday we're going to an indoor mountain bike park, because there's snow here and taking the day off to do that. And I feel like, you know, when I going back that remember what you're solving for. I i'm not gonna

414

00:55:35.510 --> 00:55:37.609

Jed Levene: regret spending that time with my son.

415

00:55:37.930 --> 00:55:42.200

Jed Levene: unless you see me in a cast next time we talk so

416

00:55:42.650 --> 00:55:59.079

Stephanie Bogan: well. Those are awesome, awesome stories. all right. let's let's hear a little. Any other 6. Let's open the group up for some success stories and wins that they've had this year. You guys are always a little bit quiet in the beginning. Does anybody want to go first, or do I get to push my random button?

417

00:56:01.730 --> 00:56:15.510

Therese Nicklas: I don't mind going first. Alright, Go for it. Well, I was in a little different position than I think a lot of others in the group. First of all, I do want to say that I really love the community, and I found it, you know, really helpful and supportive.

418

00:56:15.610 --> 00:56:33.290

Therese Nicklas: When you're self-employed you're working alone a lot it can get lonely. So it is really helpful to have an understanding community around you. So I found that to be a win. the other thing in in my case, you know, looking to sell my book and looking to basically semi retire

419



00:56:33.300 --> 00:56:42.439

Therese Nicklas: next year getting the clarity on what it is I wanted as an outcome was huge for me. So thank you to everyone who responded to my questions on the tribe. And

420

00:56:42.710 --> 00:56:45.279

Therese Nicklas: really found that very helpful.

421

00:56:45.660 --> 00:56:52.510

Stephanie Bogan: That's awesome, Teresa. Thank you so much Ethan, how about you? I see you there in your Christmas sweater.

422

00:56:53.690 --> 00:57:04.730

Ethan Bridgewater: Oh, I was hoping I wouldn't stand now.

423

00:57:04.980 --> 00:57:11.320

Ethan Bridgewater: Feel we've made progress this year we implemented search meetings, and that went really well, and I think that'll continue to

424

00:57:11.370 --> 00:57:18.650

Ethan Bridgewater: improve, as we learn from those experiences and continue to tighten up the process, but just from

425

00:57:18.910 --> 00:57:27.029

Ethan Bridgewater: an efficiency, and just having your mind in that same spot, you know, for that period of time it it has made that run pretty smooth.

426

00:57:27.230 --> 00:57:29.430

Ethan Bridgewater: the other

427

00:57:29.900 --> 00:57:32.120

Ethan Bridgewater: big thing

428

00:57:32.670 --> 00:57:34.229

was more of just

429

00:57:34.280 --> 00:57:41.930

Ethan Bridgewater: changing the way of how we think about growing our business, and and what the opportunities are, and that

430

00:57:42.100 --> 00:57:47.529



Ethan Bridgewater: basically it's up to us to design it the way we want and

431

00:57:47.710 --> 00:57:51.590

Ethan Bridgewater: go from there. There's there's no right or wrong, answers that

432

00:57:51.890 --> 00:57:53.369

Ethan Bridgewater: it's been

433

00:57:53.420 --> 00:58:08.529

Ethan Bridgewater: pretty pretty cool now. It's just the part of following up with all the action, and that's what I spent some time with Lauren on our one to one, and just talking about how we're. We're full steam ahead on just trying to market and get our brand and our story out for next year.

434

00:58:09.050 --> 00:58:10.140

Stephanie Bogan: That's awesome.

435

00:58:10.630 --> 00:58:30.400

Stephanie Bogan: Yeah, Lawrence. we're so happy to have Lauren and Jackie with us. But we've already, as you know, for those of you who re-enrolled Lauren's been having, or just get ready, get to know you. So we have really good runway if we kick off 2,023. So good to hear that that's going well as well. All right, let's do. I just one or 2. More. How about Nick? We don't know Here, friends always see you, but I don't hear from you a lot.

436

00:58:30.410 --> 00:58:31.889

Stephanie Bogan: Come and do this.

437

00:58:32.140 --> 00:58:33.629

Stephanie Bogan: Nick Kumandoros.

438

00:58:34.200 --> 00:58:36.429

Nik Koumoundouros: Yes, ma'am.

439

00:58:36.840 --> 00:58:38.229

Nik Koumoundouros: come, and there is yeah

440

00:58:38.430 --> 00:58:39.370

Nik Koumoundouros: real close.

441



00:58:39.510 --> 00:58:43.049

Nik Koumoundouros: I don't know. I guess.

442

00:58:43.270 --> 00:58:51.109

Nik Koumoundouros: My biggest successes for the year was I took. I took off this summer and spent

443

00:58:51.280 --> 00:58:55.360

Nik Koumoundouros: 5 weeks up in Montana.

444

00:58:55.410 --> 00:58:58.690

Nik Koumoundouros: yeah, yeah, running dogs and fly fishing and

445

00:58:58.820 --> 00:59:05.920

Nik Koumoundouros: having a great time. And I didn't really have to worry about work too much. I kind of got everything ironed out ahead of time.

446

00:59:07.420 --> 00:59:18.239

Stephanie Bogan: yeah, it was great to plan on doing it every year.

447

00:59:18.250 --> 00:59:31.460

Nik Koumoundouros: Absolutely. Yeah. I even made it down to park cities, and did some fly fishing. We've got good fly fishing here. I know I I had a great time up there in the Middle Provo.

448

00:59:31.650 --> 00:59:38.500

Nik Koumoundouros: I I will. Next year anybody anyone want to volunteer do I get to go Random Button?

449

00:59:39.790 --> 00:59:41.239

Stephanie Bogan: You know you want to.

450

00:59:43.930 --> 00:59:45.850

Stephanie Bogan: Andrew, how about you.

451

00:59:47.550 --> 00:59:49.689

Andrew Hatherley: Andrew?

452

00:59:49.870 --> 00:59:51.510

Stephanie Bogan: Sorry I was looking over here.

453

00:59:51.600 --> 00:59:53.449

Stephanie Bogan: I keep forgetting. We got to Andrews.



454

00:59:55.180 --> 00:59:56.619

Andrew Hatherley: We can, and that's me.

455

00:59:56.920 --> 01:00:10.770

Andrew Palomo: Yeah, sorry. Lots of little ones. So couple of big ones, but even just sounds like an echo chamber. But the big success for me for the year is working a lot less.

456

01:00:10.900 --> 01:00:26.279

Andrew Palomo: I haven't even answered an email from a client on the weekend and over a year never would have done that prior to limitless and I've got an entire family that would be happy to vouch for that one, as my son told me, growing up, that I work 7 days a week.

457

01:00:26.650 --> 01:00:34.649

Andrew Palomo: So that's a that's a huge one. having a bad year in terms of what happened in the markets.

458

01:00:34.760 --> 01:00:36.680

Andrew Palomo: completely on effect.

459

01:00:36.960 --> 01:00:43.250

Andrew Palomo: be unaffected by that was a huge was a huge win, just moving forward with projects and

460

01:00:44.790 --> 01:01:00.829

Stephanie Bogan: stuff. So it's a hard to save the course because their tendency is to right. Lean back, get conservative sent you right. Play it safe, and you know it's really there. I've been doing some research around successful leaders

461

01:01:00.840 --> 01:01:12.089

Stephanie Bogan: and one of the mindsets of the most successful leaders. interestingly, Mckenzie did a study. is their willingness to make bold moves in times of challenge?

462

01:01:12.520 --> 01:01:22.360

Stephanie Bogan: They don't censure play, they, you know, and they like outperform their peer group by like, in terms of like shareholder value. In in this particular case it was public top 14,000 Ceos.

463

01:01:22.380 --> 01:01:37.210

Stephanie Bogan: But the premise is exactly the same. Which is it doesn't mean? You have to make a huge move, but being able to really like, stay



focused day. The course, and not like panic and pull back is really important. So just really want to acknowledge that for you, because sometimes that's the hard thing to do.

