

# LIMITLESS Coaching Call Transcript

APRIL 17<sup>TH</sup>, 2023

OVERCOMING OVERWHELM COACHING CALL

I am excited to have this conversation with you, thinking about our overwhelmed, because I have it that this is one of the biggest lifts that we can make for ourselves with our mindset.

92

00:14:07.750 --> 00:14:12.870

Liz Hand, CFP®: And so, as we get into the conversation, I will start first with

93

00:14:13.120 --> 00:14:25.750

Liz Hand, CFP®: quote that I had from one of my favorite movies from middle school, and in it. It goes. I know you can be overwhelmed, and I know you can be underwhelmed. But can you ever just bewhelmed.

94

00:14:25.980 --> 00:14:29.480

Liz Hand, CFP®: so can anybody come off mute and tell me what that quote was

95

00:14:32.370 --> 00:14:33.390

Jeffrey Dunn-Bernstein: blue. This

96

00:14:33.610 --> 00:14:38.120

Liz Hand, CFP®: no close. close.

97

00:14:39.180 --> 00:14:40.400

Michael French: mean girls.

98

00:14:40.470 --> 00:14:41.300

Liz Hand, CFP®: Nope.

99

00:14:42.320 --> 00:14:44.870

Liz Hand, CFP®: 10 things I hit about you y'all.

100

00:14:45.880 --> 00:14:59.730

Liz Hand, CFP®: and then she goes. I think you can in France. But anyway, as I was getting ready for this conversation, thinking about overwhelm, I was thinking about how like what is the difference between, overwhelmed and underwhelmed, and when I looked, you know, underwhelmed as



101

00:14:59.880 --> 00:15:08.120

Liz Hand, CFP®: like it it doesn't even register with you. It's very unexciting and overwhelmed is being buried so what is wound

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00:15:08.680 --> 00:15:25.720

Liz Hand, CFP®: also being buried and just by the nature of our language. I can just hear in that that there's no space between lack of excitement and completely submerged underwater, and I just find that kind of interesting with our society. But

103

00:15:26.290 --> 00:15:28.070

on this conversation today

104

00:15:28.260 --> 00:15:31.200

Liz Hand, CFP®: the invitation for you, as you're thinking about overwhelm

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00:15:31.230 --> 00:15:34.790

is that you don't have to stay in that state.

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00:15:36.040 --> 00:15:41.290

Liz Hand, CFP®: We're kind of trained throughout our life to be in a state of overwhelm, to

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00:15:41.450 --> 00:16:10.010

Liz Hand, CFP®: create lots of productivity from that place, and you don't have to. There is more and better available to you. So this topic is an invitation to take your well being back. and your peace of mind while you're also still driving growth and profits along the way. And so in this conversation we're going to look at how to jump out of that overwhelmed cycle, embrace boundaries, get your presence back, manage that energy so that you're not perpetually giving it away to everybody else.

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00:16:10.010 --> 00:16:20.960

Liz Hand, CFP®: And then look at that surefire antidote for burnout, because we know that once we are overwhelmed and overwhelmed and overwhelmed it. Kind of compounds into that place of burnout, and nobody wants to be there.

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00:16:21.390 --> 00:16:43.360

Liz Hand, CFP®: But mostly this is the vision that I have for you that I want you to look like this Guy, when you wake up like how stoked is he about life and about his business? He's probably shown up to his family just super in the moment, and excited. His kids are probably super excited to spend time with him. His clients feel listened to. This is what I want you to feel like. So this is



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00:16:43.360 --> 00:16:46.400

Liz Hand, CFP®: the overall goal for getting out of overwhelming.

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00:16:46.470 --> 00:16:52.030

So, as we think about managing change for ourselves, behavioral change, it's a journey.

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00:16:52.110 --> 00:17:11.550

Liz Hand, CFP®: and as we go through this presentation we're going to go through the 4 steps of the journey. The first is awareness. We don't even know always everything that happens for us, and so let's raise it to the surface out of our subconscious, and know the cycles and triggers that we have for ourselves, recognizing that these are 100% unique to you.

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00:17:11.569 --> 00:17:12.420

Liz Hand, CFP®: All right.

114

00:17:13.900 --> 00:17:15.950

So definition of insanity

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00:17:16.240 --> 00:17:20.670

Liz Hand, CFP®: doing the same thing over and over and over, and expecting different results.

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00:17:20.700 --> 00:17:35.640

Liz Hand, CFP®: So think about yourself as with your energy, with your time on that hamster wheel. It's a lot of energy. There's a lot of stuff happening, but you're not getting to that end of the race line that you're looking for. And so, if that's the goal.

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00:17:36.310 --> 00:17:38.680

Liz Hand, CFP®: whatever measure of success that is

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00:17:38.710 --> 00:17:52.600

Liz Hand, CFP®: staying on the Hamster wheel is not going to get you there. That is insanity. And yet we're hardwired to be this way. So another example of this is, if you're that person that really wants the 6 pack of Abs. You're not drinking the 6 pack on the couch right?