464

01:01:37.430 --> 01:01:48.159

Andrew Palomo: and this is my Christmas sweater, just in case

465

01:01:48.410 --> 01:01:53.939

Andrew Palomo: it's not comfortable. So this is. This is a Dickie underneath.

466

01:02:00.460 --> 01:02:06.339

Stephanie Bogan: All right, Allison. Do you want to pull up the deck, and we'll go through our next exercise.

467

01:02:10.480 --> 01:02:11.529

Stephanie Bogan: All right.

468

01:02:12.690 --> 01:02:29.120

Stephanie Bogan: So we do this every year. I think we did it. we did a version of it last year. So I wrote an article a couple of years ago about in in coaching we talk about completion when You've completed a year when you've completed an experience.

469

01:02:29.130 --> 01:02:40.520

Stephanie Bogan: If we don't process that experience and frame it in a constructive way, it goes back behind the curtain of all that negative stuff the scrolls on our head. Oh, you tried this, and it did work. It just adds to that baggage.

470

01:02:40.530 --> 01:02:54.850

Stephanie Bogan: If we complete relationships, for example, like all relationships, Aren't meant to be permanent, some of them last a couple of years, and we learned something, and we could complete them and move on. You know marriage is sometimes complete. So in relationships

471

01:02:54.870 --> 01:03:01.810

Stephanie Bogan: you do completion when you're wrapping up some part of a relationship, and there's no future right. There's no future purpose

472

01:03:02.350 --> 01:03:04.619

Stephanie Bogan: like, okay, we've been, you know. So

473

01:03:04.950 --> 01:03:09.209



Stephanie Bogan: think about it in terms of your year and the challenges that you faced.

474

01:03:09.720 --> 01:03:19.530

Stephanie Bogan: So, hey? The markets were hard. This happened that happened. I didn't miss so and so, whatever you know, lost 15% of my revenue. And so again.

475

01:03:20.640 --> 01:03:22.430

Stephanie Bogan: every thought that we think

476

01:03:22.730 --> 01:03:32.649

Stephanie Bogan: he's above or below the line, and laying those tracks. So the completion exercise is really a way to look at your year. So I do this every year. I recommend that my clients do it.

477

01:03:32.690 --> 01:03:35.309

Stephanie Bogan: and you write a Thank you letter to the year

478

01:03:35.800 --> 01:03:43.019

Stephanie Bogan: and the thank you. Letter to the year is basically where you identify all of the things that did not rock this year.

479

01:03:43.330 --> 01:03:53.889

Stephanie Bogan: You can do the good stuff, too. But the real learning is in the things that didn't go great. Hey? This happened that happened. Revenue was down, whatever it may be.

480

01:03:53.930 --> 01:03:58.069

Stephanie Bogan: and then our job is to reflect on that through the lens of

481

01:03:58.150 --> 01:04:00.640

Stephanie Bogan: I don't win. I learn

482

01:04:00.700 --> 01:04:01.430

Stephanie Bogan: right.

483

01:04:01.560 --> 01:04:03.999

Stephanie Bogan: I don't lose. I win, or i'm

484

01:04:04.190 --> 01:04:13.160



Stephanie Bogan: kind of I can't think today i'm way too sick, and I call medicine. So I don't fail. I win, or I learned that my brain is shocked. I don't fail, I win or I learn.

485

01:04:13.630 --> 01:04:26.569

Stephanie Bogan: and when you look at everything through the lens of I don't fail. I win or I learn. It means that there's learning in everything to Jed's point. We always ask, what do we need to account for? What are we trying to solve? For

486

01:04:26.600 --> 01:04:34.300

Stephanie Bogan: through this experience? And then you're gonna love this part? Our job is to sit in the space of figuring out how to be grateful for it.

487

01:04:36.280 --> 01:04:42.500

Stephanie Bogan: What can we be positive, constructive, and empowered, appreciative of through that lesson?

488

01:04:43.700 --> 01:04:51.029

Stephanie Bogan: Right? So you were all there for September retreat, where I did not do the best welcome that has ever happened right? We've all had that conversation.

489

01:04:51.120 --> 01:04:53.759

Stephanie Bogan: reflection definitely in my thank you. Letter.

490

01:04:53.780 --> 01:05:00.690

Stephanie Bogan: hey? Right? I wasn't tending to me. I was so busy tending to everyone else in this compounded, and that compounded okay, great.

491

01:05:00.820 --> 01:05:09.240

Stephanie Bogan: What do I need to account for, hey? It really let me know that these things really matter. This is this: here's, you know. Oh, here the course of action. Okay, great now.

492

01:05:09.460 --> 01:05:22.149

Stephanie Bogan: Well, i'm not in love with that experience. I can sit in it and say, okay, it taught me what I needed to know. I got the learning from it, and I can apply that going forward. I can complete that and feel good about it like it is part of the learning, and we move on.

493

01:05:22.240 --> 01:05:27.870

Stephanie Bogan: If it's, say, I lost a big client or right I can't. What are the things I really want you to take a moment



494

01:05:28.210 --> 01:05:29.649

Stephanie Bogan: and think through.

495

01:05:29.920 --> 01:05:33.669

Stephanie Bogan: What are some things that you would like to get completion around this year?

496

01:05:34.060 --> 01:05:37.789

Stephanie Bogan: So Allison did we put this in the inbox insight the article.

497

01:05:38.620 --> 01:05:42.219

Limitless Adviser: I did not. Okay, I'll grab the link and share it, though.

498

01:05:42.260 --> 01:05:43.870

Stephanie Bogan: Well question and chat.

499

01:05:43.890 --> 01:05:47.720

Stephanie Bogan: So the article goes into a bit more date detail I would really recommend

500

01:05:47.850 --> 01:06:03.939

Stephanie Bogan: each of you take some time between now and the end of the year. This is a phenomenal practice to do like a year and review. Great to do if you do strategic planning retreats with team like, what are the things that we have? You know that we're challenging this year. What's the positive frame? Right? What are the lessons

501

01:06:04.040 --> 01:06:08.539

Stephanie Bogan: But you write yourself? You write the year. I thank you. Letter, dear. 2,022,

502

01:06:08.800 --> 01:06:17.130

Stephanie Bogan: hey? It was an interesting and wild right this year. There are some things I really learned. Let's talk about great, and then you literally go into hey? This happened.

503

01:06:17.460 --> 01:06:24.430

Stephanie Bogan: and from this right? So you're getting, and you do that work until you can genuinely

504

01:06:24.710 --> 01:06:26.049

Stephanie Bogan: be at piece with it.



505

01:06:26.520 --> 01:06:41.760

Stephanie Bogan: and then it's complete, and then it doesn't. Go into the baggage that you carry around. It's hey, this is what happened. No one needs to be perfect. This is what I need to solve, for this is how i'm going to turn this into a positive frame and experience. These are the actions i'm going to take if their actions to take.

506

01:06:42.100 --> 01:06:48.069

Stephanie Bogan: Have I learned what I can learn from this experience? Yes. Can you ask any more of yourself as a human? No?

507

01:06:48.600 --> 01:06:53.499

Stephanie Bogan: Does that mean? Everybody on the planet has to agree with you. No, your job is to be okay, no matter what.

508

01:06:53.870 --> 01:06:55.279

Stephanie Bogan: no matter what

509

01:06:55.500 --> 01:07:05.570

Stephanie Bogan: our job is to do, the work of getting clear about where we need to look at the challenges and bring completion to them. So i'm actually going to have You guys take a couple of minutes.

510

01:07:05.900 --> 01:07:21.299

Stephanie Bogan: and what you all grab a piece of paper. This is not the time to go Check your email. This is a time to really go through this process a little bit together, so it's not so foreign and uncomfortable when you do it on your own, and just jot down a list of a few challenges

511

01:07:21.550 --> 01:07:27.839

Stephanie Bogan: that you face this year that you would like to get some completion around like they're still bugging you or nagging you

512

01:07:28.180 --> 01:07:39.560

Stephanie Bogan: if they're not there, You're fine, like anything that you feel fear and sent you down. Anxiety, stress, guilt, overwhelmed whatever it is right. So Teresa, letting down a prospect that doesn't fit my fee.

513

01:07:39.640 --> 01:07:41.280

Stephanie Bogan: Oh, you're talking about the script. Yeah.

514

01:07:41.370 --> 01:07:45.969

Stephanie Bogan: That script or version of it is in the library. There's a few of them. I think Jed bonified it a little bit.



515

01:07:51.070 --> 01:07:54.670

Stephanie Bogan: so go ahead and read a couple down. I'm going to give you just a couple of minutes to do that.

516

01:08:06.720 --> 01:08:08.890

Stephanie Bogan: So everybody have at least one or 2.

517

01:08:09.680 --> 01:08:11.940

Stephanie Bogan: You'll just need one for our next step.

518

01:08:32.720 --> 01:08:38.669

Stephanie Bogan: all right. And then in just a minute i'm gonna have Allison break you into breakout groups.

519

01:08:38.810 --> 01:08:42.009

Stephanie Bogan: and you're going to pick one and share it with the group

520

01:08:42.569 --> 01:08:59.429

Stephanie Bogan: in terms of what the challenge was, how it challenged you. And if you were going to really go through a completion, you know, a Mini Mini version. But again, I want you guys to just go through a little bit of the process, because it gets you over 80 of the right, the new stuff Hum! That your brain likes to put in front of you.

521

01:08:59.770 --> 01:09:01.190

Stephanie Bogan: It's just talk through like

522

01:09:01.430 --> 01:09:05.080

this, was my challenge. This is why it was challenging for me.

523

01:09:05.120 --> 01:09:16.139

Stephanie Bogan: And if I you know, if I reframe that into what did I learn from it. And how does it make me better or more empowered to be successful and and contribute going forward? That's the conversation.

524

01:09:16.939 --> 01:09:20.409

Stephanie Bogan: So, Allison, we're gonna start to break them into groups

525

01:09:20.960 --> 01:09:31.199

Limitless Adviser: Alrighty, and we're going to give you 30. Let's see where we on a time we're going to give you 20 min for this exercise, so you don't have to go super deep, but I want each person in the group to take



526

01:09:31.319 --> 01:09:32.760

Stephanie Bogan: 4 or 5 min

527

01:09:33.640 --> 01:09:48.560

Stephanie Bogan: to go around do, we could do, we do. We already have the number of people in a group set up? yeah, I can put 4 per room and then let's do 20 min, and then i'll give you each about 5 min to share your biggest challenge. Why, it challenged you

528

01:09:48.720 --> 01:09:55.939

Stephanie Bogan: what you learned from it, and how you're reframing that into right. It makes you better and more empowered to be successful in the future.

529

01:09:56.190 --> 01:09:57.389

Stephanie Bogan: Everybody ready.

530

01:09:57.500 --> 01:10:07.390

Stephanie Bogan: Notice we're gearing up the next year we're going to do a lot more of this in our calls. We want you to talk to each other more, and we want to hear from you more. So this quarter. We've been practicing all right, Allison.

531

01:10:07.670 --> 01:10:09.360

Limitless Adviser: There you go

532

01:10:10.910 --> 01:10:11.900

Stephanie Bogan: to me

533

01:10:13.770 --> 01:10:16.039

Limitless Adviser: actually. Oh.

534

01:10:19.760 --> 01:10:23.939

Limitless Adviser: oh, I think oh, I put people in 4 rooms, not groups of 4.

535

01:10:23.990 --> 01:10:24.610

Oh.

536

01:10:28.080 --> 01:10:29.680

Stephanie Bogan: can we pull them back?

537



01:10:30.650 --> 01:10:31.490  
Let's see.

538  
01:10:31.540 --> 01:10:33.460  
Limitless Adviser: Okay, yeah, let me pull them back.

539  
01:10:34.180 --> 01:10:38.729  
Stephanie Bogan: They're going to be like in in, out, in out.

540  
01:10:39.630 --> 01:10:42.810  
Limitless Adviser: Okay, let's try it again. Breakout Room.

541  
01:10:46.770 --> 01:10:48.600  
Alright.

542  
01:10:49.330 --> 01:10:51.240  
Limitless Adviser: Oh, hold on.

543  
01:10:52.250 --> 01:10:53.340  
Limitless Adviser: we.

544  
01:10:54.290 --> 01:10:58.009  
Limitless Adviser: Oh, it's gonna say you have 60 s before this room ends.

545  
01:10:58.140 --> 01:11:11.399  
Stephanie Bogan: We accidentally put you in 4 rooms instead of 4 program, and that's not going to be nearly enough. Time so we're going to hang out for 45 s I was in 26 s. What was your big win this year?

546  
01:11:13.020 --> 01:11:15.269  
Stephanie Bogan: Yeah.

547  
01:11:15.430 --> 01:11:18.239  
Eli Weissman: leaving

548  
01:11:18.260 --> 01:11:19.670  
Eli Weissman: leaving my bank

549  
01:11:19.960 --> 01:11:20.800  
Stephanie Bogan: awesome

550  
01:11:23.040 --> 01:11:24.360



Stephanie Bogan: feeling good about that

551

01:11:25.360 --> 01:11:35.560

Eli Weissman: definitely happy that I am out of that environment. I think the the transitions been a lot more challenging than I envisioned.

552

01:11:35.910 --> 01:11:40.899

Eli Weissman: but i'm glad to be out of glad to be out of where I was.

553

01:11:40.950 --> 01:11:58.750

Stephanie Bogan: Well, it's sometimes it's just wrapping up right, I call it clearing the runway, wrapping up the other stuff, and so that right the runway is clear for you to do things in the way that you want. So it's a great transition for you. Sorry about that. Everyone we accidentally put you in 4 rooms instead of 4 per room, which is going to make it really hard for everyone to get through their shares. So

554

01:11:58.790 --> 01:12:04.730

Stephanie Bogan: try that again. And so we're like

555

01:12:05.510 --> 01:12:09.489

Stephanie Bogan: we're just keeping you on your toes today, since it's our last coaching call of the year.

556

01:12:13.270 --> 01:12:16.740

Stephanie Bogan: So we were just doing some wins where Allison was working that out.

557

01:12:16.920 --> 01:12:20.490

Limitless Adviser: Okay, I think we should be good. Now.

558

01:12:21.060 --> 01:12:23.650

Limitless Adviser: let's see, although now I need to know people.

559

01:12:24.160 --> 01:12:34.859

Stephanie Bogan: Okay, I'm going to open them, and then i'll need to manually move people. So I will do that alright. While we're doing that Christian, that that is, Telly, because I think there's another Christian

560

01:12:34.980 --> 01:12:35.920

Stephanie Bogan: big win.

561

01:12:36.190 --> 01:12:54.970



Christian Battistelli: Big win for me was just learning how to deal with overwhelming. I found this year I bought a practice, and when you buy a practice there is just a lot of stuff that needs to be done, especially being a part of limitless and seeing all the disconnect between. Okay, this is the practice I want. Here's 80 things that I need to do.

562

01:12:54.980 --> 01:13:01.599

Christian Battistelli: and just thinking, Well, that's a lot. I'm just gonna go answer emails and bury myself and service work because it needs to get done.

563

01:13:01.710 --> 01:13:15.910

Christian Battistelli: so dealing, learning how to deal with that and understand that. No, I need to carve out a day for CEO days. I need to carve out a day for marketing work, and there's always going to be even at the end of the year, When I think most of the service work is done, there's always a list of work to do.

564

01:13:16.330 --> 01:13:28.439

Christian Battistelli: and you know we get eat an elephant one bite at a time, and it's about making steps towards the goal, and it's not necessarily about doing everything at once.