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00:17:53.090 --> 00:17:54.540

Liz Hand, CFP®: That would be insanity.

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00:17:54.930 --> 00:17:57.930

Liz Hand, CFP®: So what do we need to do differently?



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00:17:59.260 --> 00:18:05.920

Liz Hand, CFP®: All right. The biggest discovery in a 100 years in behavioral science is that events have 0 meaning.

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00:18:06.050 --> 00:18:08.870

Liz Hand, CFP®: Something can happen to you, no meaning

123

00:18:09.170 --> 00:18:22.130

Liz Hand, CFP®: except for the one that you give it. That means that we all have stories wrapped around things that happen to us and those stories. If these thoughts that we're having thousands and thousands and thousands of thoughts every single day.

124

00:18:22.300 --> 00:18:36.280

Liz Hand, CFP®: 80% of those being super negative and 95% of those being on repeat. Well, we're creating a lot of stories wrapped around everything that's happening for us every day, and that that repetitive thought isn't helping us.

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00:18:36.370 --> 00:18:48.090

Liz Hand, CFP®: In fact, it's keeping us on this place of overwhelming. And if you think about your body being in that state of overwhelm, that is, you have some chemicals pumping through your body.

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00:18:48.620 --> 00:18:55.690

Liz Hand, CFP®: and it can compound over time if you stay in this State, and it can lead to physiological impacts.

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00:18:55.970 --> 00:18:57.400

Ask me how I know

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00:18:57.500 --> 00:19:00.970

Liz Hand, CFP®: lots of autoimmune disorder issues through my life.

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00:19:01.190 --> 00:19:04.870

But this is how our brain and body and system all work together.

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00:19:05.490 --> 00:19:06.460

Liz Hand, CFP®: So

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00:19:06.610 --> 00:19:20.170

Liz Hand, CFP®: these negative thoughts that we have do set us up for overwhelming, especially when they are on repeat. So the invitation again



is for you to step out of those negative thoughts. Take on new stories, and improve your well-being.

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00:19:23.010 --> 00:19:23.980

Liz Hand, CFP®: Alright.

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00:19:24.080 --> 00:19:25.390

So

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00:19:26.100 --> 00:19:34.030

Liz Hand, CFP®: we see this, the tip of the iceberg. And this is you perhaps going throughout a day, and and making those statements that are like.

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00:19:34.930 --> 00:19:40.510

Liz Hand, CFP®: If I didn't have x y and Z on my plate, and I could just focus on the business.

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00:19:40.790 --> 00:19:44.360

then I would get to the level of success that I want.

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00:19:44.620 --> 00:19:52.130

Liz Hand, CFP®: or perhaps for you, who have children. If I only had a couple extra hours with my children, then I would be a better mother.

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00:19:53.510 --> 00:20:06.020

Liz Hand, CFP®: That's me. You can look at that situation, and you can see that tip of the iceberg. But really there is so much more that's underneath. that those statements that we have

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00:20:07.520 --> 00:20:20.770

Liz Hand, CFP®: and overwhelmed Job is to keep you in that state of. If only if I only had that extra time, if I only could focus on this. but i'm not. And so i'm just overwhelmed. And i'm so busy. And all these things are happening

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00:20:21.960 --> 00:20:25.450

Liz Hand, CFP®: Overwhelm's job is to keep you safe and to give you a break.

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00:20:25.760 --> 00:20:37.190

Liz Hand, CFP®: to have your body, your mind, everything, just release. So for some of you it might be that overwhelm. Once you get to a certain place with overwhelm you might start canceling appointments. Let's to give your yourself a break.



142

00:20:37.530 --> 00:20:41.640

Liz Hand, CFP®: We've reached past the point of what we think we can handle

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00:20:42.710 --> 00:20:46.540

Liz Hand, CFP®: overwhelm is a strategy that you deploy regularly.

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00:20:46.770 --> 00:20:51.740

Liz Hand, CFP®: and you can also choose other strategies.

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00:20:52.990 --> 00:20:54.250

So

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00:20:56.480 --> 00:20:58.190

if I think about it.

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00:20:58.780 --> 00:21:07.040

Liz Hand, CFP®: you may have just by the nature of this conversation, already started to categorize overwhelming bad not overwhelmed. Good.

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00:21:07.680 --> 00:21:11.820

Liz Hand, CFP®: But if you just heard me state it a little bit ago, overwhelm has a job.

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00:21:12.130 --> 00:21:18.040

Liz Hand, CFP®: and it's served you really well through these 30, 40, 50, 60 years of your life.

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00:21:18.530 --> 00:21:23.090

Liz Hand, CFP®: It's kept you safe. It's kept you on the path that you're on. It's gotten you to the point today.