565

01:13:28.810 --> 01:13:41.489

Stephanie Bogan: because whether you're here or not right anytime, you go to embark on change. You go to a conference, and you get 5 ideas. You come back. You get overwhelmed in the same way. That's why we're so big. On putting the structure in place like, hey.

566

01:13:41.500 --> 01:13:51.030

Stephanie Bogan: right? Jed's deck is a really good example. We talk about doing the weekly check in with yourself right? He built a deck to do the check in with himself. We talked about the quarterly business reviews to set those priorities.

567

01:13:51.080 --> 01:13:54.330

Stephanie Bogan: and Don't, you know it never stops as the learning.

568

01:13:54.570 --> 01:14:14.170

Stephanie Bogan: I still have more things on the list that i'm ever grace. Why, we created a parking lot. There's always an idea. There's always this there's, and so you just have to learn. This is my container. These are the priorities. This is what's unmovable. Right? My time to judge. Point my time in my life. You're going to have instances here and there. We call those sprints right. You just don't want it to be

569

01:14:14.180 --> 01:14:17.969



Stephanie Bogan: a marathon at that pace. So it's great that you were able to really

570

01:14:18.050 --> 01:14:20.300

Stephanie Bogan: take that less lesson away from the year.

571

01:14:21.260 --> 01:14:34.350

Limitless Adviser: Allison, is this the last room? Where do you need to? Everyone should be assigned to room? You just need to expect you should speed up, pop up on your screen.

572

01:14:34.440 --> 01:14:41.589

Jamie Milne: You had to in 4 rooms instead of accidentally put forward.

573

01:14:41.830 --> 01:14:50.530

Stephanie Bogan: Just misses you so much. She wants to bring you back. It's over and over it, like you in this main room. Here, let's see.

574

01:14:50.810 --> 01:14:52.700

Limitless Adviser: Let me find you.

575

01:14:54.060 --> 01:14:55.809

Limitless Adviser: Jamie Jamie.

576

01:14:57.310 --> 01:14:58.050

Limitless Adviser: Hmm.

577

01:14:58.900 --> 01:15:09.580

Limitless Adviser: On my screen. I'm right beside you. Yeah, I see Andrew, Jamie, John and Kim. It's just. Oh, it said not so. There should be a little pop up on your screen somewhere, Jamie.

578

01:15:10.060 --> 01:15:27.000

Jamie Milne: Well, let me see, we got multiple screens going on here

579

01:15:27.690 --> 01:15:29.439

Limitless Adviser: all right. How about you, Andrew?

580

01:15:30.910 --> 01:15:33.880

Limitless Adviser: It says you should be in room for

581

01:15:34.330 --> 01:15:35.939

Limitless Adviser: Can you click join?



582  
01:15:39.700 --> 01:15:40.910  
Stephanie Bogan: You? Have that option.

583  
01:15:45.360 --> 01:15:49.519  
Limitless Adviser: I can move you. I'll put you in a different one, and maybe it'll pop up again.

584  
01:15:50.270 --> 01:15:52.889  
Limitless Adviser: Let's See, Here we go. Try this one.

585  
01:15:57.970 --> 01:16:00.110  
Limitless Adviser: You're on mute Andrew. I can't hear you.

586  
01:16:00.690 --> 01:16:03.630  
Limitless Adviser: but I think it should have just popped up again for you.

587  
01:16:07.300 --> 01:16:11.119  
Limitless Adviser: Here we go, all right. You want to go in one.

588  
01:16:11.230 --> 01:16:19.260  
Stephanie Bogan: I've got, John. And how about we get John and camera on the line? Still? they have to just select.

589  
01:16:20.350 --> 01:16:23.889  
John Chladek: So I don't have a pop up anymore.

590  
01:16:24.880 --> 01:16:27.169  
Limitless Adviser: Okay, let's see.

591  
01:16:28.290 --> 01:16:29.630  
Limitless Adviser: So on.

592  
01:16:31.260 --> 01:16:32.379  
Stephanie Bogan: Hey, John, how are you?

593  
01:16:33.780 --> 01:16:35.019  
John Chladek: I'm doing all right.

594  
01:16:35.550 --> 01:16:39.300  
Limitless Adviser: all right. I'm going to room for it.



595

01:16:39.650 --> 01:16:42.730

Limitless Adviser: all right. I'll put him in that room, too. She's here.

596

01:16:43.540 --> 01:16:44.550

Stephanie Bogan: Hey, Ken?

597

01:16:46.280 --> 01:16:48.849

Limitless Adviser: All right. If not, you can chill out with me.

598

01:16:49.180 --> 01:17:04.950

Stephanie Bogan: all right. Okay, If you want to go to room. No, I want to let them do it, because when I go in right they want like I just want to let them have this time together. So i'm gonna go grab a water and check on my sick family, and I will be back in 1015 min. What's our

599

01:17:05.020 --> 01:17:13.710

Stephanie Bogan: Yeah, let's give them. We'll give them, I think. 15 for now. Okay, Great. All right. I'll have my phone if you need me. I'm just gonna go downstairs for

600

01:17:35.080 --> 01:17:35.990

another one.

601

01:17:39.870 --> 01:17:40.580

Okay.

602

01:17:52.280 --> 01:17:53.280

up here.

603

01:18:00.600 --> 01:18:01.190

Right?

604

01:18:28.820 --> 01:18:29.519

Yeah.

605

01:18:31.370 --> 01:18:32.290

Yes.

606

01:19:54.720 --> 01:19:55.280

Okay.

607



01:28:22.740 --> 01:28:24.930

Stephanie Bogan: I'm here, Alice. I'm: just having a coughing fit.

608

01:28:25.440 --> 01:28:26.420

Andrew Palomo: Hey, Alison?

609

01:28:26.850 --> 01:28:28.529

Limitless Adviser: Okay.

610

01:28:28.660 --> 01:28:33.760

Andrew Palomo: If you kick me back to my room. I'm having some technical difficulties today.

611

01:28:33.900 --> 01:28:37.980

Andrew Palomo: Learning lesson. I'm. Failing forward today.

612

01:28:38.260 --> 01:28:40.910

Limitless Adviser: which you were in group 4 right.

613

01:28:41.060 --> 01:28:43.699

Andrew Palomo: I was in group 4, and then I was in Group 3.

614

01:28:44.060 --> 01:28:46.350

Limitless Adviser: Okay, I'll put you back in 3. Then.

615

01:28:46.510 --> 01:28:47.450

Andrew Palomo: Thank you.

616

01:28:48.170 --> 01:28:49.210

Limitless Adviser: There you go.

617

01:28:57.120 --> 01:28:57.969

Alright.

618

01:28:59.700 --> 01:29:04.169

Limitless Adviser: Oh, Staff, I can't believe you're got sick again. It's just insane.

619

01:29:05.770 --> 01:29:06.710

Stephanie Bogan: for surely

620

01:29:06.860 --> 01:29:09.769



Stephanie Bogan: a one was like achy and bad. No.

621

01:29:09.800 --> 01:29:11.730

Stephanie Bogan: it's just tired, and I have this

622

01:29:11.760 --> 01:29:12.709

Stephanie Bogan: call.

623

01:29:14.640 --> 01:29:16.440

Stephanie Bogan: It's just not fun, but

624

01:29:16.840 --> 01:29:30.000

Limitless Adviser: it's really just tired, because just keep getting sick and travelling. The kids are sick, and it's just like, oh, my God, it's like you come home to get sick. Well, it literally. I got home that night, and the next morning it was sick, and then

625

01:29:30.630 --> 01:29:38.110

Stephanie Bogan: I still had the confidence stuff from the congestion. But I don't know if it just like kicked back in, or I just picked up something new, but

626

01:29:38.310 --> 01:29:40.780

Stephanie Bogan: it for sure.

627

01:29:42.850 --> 01:29:56.369

Stephanie Bogan: and I had a very full weekend, so there was no rest for the wicked. This was like, I gotta get all this stuff done before holiday. Oh, my gosh! I know i'm turning into one of. I never used to be one of those people that's like. Oh, what you're sick, you know.

628

01:29:56.380 --> 01:30:04.079

Limitless Adviser: I don't. I don't. I always used to be like if you're sick I don't care like it's fine. I'll get sick either way. And now i'm becoming more like, oh, you're sick.

629

01:30:04.210 --> 01:30:06.790

Limitless Adviser: Okay, let's reschedule

630

01:30:06.900 --> 01:30:13.010

Stephanie Bogan: it does. And then sure you have to go in and edit them out.

631

01:30:13.410 --> 01:30:16.849



Limitless Adviser: We can. We could pause it, and we

632

01:30:17.120 --> 01:30:23.609

Limitless Adviser: do it. We just have to. That is true we could do that probably make her life easier.

633

01:30:23.970 --> 01:30:25.509

Stephanie Bogan: They make it a lot easier.

634

01:30:26.120 --> 01:30:30.069

Stephanie Bogan: and we could direct those that time to something marginally more productive.

635

01:30:32.310 --> 01:30:33.380

Limitless Adviser: See.

636

01:30:33.430 --> 01:30:35.379

Stephanie Bogan: we have to remember to unp it.

637

01:30:35.460 --> 01:30:38.119

Limitless Adviser: I know. Just

638

01:30:38.420 --> 01:30:44.180

Stephanie Bogan: Just put those stickers pause and pause on my camera, so i'm like all we have to remember.

639

01:30:44.610 --> 01:30:46.130

Limitless Adviser: That's a good idea.

640

01:30:47.050 --> 01:30:49.710

Stephanie Bogan: I'm assuming Kim is not on the line that she's just

641

01:30:49.810 --> 01:30:55.020

Limitless Adviser: yeah, she, you know she may be like driving, or you know

642

01:30:55.800 --> 01:31:01.100

Stephanie Bogan: i'm trying to show we're on mute, and I haven't heard. But if you're there, Kim say, Hi.

643

01:31:03.230 --> 01:31:27.570

Limitless Adviser: yeah last time at Andrew Diploma was driving his like across country and his big camper when I put him in the room. I'm like,



Can you safely click to join the room, or do you want to chill with me here emailed and asked for the login for the leaders call today. He'll be on the road, but he's like, hey, I want to make the last call, so he'll be like having a completion exercise while driving.

644

01:31:34.600 --> 01:31:37.980

Limitless Adviser: Okay, I'm gonna do a little 2 min morning

645

01:31:52.330 --> 01:31:56.370

Stephanie Bogan: time. Wise, we have 15 min, so is the next slide the big win

646

01:31:57.090 --> 01:32:08.699

Limitless Adviser: the next slide. So I pulled out the big win slide because I wasn't I I was thinking you didn't want to do that activity, since we kind of I mean, we just kind of have them do it recently. I feel like

647

01:32:08.850 --> 01:32:15.649

Stephanie Bogan: that would be a good year in review activity for Lauren to have them do when she does the Q. 4 calls

648

01:32:15.680 --> 01:32:17.160

Stephanie Bogan: like the

649

01:32:17.650 --> 01:32:31.349

Limitless Adviser: so we'll bring them back here. Let me share and we'll just. We'll have Lauren explain the Nps scores, and then never would challenges clear roadmap we can. That's perfect Segue into what we're doing with her.

650

01:32:31.360 --> 01:32:44.360

Limitless Adviser: and then Yeti is for the end of your survey. I will have you select a number between one and 33, or and no, not the I you, the learning lab, and that person will win the learning lab, and then we can do

651

01:32:44.630 --> 01:32:46.849

Stephanie Bogan: the learning lab isn't for

652

01:32:47.300 --> 01:33:00.040

Limitless Adviser: one of the sweaters for jokes. What is? No, it's for the end of your survey. Oh, okay, Great. Yeah, that's the main right. And we can do like yet you for sweater and book set for joke or something.

653



01:33:00.540 --> 01:33:14.590

Limitless Adviser: And Lauren and Jackie are both prepared to pick their winners. We're just gonna have a quick. We'll do quick. There really weren't that many people, maybe like 7 or 8 who are wearing sweaters. I think we can just have them all go through and show them. Show them off.

654

01:33:16.020 --> 01:33:19.259

Limitless Adviser: Okay, here we go close all rooms.

655

01:33:20.150 --> 01:33:23.290

Limitless Adviser: So are you looking at my full screen?

656

01:33:23.680 --> 01:33:26.380

Stephanie Bogan: I'm looking at the

657

01:33:26.860 --> 01:33:28.620

Stephanie Bogan: I just put it in percent of you.

658

01:33:29.140 --> 01:33:31.410

Limitless Adviser: Here we go

659

01:33:31.980 --> 01:33:33.330

Stephanie Bogan: still in presenter view.

660

01:33:34.020 --> 01:33:34.830

Stephanie Bogan: There you go.

661

01:33:35.430 --> 01:33:36.460

Okay, perfect

662

01:33:36.540 --> 01:33:37.350

Stephanie Bogan: from this.

663

01:33:37.760 --> 01:33:38.880

but I guess it's.

664

01:33:48.970 --> 01:33:51.880

Thank you for a Sec.

665

01:33:55.460 --> 01:33:57.410

Stephanie Bogan: Yeah, we've got 15 min, so

666



01:33:57.500 --> 01:33:58.199  
by it.

667  
01:34:12.330 --> 01:34:13.800  
Stephanie Bogan: all right, we bring him back.

668  
01:34:19.360 --> 01:34:21.719  
Limitless Adviser: Yep, Here they come.

669  
01:34:21.890 --> 01:34:24.499  
Stephanie Bogan: and everybody is here

670  
01:34:27.030 --> 01:34:36.479  
Stephanie Bogan: all right, so we are. We are navigating breakouts, but I think everybody got there. How were those conversations, Adam? What about the room that you were in? Did

671  
01:34:37.100 --> 01:34:38.049  
Adam Cmejla: They were great.

672  
01:34:38.230 --> 01:34:43.999  
Adam Cmejla: They were great. The common theme, I think, as a lot of as a lot of advisors were, is

673  
01:34:44.140 --> 01:34:58.779  
Adam Cmejla: being cognizant and comfortable with the most dangerous space in the world, which is the 7 inches between our years under, and being aware of what we are thinking, and how we're showing up and then asking ourselves, is this really serving me well? And then, being

674  
01:34:59.020 --> 01:34:59.889  
Adam Cmejla: been

675  
01:35:00.030 --> 01:35:04.059  
Adam Cmejla: intentional enough to to alter that which then influences our behavior in our actions?

676  
01:35:04.400 --> 01:35:09.579  
Stephanie Bogan: Yeah, I think Teresa, you had put something in the chat just before we went out about

677  
01:35:09.680 --> 01:35:26.370  
Stephanie Bogan: letting down a prospect that doesn't fit by using them in a minimum fee. I know you were talking about the script, but, like the



story we tell ourselves is that I blew it, and it could just be Wow! I needed to do that enough times to really get my value, so that I feel confident about never doing that again. That

678

01:35:26.380 --> 01:35:32.780

Stephanie Bogan: was the that was the turning point, the tipping point that got me to the lesson learned. So I should be really grateful for that. No.

679

01:35:33.180 --> 01:35:50.759

Stephanie Bogan: because it's what got me over the edge. So I get really confident about the yeses that I want like. Thank you, Mr. Prospect. So that's the goal is. Can we cultivate so much awareness about what the challenge was, and the learning from it from an empowered place which usually means to Adam's point.

680

01:35:51.030 --> 01:35:58.099

Stephanie Bogan: we identify some action or shift right, being more aware of my mindset when this pops up managing my time better.

681

01:35:59.910 --> 01:36:08.020

Stephanie Bogan: which takes it from a disempowering experience below the line to an empowering experience. I've had it. I've learned I've lived.