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00:21:23.490 --> 00:21:34.150

Liz Hand, CFP®: and you have the choice to make different decisions, and remember that so many people never make this decision. So what we're doing is drawing something out of our subconscious into the conscious.

152

00:21:34.170 --> 00:21:45.720

Liz Hand, CFP®: And when we do that, when we decide to step off of the overwhelming cycle. We're saying yes to something different. We're saying no to the overwhelm, and we're saying yes to something else.

153



00:21:46.060 --> 00:21:49.360  
Liz Hand, CFP®: and it feels really uncomfortable.

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00:21:50.400 --> 00:21:58.900  
Liz Hand, CFP®: Because if you if you go back to that statement that I said earlier, that applies to me. If I only had 3 or 4 more hours for my children, then i'd be a good mother.

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00:21:59.940 --> 00:22:08.360  
Liz Hand, CFP®: That statement keeps me from recognizing what's so in my personal situation, which is, I've chosen to be a full time working mom.

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00:22:09.940 --> 00:22:16.090  
Liz Hand, CFP®: and what's so is that in their younger years my kids were at daycare. I made that decision.

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00:22:16.450 --> 00:22:28.210  
Liz Hand, CFP®: and so, if I have the story that moms should be at home with their children a certain amount of time, and i'm not doing that. I'm just deciding to work full time that can feel uncomfortable when I look at that, I have choices at any point in time

158

00:22:29.130 --> 00:22:34.720  
Liz Hand, CFP®: I can choose to step out of my full-time career and be that mom that's there an extra 3 or 4 h a day

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00:22:34.920 --> 00:22:41.360  
Liz Hand, CFP®: as a decision. So if you can see that a little bit here, what i'm getting at is when we set down overwhelm.

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00:22:41.760 --> 00:22:42.850  
Liz Hand, CFP®: we

161

00:22:43.110 --> 00:22:47.920  
become present to what's really the case, and the decisions that we're making with our time.

162

00:22:48.010 --> 00:22:50.580  
Liz Hand, CFP®: with our energy and our attention.

163

00:22:50.940 --> 00:23:10.000  
Liz Hand, CFP®: And sometimes what you see that comes to the surface. Isn't so pretty, and it doesn't feel so good. And at that point you have 2 decisions or decision that you can make 2 different directions. You can



change your story. What does it actually mean to be a good mom? Is it really that extra 3 or 4 h a day, or is it something else?

164

00:23:10.060 --> 00:23:23.790

Liz Hand, CFP®: I'm an example of a good mom, even though I work. or I can make a different decision with my time if I get clear on what's what's present for me, and I really don't have this value of working full time. Well, then, I need to make an adjustment to my work schedule.

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00:23:25.610 --> 00:23:26.620

Liz Hand, CFP®: So

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00:23:27.720 --> 00:23:35.050

Liz Hand, CFP®: yes, we are hardwired for overwhelming and just recognize that in this process

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00:23:35.430 --> 00:23:41.250

Liz Hand, CFP®: you're you're battling something that's innate that has been through your system through your life.

168

00:23:42.280 --> 00:23:56.810

Liz Hand, CFP®: You're hardwired for it. So on today's conversation. We're doing something a little bit different where we have this worksheet. and throughout the conversation throughout the slides you will see at the bottom right corner the place where we're at on the worksheet.

169

00:23:56.820 --> 00:24:15.140

Liz Hand, CFP®: and I'm going to pull up my chat here so I can see it to the side. All right, so you'll know when we're starting to fill out a certain section, and right now. We're going to go to question Number one on the worksheet, and you can write it down if you've already done that, you can type it in the chat as you think about that first scale.

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00:24:15.670 --> 00:24:23.300

Liz Hand, CFP®: So we're saying on a scale of one to 11 being low, 10 being high, how would you rate. I easily get overwhelmed.

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00:24:25.630 --> 00:24:28.330

Liz Hand, CFP®: One is, I never am overwhelmed.

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00:24:29.920 --> 00:24:37.500

Liz Hand, CFP®: 10 being I'm. Constantly overwhelmed. Go ahead and drop it in the chat. John's an 8, 7,

173

00:24:38.530 --> 00:24:40.810



Liz Hand, CFP®: 8 7 9,

174

00:24:41.820 --> 00:24:44.160

Liz Hand, CFP®: pretty high numbers coming through 6.

175

00:24:46.250 --> 00:25:01.470

Liz Hand, CFP®: Yeah. Okay. So part B. I regularly get overwhelmed regularly, meaning if it's, if it's 10, we'll say it's every single day. If it's on the low side, maybe it's one time a year. I don't know. However, you decide the frequency

176

00:25:01.560 --> 00:25:10.960

Liz Hand, CFP®: you can switch over to that answer. How regularly do I get overwhelmed, and i'm on the low side of that or the high side of that 10, nine's, twos.