682

01:36:08.140 --> 01:36:12.019

Stephanie Bogan: What's next? Right? That's a much more empowered experience.

683

01:36:12.210 --> 01:36:25.760

Stephanie Bogan: and then we don't carry that baggage with us. So the goal is to do that. Thank you. Letter to all the challenges of the year. I would it? It's one of those things that you'll be like. That's a great idea Staff. Yeah, I'll do that. And then you'll like totally be like I'm not going to do that. I'm too busy.

684

01:36:26.050 --> 01:36:31.990

Stephanie Bogan: This is a wildly impactful exercise that you should do every year for life.

685

01:36:32.010 --> 01:36:40.539

Stephanie Bogan: if, after I did it for the first years, like I have, I go on a 2 day retreat every year by myself, and I just process a lot of stuff, including my Thank you letter.

686

01:36:40.580 --> 01:36:48.789



Stephanie Bogan: and it's awesome because it really surfaces like objectively. How did what happened. Let's put all this stuff on the table.

687

01:36:49.250 --> 01:37:01.320

Stephanie Bogan: and then let's process it. That's why it's called a completion exercise. If we don't process it that negative energy that the thoughts we have around it to to Michelle's Point earlier. Lots of crazy town up there

688

01:37:01.330 --> 01:37:14.609

Stephanie Bogan: comes with us into next year. You don't want that you want the negative experiences to turn into learning, so you can leave the negative energy and focus behind and use the good to focus forward

689

01:37:14.640 --> 01:37:19.530

Stephanie Bogan: as a new, better version of your decision, making thought habits, whatever it might be.

690

01:37:19.730 --> 01:37:23.610

Stephanie Bogan: It's really empowering. So we'll send you the

691

01:37:25.180 --> 01:37:27.729

Stephanie Bogan: Allison put it in the link.

692

01:37:28.100 --> 01:37:30.489

Stephanie Bogan: do we have one more inbox coming out, Allison?

693

01:37:31.080 --> 01:37:49.379

Stephanie Bogan: I know they got the last one today, alright, so it's in the link. If anybody wants it. You can literally Google Stephanie Bogan. Thank you. Letter Investment news, and it will pop up if you need it. Please feel free to reach out to the inbox. So that is your last assignment of the year is to make sure that you take all of the learning.

694

01:37:49.390 --> 01:37:53.290

Stephanie Bogan: all of all of the experiences to create all of the learning.

695

01:37:53.340 --> 01:38:00.809

Stephanie Bogan: to make those experiences fuel for the future, not fertilizer for you to sit in. Does that make sense

696

01:38:01.750 --> 01:38:06.309

Stephanie Bogan: so? Who will commit publicly to doing a Thank you letter. By the end of the year



697

01:38:06.670 --> 01:38:09.709

Stephanie Bogan: William put his hand up first. Thank you, William. I love that

698

01:38:10.220 --> 01:38:17.079

Stephanie Bogan: this is a really powerful exercise. if you want to do something really incredible, write a thank you letter to your spouse

699

01:38:17.260 --> 01:38:18.620

Stephanie Bogan: at the end of the year.

700

01:38:19.170 --> 01:38:25.009

Stephanie Bogan: Here's how I showed up Here's what I learned Here's how I would like to better honor our relationship next year.

701

01:38:27.150 --> 01:38:39.850

Stephanie Bogan: That is relationship capital, because you're creating ownership and space to acknowledge, and then an opportunity right to move forward on that together. So just a little side, for if anybody wants to take me up on it.

702

01:38:40.730 --> 01:38:44.970

Stephanie Bogan: All right. Okay. let's see. Next, we have

703

01:38:45.020 --> 01:38:46.269

Stephanie Bogan: ugly sweaters.

704

01:38:46.350 --> 01:38:55.979

Limitless Adviser: Yeah, let's do. Lauren is going to chat a little bit about our end of your survey results, and then we will do our drawings for a free boot camp.

705

01:38:56.040 --> 01:38:58.679

Limitless Adviser: Ugly sweaters, and the best joke.

706

01:39:00.240 --> 01:39:29.249

Lauren Kaufman: Yeah, I first want to just thank everyone who took the end of the year survey. It is not too late. If you haven't already, i'll put in the chat one more time. we also collected some of your final year-end information. So that way we can see where you were a year ago. and where you are now. But one of the questions we asked in the survey was, how likely are you to recommend to a friend or colleague? And I just wanted to go over kind of Mps the net promoter score really quick.



707

01:39:29.900 --> 01:39:47.289

Lauren Kaufman: You've probably taken a 1 million of these questions in your life, and didn't even realize that it translates into an Mps score. So ours this year was a 55, which is fantastic. So thank you again to everyone who filled that out. You can see that little graph there below.

708

01:39:47.300 --> 01:39:56.339

Lauren Kaufman: Mps is a score of negative 100 to 100, and so it can be a little confusing if you're not familiar with the way it's calculated. A 55 is.

709

01:39:56.360 --> 01:39:57.640

Lauren Kaufman: you know, here, and

710

01:39:57.760 --> 01:40:11.160

Lauren Kaufman: the States were like oh, 55 is, you know, this in school, but it's actually an amazing score. So we're really glad that the year you know, added a value to your life and i'll put the the score in the chat so, or the survey.

711

01:40:11.450 --> 01:40:28.409

Limitless Adviser: Great thanks. Okay. And Stephanie, will you please select a number between one and 33 for end of survey, and it be your survey winner, which is free learning that it will. But I just wanted one. Thank Lauren for kind of reviewing that to

712

01:40:28.420 --> 01:40:41.540

Stephanie Bogan: we do take these very seriously, together with all of your surveys, and, as always, are making changes, so the number one challenge we always hear about limitless is needing that roadmap. So we've really again built in Lauren. The roadmap calls and a lot of

713

01:40:41.550 --> 01:40:55.559

Stephanie Bogan: accountability and checking structures next year to help you stay more clear and focused about what you should be kind of what swimming you want to stay in. So if you're joining us next year, look for it to that All right. Number between one and 33 27,

714

01:40:56.760 --> 01:41:01.020

Limitless Adviser: 27. Okay, let's see that

715

01:41:01.710 --> 01:41:04.479

Limitless Adviser: is Jamie Jamie Milney

716

01:41:04.670 --> 01:41:05.990



Stephanie Bogan: Jamie.

717

01:41:06.210 --> 01:41:12.969

Limitless Adviser: all right. You receive a free learning lab for next year. Thank you for doing your end of your survey, Jamie.

718

01:41:13.270 --> 01:41:14.130

Jamie Milne: Wow!

719

01:41:14.490 --> 01:41:22.619

Limitless Adviser: We have some really good topics coming your way. It's going to be an awesome big camp here for next year.

720

01:41:23.220 --> 01:41:36.470

Stephanie Bogan: Sure, if you want them to come with cookies, you can get the cookies if you want to trade cookies for the boot camp. I'll send you some cookies, but I would totally take this up on the boot camp.

721

01:41:36.640 --> 01:41:41.200

Limitless Adviser: I need a 108 cookies this weekend, so I can send you some.

722

01:41:42.020 --> 01:42:01.609

Stephanie Bogan: Okay, and let's go ahead and do our ugly sweaters next or or lovely sweaters. They don't have to be ugly if you want to show yours off because it's me, and I already showed you all my ugly sweater. But do you want proof that it's ugly? I literally walk downstairs, and the 10 min break to check on my sick family.

723

01:42:01.690 --> 01:42:11.649

Stephanie Bogan: I walked by my husband, and he just said, without blinking, that's an ugly sweater, literally just busting it out day. Adam knows Damon, so he's like that makes perfect sense.

724

01:42:11.730 --> 01:42:24.160

Stephanie Bogan: and I was like that is kind of the point it's at least letter day, and he was like, Well, then, you're right on on cue. I'm gonna show my sweater. Mine has elf feet. So when I move. I walk, which is hilarious.