177

00:25:12.780 --> 00:25:21.770

Liz Hand, CFP®: So perhaps for some of us. We have little overwhelms that trigger us, and maybe for some of us it's big, overwhelmed, that can can happen at less frequently.

178

00:25:22.420 --> 00:25:32.290

Liz Hand, CFP®: All right. See, I identify as a perfectionist. One is Nope, pretty easy going. Nothing has to be perfect for me. I just roll with the flow of it.

179

00:25:32.520 --> 00:25:34.130

10 is.

180

00:25:34.200 --> 00:25:46.670

Liz Hand, CFP®: everything has to be perfect, planned out ahead of time and nailed in the process. Recovering, I recovered perfection. S 3 all right, Cheryl love it. and you're covering. I love that

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00:25:47.100 --> 00:25:52.610

Liz Hand, CFP®: all right, and then d I hold higher standards for myself than I would for anyone else.

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00:25:52.720 --> 00:26:10.680

Liz Hand, CFP®: One is No, I keep us pretty even same standards for other people as it is for me. 10 is yes, of course I hold higher standards for myself, and if anybody needs higher standards. I will teach the Phd course level of how to hold better standards for yourself, because I have mastered it.

183



00:26:13.890 --> 00:26:15.910  
Liz Hand, CFP®: Lyle.

184  
00:26:16.950 --> 00:26:18.110  
So funny.

185  
00:26:18.340 --> 00:26:22.330  
Liz Hand, CFP®: All right. Thanks for your participation here.

186  
00:26:25.520 --> 00:26:28.050  
Liz Hand, CFP®: So why are you overwhelmed?

187  
00:26:30.980 --> 00:26:35.870  
Liz Hand, CFP®: You can think about it. There's all sorts of external circumstances that might come up for you.

188  
00:26:36.360 --> 00:26:40.600  
Liz Hand, CFP®: It might be the nature of your day. It might be the people that you work with

189  
00:26:41.800 --> 00:26:50.580  
Liz Hand, CFP®: might be your children. It might be an illness. It might be something else. What is it that keeps you overwhelmed

190  
00:26:51.360 --> 00:26:55.420  
Liz Hand, CFP®: If you think of the most recent time over committed

191  
00:26:57.730 --> 00:26:58.990  
Liz Hand, CFP®: saying, Yes.

192  
00:27:04.870 --> 00:27:09.660  
Liz Hand, CFP®: energy. my task list. I imagine I can't accomplish

193  
00:27:09.950 --> 00:27:12.230  
Liz Hand, CFP®: running task lists, self-judgment.

194  
00:27:13.290 --> 00:27:16.060  
Liz Hand, CFP®: more activities than time, lack of clarity.

195  
00:27:19.060 --> 00:27:20.190  
So.

196



00:27:20.880 --> 00:27:40.720

Liz Hand, CFP®: as we kind of peel into this, you might start feeling that layer of shame or guilt. And just remember that the society that we live in is generated to create a state of overwhelming. Our technology has superseded the our capacity as human beings. And so, while we have the most energy

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00:27:42.210 --> 00:27:43.850

Liz Hand, CFP®: resources

198

00:27:45.070 --> 00:27:56.970

Liz Hand, CFP®: available to us, we are more out of control than ever. And I love this little graphic. I got a message on a Sauna, wondering if I've received a DM. That they sent me in Whatsapp, and see if I can update my string and slack

199

00:27:58.920 --> 00:27:59.610

Liz Hand, CFP®: who

200

00:27:59.780 --> 00:28:03.650

people have so much connection to you to get your attention.

201

00:28:03.690 --> 00:28:13.800

Liz Hand, CFP®: And if you just think about all of the different social media channels or communication channels that you have with clients, friends, family prospects. other people in the industry

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00:28:15.240 --> 00:28:20.470

Liz Hand, CFP®: it's created for us to stay in a state of overwhelming. There's lots of pings here and there notifications.

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00:28:21.480 --> 00:28:24.740

Liz Hand, CFP®: We're expected to do more and more

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00:28:26.280 --> 00:28:29.030

Liz Hand, CFP®: than we ever have before.

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00:28:29.510 --> 00:28:47.910

Liz Hand, CFP®: and so I want to read a little. There's a resource at the end of this, but I wanted to read a little bit from a New York Times article by Olga Mecking, and she states in it, running from place to place, and laboring over long to do lists, have increasingly become ways to communicate status.

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00:28:48.090 --> 00:28:56.630



Liz Hand, CFP®: I'm so busy because i'm just so important. The thinking goes. She says she goes on to argue that perhaps it's time to stop, All the busyness

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00:28:56.660 --> 00:29:11.680

Liz Hand, CFP®: being busy, even if we are busy, is rarely the status indicator we've come to believe it is nonetheless. The impact. The impact is real. The instances of burnout anxiety disorders and stress-related diseases are on the rise not to mention millennial burnout.

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00:29:12.920 --> 00:29:19.780

So if you want to read more of that article, it'll be at the end and the resources. But just thinking about the way that we attach business

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00:29:19.940 --> 00:29:26.260

Liz Hand, CFP®: to status. There's a little bit of an ego trip in that. And can we look at that today?

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00:29:27.580 --> 00:29:35.200

Liz Hand, CFP®: In what ways being overwhelmed, having all of these tasks. Lists are serving that ego need for you.

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00:29:37.700 --> 00:29:46.390

Liz Hand, CFP®: Carl Richards, in a recent weekly letter I think it was like 2 weeks ago talked about the crush, it, mentality, and he says it's crush it and crash.

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00:29:46.780 --> 00:29:52.280

And perhaps we need a different view with the way that we view productivity and the way that we pursue our work

213

00:29:52.740 --> 00:30:12.520

Liz Hand, CFP®: being a former Gary Vee Fan, I still like some of the stuff he has, but a lot of times he's talking about that hustle, not just from the 9 to 5, but the from the 5 to 11, or the 5 to one am. And think about that it's just like, Go, go, go, go, go, produce a bunch of stuff for all these people, and then stay connected with them and staying on top of everything

214

00:30:12.520 --> 00:30:19.310

Liz Hand, CFP®: well that creates grown out for now is real. And so, what if we change our relationship with productivity?

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00:30:19.370 --> 00:30:25.940

Liz Hand, CFP®: And look here, as as Carl Richards has in this image that crush it and then rest.



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00:30:26.190 --> 00:30:28.180

Liz Hand, CFP®: crush it. Rest

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00:30:29.590 --> 00:30:40.840

Liz Hand, CFP®: interestingly. And one of my private client sessions this week for mindset I was talking to someone, and we were talking about how, from his perspective, rest is the opposite of success.

218

00:30:41.230 --> 00:30:49.160

Liz Hand, CFP®: And so we have this natural tendency to avoid rest. We'd rather stay busy, because we think that will get us closer to success.

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00:30:49.450 --> 00:30:51.200

Liz Hand, CFP®: And what if we're wrong?

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00:30:52.430 --> 00:30:55.170

Liz Hand, CFP®: What if rest is part of the solution?

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00:30:58.330 --> 00:30:59.330

Liz Hand, CFP®: All right.

222

00:30:59.410 --> 00:31:09.560

Liz Hand, CFP®: So what is your overwhelming story? I'm inviting you to start considering what yours is? Because you begin to ask yourself what is my overwhelmed story?

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00:31:10.520 --> 00:31:12.800

Why do I get overwhelmed.

224

00:31:14.610 --> 00:31:25.530

Liz Hand, CFP®: And as you look at this. the invitation is not just to look at those external circumstances. But really, if you peel back that layer and look underneath. What's there?

225

00:31:26.440 --> 00:31:29.240

Liz Hand, CFP®: What's the story that's got the hook in you?

226

00:31:29.810 --> 00:31:34.170

And when you peel back that layer and maybe it's 2 layers before you get to it

227

00:31:34.470 --> 00:31:36.850



Liz Hand, CFP®: you will surface the big

228

00:31:37.050 --> 00:31:38.110

F word

229

00:31:38.510 --> 00:31:39.370

Liz Hand, CFP®: fear.

230

00:31:40.960 --> 00:31:47.920

Liz Hand, CFP®: fear. We're scared. There's something at risk. We might not exactly know how to pinpoint it right at this moment.

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00:31:48.430 --> 00:31:54.900

Liz Hand, CFP®: But that's part of the work that's part of the process of looking at this over-home cycle that we're in

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00:31:56.110 --> 00:32:06.490

Liz Hand, CFP®: the fear might be that if I don't do it right, I will lose this client, or if I don't do it right, i'm going to waste money on marketing, and then i'll be a bad business person.

233

00:32:09.150 --> 00:32:14.360

Liz Hand, CFP®: Perhaps we don't get any more clients. That's the fear. But what's underneath that

234

00:32:15.870 --> 00:32:28.220

Liz Hand, CFP®: we all have different meanings. We all have like different nuances that we bring to the fear, and why it's there, and what it represents to us. But just remember that the story can be shifted.

235

00:32:28.990 --> 00:32:38.950

Liz Hand, CFP®: An event. Let's say it's you doing a launch of something. I'm launching a website here in the next month. Let's say it's a flock. Let's say

236

00:32:38.960 --> 00:32:47.620

Liz Hand, CFP®: nobody goes to it, and I have deemed this a failure and a wasted 5 months and a bunch of money of my time and money.

237

00:32:48.860 --> 00:33:01.040

Liz Hand, CFP®: Does it really mean that i'm a failure that i'm not going to get more clients, etc., etc. Of course our logical brain is like No. perhaps, though, as we're speaking to this fear. It's not so much as I'm going to lose all these people.