725

01:42:24.680 --> 01:42:43.980

Limitless Adviser: There we go. I can't win either, but I just wanted to show that off all right. And then who who's judging this one, Lauren, and judging I am Alison. Do you mind stopping, sharing your screen so I can really see. Of course I had to. I had to move to the bigger screen. Or also All right, Jonathan.



726

01:42:43.990 --> 01:42:46.760

Limitless Adviser: That again, Jonathan.

727

01:42:48.060 --> 01:43:04.869

Stephanie Bogan: can. Did you see Jonathan or Ethan? I'm: sorry. Yeah, yeah, I saw Ethan. Yeah, I don't want to publicly shame them. But he was wearing that exact sweater on our call last week. So hopefully we've been wearing it for a whole week.

728

01:43:04.880 --> 01:43:17.629

Adam Cmejla: Yeah, I can't win on this one. So this is a little bit of a proud moment in the sense that Andre has one in red, which says, Why is the carpet all wet? Todd? I don't know Margo, which is the

729

01:43:17.640 --> 01:43:35.549

Stephanie Bogan: back and forth from Christmas vacation, and Andrea made this so. This is her embracing her cricket and crafting and just just origination that she has, or i'm gonna have to hire her to make me a hand crafted, ugly sweater for next year.

730

01:43:35.580 --> 01:43:40.540

Andrew Palomo: You guys go out in public with both of those sweaters on.

731

01:43:40.560 --> 01:43:50.270

Andrew Palomo: Damn right, we do.

732

01:43:50.530 --> 01:44:00.030

Andrew Palomo: Oh, yeah, and I've I've got the full Cousin Eddie Robe with the ha and the cigar. So I do. I know where that when the last call that was awesome.

733

01:44:00.130 --> 01:44:12.049

Adam Cmejla: Alright, okay, I've got to get it. I've got to give Andrew a strong vote for just the uncomfortable factor that's got to be playing in that, because that's there. There, there.

734

01:44:12.220 --> 01:44:16.319

Stephanie Bogan: All right, Jackie. you can't.

735

01:44:16.530 --> 01:44:21.469

Lauren Kaufman: What about Andrew? Let's see your Andrew happily. Where do you go? All right, Andrew.

736



01:44:22.800 --> 01:44:24.400  
Lauren Kaufman: Oh, you're on mute.

737  
01:44:24.750 --> 01:44:26.729  
Stephanie Bogan: You gotta stand up so we can see it

738  
01:44:30.710 --> 01:44:32.009  
Adam Cmejla: still, muted Andrew.

739  
01:44:33.240 --> 01:44:42.989  
Stephanie Bogan: Oh, I know, I know I can't read that. It's fine.

740  
01:44:43.060 --> 01:44:57.619  
Andrew Hatherley: Yeah, it's not ugly. I like it. They really. Is that like a sweater or a sweater? Oh, nice. I don't qualify for ugly or real sweater. But I like it.

741  
01:44:57.980 --> 01:45:02.449  
Stephanie Bogan: Your name is over here. Okay, all right. who else?

742  
01:45:05.260 --> 01:45:14.279  
William Pitney: With the the the bouncing balls? Hold on. I turn on my background there.

743  
01:45:14.560 --> 01:45:22.009  
Stephanie Bogan: all right. Does anyone else have a Christmas sweater. I'm the call in the background. That's what William had.

744  
01:45:22.400 --> 01:45:27.019  
Limitless Adviser: You can see the balls bounce on that.

745  
01:45:27.120 --> 01:45:32.900  
William Pitney: Oh, seriously, you know one thing it's another. So you get the bouncing balls on this thing

746  
01:45:32.980 --> 01:45:48.449  
William Pitney: I do word in public. we have a dinner next week, and sharing we have matching ugly's. Mine is black, and hers is red, and we will wear these things out, and you know

747  
01:45:48.460 --> 01:45:57.089  
Stephanie Bogan: well when you do partner right. It's like it's like public shaming, but together. So it's totally okay, because it's a cool couple of thing to do, right.



748

01:45:57.450 --> 01:46:08.320

Lauren Kaufman: Okay, Lauren, Who do you select? That is a tough decision. But I think because Williams has some 3D features. I'm gonna go with William.

749

01:46:09.410 --> 01:46:17.500

Limitless Adviser: We're happy. Have you already won the Yeni? William?

750

01:46:17.550 --> 01:46:20.250

William Pitney: Yeah, I have one that says, do.

751

01:46:20.440 --> 01:46:26.069

Limitless Adviser: Okay. In that case we will let you win a limitless books. That how's that? Found

752

01:46:26.330 --> 01:46:46.459

Stephanie Bogan: awesome? Thank you. I realized on the way back up the stairs that we're gonna have to start like keeping an inventory because we love giving up. Those puppies are cheap, but they're awesome. So we love giving them away, and then I was like, Well, we don't need to send people like 3 of them. We need to expand, so we need swag ideas. That's a great idea. If you guys want to drop in the chat or email us

753

01:46:46.470 --> 01:46:56.559

Stephanie Bogan: what's like, swag that you would actually like and wear and use, like I. People send us water bottle pictures of the water bottles on social, which is really cool. When they go places they take them.

754

01:46:56.810 --> 01:46:59.149

Stephanie Bogan: but we love the swag. I do so. Please share

755

01:46:59.330 --> 01:47:01.680

Stephanie Bogan: all right. Who's ready for Christmas joke? Time

756

01:47:02.200 --> 01:47:09.929

Stephanie Bogan: and Jackie is our our judge for the Christmas Who has you have to raise your hand on reaction. If you have a Christmas joke

757

01:47:10.240 --> 01:47:12.429

we have to keep track. I have one.

758

01:47:13.900 --> 01:47:15.410

Stephanie Bogan: Andrew has one



759

01:47:16.020 --> 01:47:18.880

Limitless Adviser: who else. Anybody else. Keep your hand up.

760

01:47:20.520 --> 01:47:27.989

Limitless Adviser: Okay, maybe just Andrew, Andrew and Stephanie. Is it just me and Andrew Does nobody else have a good Christmas joke?

761

01:47:28.590 --> 01:47:33.589

Adam Cmejla: I mean, they're not good. They're just. They're just cheesy and like oh, ha, ha, ha, ha!

762

01:47:34.070 --> 01:47:41.029

Stephanie Bogan: Well, I mean there is a book set up for Grab. She just you. The competition works for slow at this point. It's me, and I understand

763

01:47:41.120 --> 01:48:00.390

Stephanie Bogan: It's just you and it's just me and you, Stephen, it awesome. But again I can't win. I've read all the books already in this.

764

01:48:00.400 --> 01:48:02.340

Stephanie Bogan: Okay.

765

01:48:02.750 --> 01:48:06.780

Andrew Hatherley: Okay, do we have the 5 s delay ready for staff?

766

01:48:07.280 --> 01:48:14.439

Limitless Adviser: Yeah, she'll go. She can go.

767

01:48:14.600 --> 01:48:19.399

Andrew Hatherley: Okay, Andrew, take the floor.

768

01:48:19.470 --> 01:48:22.699

Limitless Adviser: Okay, how about you? You can start a little bit.

769

01:48:25.450 --> 01:48:26.810

Elizabeth Taylor: There you go, all right

770

01:48:26.930 --> 01:48:29.030

Elizabeth Taylor: to gingerbread. We're talking.

771



01:48:29.240 --> 01:48:31.810

Elizabeth Taylor: and one of them had his foot bitten off.

772

01:48:31.990 --> 01:48:35.110

Elizabeth Taylor: and the other one said, Did you try icing it?

773

01:48:37.020 --> 01:48:41.470

Stephanie Bogan: Yeah, I'm gonna totally tell that joke to my kids for sure. Yeah.

774

01:48:44.980 --> 01:48:46.550

Limitless Adviser: Okay, Adam.