238

00:33:01.820 --> 00:33:14.700

Liz Hand, CFP®: I'm never going to get another option opportunity again. But perhaps it's looking at the place of this is just one way. I've learned something from it, and i'm moving on.

239

00:33:15.750 --> 00:33:18.790

So, as you think about your fear.

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00:33:19.020 --> 00:33:32.610

Liz Hand, CFP®: you may notice that something happens physiologically for you when you encounter it. So it's called. or at least it's not official term, but here, at limitless, we call it the fear flush.

241

00:33:33.600 --> 00:33:34.500

Liz Hand, CFP®: So you felt that

242

00:33:34.870 --> 00:33:46.600

Liz Hand, CFP®: it's that moment in time for me. It's, I call it jelly leg. Sometimes when i'm driving, and I see the police officer and i'm definitely going like 8 or 9 miles over, and i'm like.

243

00:33:46.880 --> 00:33:50.960

Liz Hand, CFP®: do they see it? I don't know, but through my whole body I feel that flush.

244

00:33:51.040 --> 00:33:55.990

That's the adrenaline really kicking through my whole body. I'm fearful

245

00:33:56.140 --> 00:33:59.830

Liz Hand, CFP®: in those moments that we bump into with our business.

246

00:34:00.440 --> 00:34:07.480

Liz Hand, CFP®: Perhaps it's that interview that you're concerned about. You're just getting ready to do it, or maybe you just finished it, and you're saying

247

00:34:08.290 --> 00:34:16.030

Liz Hand, CFP®: that went awful. Everything like that did not go the way that I wanted it to, or a conversation with the client where they took you by surprise.

248

00:34:16.600 --> 00:34:23.480

Liz Hand, CFP®: and it flushed you. You felt that adrenaline flesh through your body. It's really important to take back your body in that moment.



249

00:34:24.730 --> 00:34:25.980

Liz Hand, CFP®: And how do you do that?

250

00:34:28.800 --> 00:34:29.650

Liz Hand, CFP®: Our breath.

251

00:34:30.040 --> 00:34:40.230

Liz Hand, CFP®: as the first and foremost place where you can take back your body. And so we're going to practice breathing quite a bit through today. We'll take this moment right now.

252

00:34:40.360 --> 00:34:41.889

Liz Hand, CFP®: You put your hands on your desk.

253

00:34:43.900 --> 00:34:47.820

Liz Hand, CFP®: he the dusk! How are you? Take a deep breath in

254

00:34:51.540 --> 00:34:52.650

deep breath out

255

00:34:54.659 --> 00:35:04.970

Liz Hand, CFP®: physiologically. Your breath is connecting your brain back into your body. It's helping to quell some of those adrenaline chemicals zooming through your body.

256

00:35:06.160 --> 00:35:20.900

Liz Hand, CFP®: It was interesting, this weekend. I was out on my porch, and I brought my cat out for the first time, first or second time, and he's there, and he's just like really on edge. He's, you know his his heckles are a little bit up, and my friend was over, and I made a joke

257

00:35:20.930 --> 00:35:33.390

Liz Hand, CFP®: that he kind of actually looks relaxed, even though you can tell that he's still looking, and she said something to the effect of like animals. Are they all have that fear flush, and then they can settle right down

258

00:35:33.430 --> 00:35:42.250

Liz Hand, CFP®: for us as humans. It can take 24 to 48 h to process all of the chemicals that zip through our body when we get one of those fear flushes.

259

00:35:43.560 --> 00:35:46.270



Liz Hand, CFP®: So take that deep breath.

260

00:35:47.010 --> 00:35:50.540

and sometimes that works, and sometimes it doesn't.

261

00:35:50.580 --> 00:35:52.680

Liz Hand, CFP®: maybe the fear, whatever it is.

262

00:35:52.760 --> 00:36:01.500

Maybe it's someone directly stating that They're going to do something specific, and it triggers that compliance side of you that litigation side of you. It's like oh, no.

263

00:36:01.760 --> 00:36:09.920

Liz Hand, CFP®: I don't know if I can survive this. Well, perhaps that one breath that we do typically isn't going to get you back into your body. It's not quite enough.

264

00:36:10.000 --> 00:36:19.720

You can practice another version of breathing, and this one I can't participate with you because i'm standing. But for those of you who are sitting get your feet flat on the ground.

265

00:36:20.740 --> 00:36:24.500

Liz Hand, CFP®: and we're going to rotate. First you get your toes up.

266

00:36:24.580 --> 00:36:27.540

Liz Hand, CFP®: I'm sorry that's your heels up. Get your heels up, breathe in.

267

00:36:29.240 --> 00:36:31.340

Liz Hand, CFP®: and then, as you breathe out, bring your toes up

268

00:36:32.870 --> 00:36:35.080

Liz Hand, CFP®: so, breathe in heels up.

269

00:36:36.760 --> 00:36:38.860

Liz Hand, CFP®: breathe out. toes up.

270

00:36:40.010 --> 00:36:42.040

Liz Hand, CFP®: breathe in heels up

271

00:36:43.310 --> 00:36:45.690



Liz Hand, CFP®: that toes up

272

00:36:47.230 --> 00:36:49.820

So that's a little bit more complex.

273

00:36:49.850 --> 00:36:57.770

Liz Hand, CFP®: You're really having to think about the coordination of that moment. And again, that's taking you out of that fear cycle that overwhelmed cycle and back into your body

274

00:37:00.850 --> 00:37:04.150

thinking about so many of us who are on so in surge right now.

275

00:37:04.560 --> 00:37:11.170

Liz Hand, CFP®: I just wanted to note that the words that we use are so important to this overwhelmed cycle.

276

00:37:11.220 --> 00:37:19.340

Liz Hand, CFP®: because, you know, I think the last time I presented we talked about how your life is a mansion or shack.

277

00:37:19.410 --> 00:37:31.100

Liz Hand, CFP®: and it's always defined by the words that you use and what you're creating. And so you can have a search review where you are back to back to back, to back to back, and you can come at that from like I'm overwhelmed and crushed.

278

00:37:31.430 --> 00:37:32.620

Liz Hand, CFP®: or

279

00:37:32.870 --> 00:37:35.940

Liz Hand, CFP®: you can say I have back to back days.

280

00:37:36.490 --> 00:37:47.270

Liz Hand, CFP®: I am having rich and full days. man. It's so great to see my clients again. I haven't seen them, and for a long time, and it's good to be back face to face with them. And I'm back to back.

281

00:37:48.130 --> 00:37:51.340

Liz Hand, CFP®: Okay, that's a different relationship that you have with the process.

282

00:37:53.330 --> 00:37:58.420



So the difference between a busy day, and an overwhelming day is tied to your overwhelming story.

283

00:37:59.730 --> 00:38:03.140

Liz Hand, CFP®: All right. We're going to question number 3 now on your worksheet.

284

00:38:03.210 --> 00:38:05.210

Looking at this overwhelmed story.

285

00:38:06.240 --> 00:38:09.700

You are overwhelmed. Those beliefs, judgments. You learn them.

286

00:38:10.290 --> 00:38:16.960

Liz Hand, CFP®: Here is future tripping a lot of times. Our fear is happening in the past. Even in the future it's not today. In the present

287

00:38:17.530 --> 00:38:19.200

Liz Hand, CFP®: it's not fact-based.

288

00:38:21.880 --> 00:38:31.430

Liz Hand, CFP®: There may be a small chance in time that it is fact-based, but 99% of the time. It is not half-

289

00:38:35.690 --> 00:38:42.260

Oftentimes there are layers of shoulds and people love saying that phrase don't shut on yourself.

290

00:38:42.650 --> 00:38:48.930

Liz Hand, CFP®: but that should is a leading indicator that you are holding some sort of story against yourself or against somebody else.

291

00:38:49.410 --> 00:38:52.070

Liz Hand, CFP®: and it doesn't set you up to lit to win.

292

00:38:53.560 --> 00:39:04.290

One thing is actually. Why Don't, we just have a little bit of participation here, so I can see what are the students that you frequently bump into for yourself. Go ahead and drop those in the chat for me.

293

00:39:11.630 --> 00:39:13.160

Liz Hand, CFP®: I should be working harder.

294



00:39:18.340 --> 00:39:24.230

I should be more organized. I should have a bigger practice by now, should be doing more, having more clients should be making more money

295

00:39:24.280 --> 00:39:30.950

Liz Hand, CFP®: should be implementing all the things that I know, especially here and limitless. When we get our eyes open to everything that's possible.

296

00:39:33.880 --> 00:39:34.880

Liz Hand, CFP®: All right

297

00:39:35.510 --> 00:39:42.250

Liz Hand, CFP®: again. These are designed to protect you, I know, as we're talking about it today, it might not feel like that

298

00:39:43.440 --> 00:39:46.470

Liz Hand, CFP®: those shoulds. Are you tripping over your story?

299

00:39:48.180 --> 00:39:54.110

Liz Hand, CFP®: One of mine is I should be a better business owner. I should know my numbers better.

300

00:39:56.780 --> 00:40:06.210

Liz Hand, CFP®: but as we think about our state of mind, and really staying focused forward, getting above the line. Those should They're not going to support us in that

301

00:40:06.340 --> 00:40:11.840

Liz Hand, CFP®: we need. So those sheds are coming from a place of disempowerment, and not from a place of empowerment.

302

00:40:15.610 --> 00:40:17.550

Liz Hand, CFP®: All right, so

303

00:40:17.700 --> 00:40:20.630

Liz Hand, CFP®: change journey. We've gone through awareness.