775

01:48:46.780 --> 01:48:52.250

Stephanie Bogan: you get that's like, feel that you get like that Christmas You feel like, oh, it's cookies and I

776

01:48:53.330 --> 01:49:01.009

Adam Cmejla: all right. So i'd be remiss if I didn't throw a financial twist on a joke like this right? Or on a on this type of convert to this part of the conversation?

777

01:49:01.220 --> 01:49:03.470

Adam Cmejla: How much did Santa Slay cost?

778

01:49:04.270 --> 01:49:06.369

Stephanie Bogan: I don't know, Adam, how much

779

01:49:06.820 --> 01:49:08.569

Adam Cmejla: nothing it was on the house

780

01:49:10.240 --> 01:49:15.330

Limitless Adviser: all so cute. All right, William.

781

01:49:16.890 --> 01:49:22.199

William Pitney: This dead joke time. So Santa Claus fell for bankruptcy.

782

01:49:23.360 --> 01:49:24.849

They called him Stink

783

01:49:24.900 --> 01:49:26.550

William Pitney: Nicholas.



784

01:49:27.650 --> 01:49:32.670

Adam Cmejla: another financial tourist. Well play

785

01:49:33.320 --> 01:49:38.430

Limitless Adviser: all right. Participation points for that, because that

786

01:49:38.920 --> 01:49:50.369

Stephanie Bogan: it's a dead joke. If you if you want me to, I'm gonna probably pull that cheese to jump out later. It'd be like they called him Nick. All this.

787

01:49:50.540 --> 01:49:54.809

Stephanie Bogan: Yeah, my kids will probably have the same reaction, by the way, but it's okay. It's Christmas.

788

01:49:55.460 --> 01:50:02.570

Dmitry Semenov: So this is a really dark One comes from the land of this is the kind of jokes you here in the in the old motherland.

789

01:50:02.980 --> 01:50:07.719

Dmitry Semenov: so brace for it. Santa Claus is flying over Africa.

790

01:50:07.760 --> 01:50:14.219

Dmitry Semenov: and Ethiopian children are very excited, and senate plus Santa Claus presence. We're so excited and send it closely.

791

01:50:14.390 --> 01:50:17.650

Dmitry Semenov: Kids no presence for you. You've been really naughty this year.

792

01:50:18.050 --> 01:50:21.970

Dmitry Semenov: and they're like Santa Claus. How have we been naughty? You have not been eating your vegetables.

793

01:50:24.790 --> 01:50:31.809

Jackie Benjamin: Well, that's dark.

794

01:50:32.090 --> 01:50:51.050

Jackie Benjamin: That that is like old World. Right there, all right. I'm going to lighten up. So my next

795

01:50:51.060 --> 01:50:55.440



Andrew Hatherley: Yeah, I got a niche related joke, so I should get bonus points for that.

796

01:50:55.660 --> 01:50:59.120

Andrew Hatherley: why did Mrs. Clause divorce Santa?

797

01:51:00.390 --> 01:51:01.050

Why.

798

01:51:01.220 --> 01:51:04.460

Andrew Hatherley: he had too many. Ho, ho!

799

01:51:09.670 --> 01:51:11.769

Stephanie Bogan: It's pretty funny.

800

01:51:12.270 --> 01:51:23.839

Stephanie Bogan: all right, and step to correct. All right. I'm going to modify this. There are. There are references to the male anatomy, but i'm going to modify them. You're going to totally get the joke, so that when you share it with your friends. You can

801

01:51:23.990 --> 01:51:25.409

Stephanie Bogan: make your choices

802

01:51:26.250 --> 01:51:29.799

Stephanie Bogan: right. So Sand is making his rounds. It's Christmas Eve.

803

01:51:29.910 --> 01:51:32.570

Stephanie Bogan: He gets out of the sleigh, goes down the first chimney

804

01:51:33.000 --> 01:51:35.640

Stephanie Bogan: as he's putting presence under the tree. There

805

01:51:35.760 --> 01:51:39.760

Stephanie Bogan: is the woman of the house, and she says, hey, santa!

806

01:51:39.930 --> 01:51:45.370

Stephanie Bogan: She's wearing her robe right. She got her slippers on, and she's like, hey, Santa, what you doing?

807

01:51:45.710 --> 01:51:49.769

Stephanie Bogan: It's like putting presents from the tree she's like, do you want to stay a while? And he's like.



808

01:51:49.850 --> 01:51:57.859

Stephanie Bogan: Ho, hoho! Gotta go! Gotta go. Gotta get the gifts to the kids, you know, and he promptly puts himself in the chimney, gets the heck out of there

809

01:51:58.160 --> 01:52:06.850

Stephanie Bogan: goes down to the next house, drops down the chimney, put in presence under the tree, and there, in some light light, pajama

810

01:52:07.360 --> 01:52:09.150

is the lady of the house.

811

01:52:09.250 --> 01:52:11.879

Stephanie Bogan: and she walks up, and she says, hey, Santa.

812

01:52:12.040 --> 01:52:17.650

Stephanie Bogan: she says, do you want to stay for some milk and cookies when you're done to those presence under the tree.

813

01:52:17.900 --> 01:52:27.270

Stephanie Bogan: and Santa says, Ho, ho! Ho! Gotta go! Gotta go! Gotta get the gifts to the kids, you know, and put his nose fingered by his nose, and he goes up the fireplace to me

814

01:52:27.740 --> 01:52:34.219

Stephanie Bogan: because of the last house on the block. Come down the chimney, he's putting presence under the tree, and there

815

01:52:34.280 --> 01:52:36.839

Stephanie Bogan: on the stairs, is the lady of the house.

816

01:52:36.940 --> 01:52:41.799

Stephanie Bogan: wearing nothing but her broad panties, and she says, hey, Santa.

817

01:52:42.050 --> 01:52:48.389

Stephanie Bogan: would you like to stay and play under the tree when you're done with the presence. And he says.

818

01:52:48.670 --> 01:52:53.359

Stephanie Bogan: Hey, hey, you gotta stay a guy to stay. You can't get up the chimney with this way



819

01:53:00.730 --> 01:53:12.799

Jackie Benjamin: like that is, you will like that's a good at every party that was the best. But that's not fair. If Stephanie wins.

820

01:53:12.860 --> 01:53:22.250

Jackie Benjamin: Yeah, you know what stuff I Honestly, that was because that kind of goes with the sweater. The I don't want your

821

01:53:22.960 --> 01:53:42.580

Jackie Benjamin: balls on me. I don't know. So the dirty or the humor the better for me. So you can take the winner, because no, I can't pick. I can't. No, don't put that pressure on me. Yeah, I am. I can't. I can't. So all right that gender bread and icing.

822

01:53:42.860 --> 01:53:44.339

Stephanie Bogan: It made us all feel good.

823

01:53:44.380 --> 01:53:53.520

Jackie Benjamin: Yeah, okay, Elizabeth, have you won in yet yet?

824

01:53:53.980 --> 01:53:55.449

Limitless Adviser: Okay.

825

01:53:55.490 --> 01:54:13.229

Stephanie Bogan: Hey, You and our yeti? Yeah. M. Is 11, and she is like, Can I have that? I'm like? No, you cannot take that yet. Not gonna win any parenting awards. If that goes to school or dance, they're gonna be like that explains so much.

826

01:54:13.240 --> 01:54:24.639

Stephanie Bogan: All right, ladies and gentlemen, we are just past our the end of our time. It has been such a delight spending this time with you all today to wrap the year. But I just want to say.

827

01:54:24.650 --> 01:54:43.799

Stephanie Bogan: on behalf of myself and the team, we are really honored and blessed to have been a service to you this year. It was a wild right for all of us, but we genuinely hope that you got value that it was impactful, and that we've expanded your possibility in ways that whether you're joining us or not next year, help you to live a more limitless practice in life. Thank you all so much.