304

00:40:20.740 --> 00:40:26.150

Now we're going to go to the analysis part where we separate out the facts from the personal stories.

305

00:40:28.630 --> 00:40:32.860

Liz Hand, CFP®: Alright. So, as you think about the stories that you have.



306

00:40:34.220 --> 00:40:39.450

Liz Hand, CFP®: there's often very little in the story that's actual. It are facts.

307

00:40:39.690 --> 00:40:47.480

Liz Hand, CFP®: So if I think about a moment where I even wrote a little blog or a little poem about this. I put it on

308

00:40:47.500 --> 00:40:53.920

Linkedin, and it essentially was. I get to the door of a coffee shop, and I see the sign says closed.

309

00:40:54.490 --> 00:40:57.380

Liz Hand, CFP®: and I mean, but I see that there are people inside, and the lights are on.

310

00:40:57.510 --> 00:41:00.870

Liz Hand, CFP®: and my immediate thought was like i'm not wanted here.

311

00:41:01.280 --> 00:41:06.760

Liz Hand, CFP®: What was me. I open the door Anyway, I walk in. I ask the woman at the counter.

312

00:41:06.860 --> 00:41:10.830

Liz Hand, CFP®: Do you want me to flip your sign for you? And she says, dumb me

313

00:41:11.700 --> 00:41:19.140

Liz Hand, CFP®: Yes, we're open, so I flip the sign, and so I had a story in that process of being unwanted. That's right. Where my mind went.

314

00:41:20.040 --> 00:41:22.320

Liz Hand, CFP®: She had a story in that process dumb me

315

00:41:23.890 --> 00:41:30.060

Liz Hand, CFP®: and all it was is an unturned sign sign. And so, if you think about those

316

00:41:30.100 --> 00:41:38.120

Liz Hand, CFP®: stories that we have. They're based in our beliefs, our fears, our shoulds, our judgments of ourself and others.

317



00:41:38.290 --> 00:41:41.950

Liz Hand, CFP®: There's very little that comes back to facts

318

00:41:44.150 --> 00:41:54.410

Liz Hand, CFP®: when you think about those shows. Another piece I didn't mention is when we start to get into that should state. There is something that happens with our shoulders quite often. Perhaps this is

319

00:41:54.580 --> 00:42:05.360

Liz Hand, CFP®: for you as well. So you can think about this if it doesn't land for you. That's fine, but should shoulders. And so, if we're getting into that state of like. I should be a better mom, and we, our shoulders can kind of crunch in

320

00:42:06.220 --> 00:42:12.750

Liz Hand, CFP®: and so breathe. Bring your shoulders down. replace that story.

321

00:42:13.740 --> 00:42:20.030

Liz Hand, CFP®: So this is referencing back to a worksheet that we did a while ago. I think it was one of the first weekends we were together

322

00:42:20.290 --> 00:42:25.640

Liz Hand, CFP®: looking at replacing stories one for another.

323

00:42:26.360 --> 00:42:34.260

Liz Hand, CFP®: So for me, one instead of me. I should be making sure that everybody's okay. Everybody's happy.

324

00:42:34.450 --> 00:42:38.620

Liz Hand, CFP®: Sorry my bring my shoulders in. Everyone is having the right experience.

325

00:42:42.410 --> 00:42:45.750

Liz Hand, CFP®: Just get curious about those stories. We all have them

326

00:42:45.880 --> 00:43:07.540

Liz Hand, CFP®: little nuances of them all right. So one of our favorite conversations. One of our favorite stories here. What do we call that stories? Whatever is the salesman? You have 2 salesmen who are assigned to go overseas. They're shoe salesmen, and they were sent to an area. And at the time this is many years ago

327

00:43:07.880 --> 00:43:15.370



Liz Hand, CFP®: there was nothing more. There was no phones. You set things by telegram. so they'd been over there for their contracted amount of time 6 weeks.

328

00:43:15.410 --> 00:43:19.790

and the so the Shoe Company gets a telegram back from the first salesman.

329

00:43:20.380 --> 00:43:21.640

Liz Hand, CFP®: I'm coming home.

330

00:43:21.870 --> 00:43:24.810

Liz Hand, CFP®: Nobody here wears shoes. I'm coming home early.

331

00:43:26.570 --> 00:43:27.820

and then

332

00:43:28.000 --> 00:43:31.830

Liz Hand, CFP®: a few weeks later they get the next telegram from the second salesman.

333

00:43:32.530 --> 00:43:35.900

Liz Hand, CFP®: I'm. Extending my stay. Nobody wears shoes here

334

00:43:39.470 --> 00:43:48.680

when we step out of overwhelming it's about stepping out of the story. It means giving up busyness, pain, suffering, martyrdom.

335

00:43:48.910 --> 00:44:00.640

Liz Hand, CFP®: getting out of that victim state and choosing from a different place. It may seem obvious, but we get a lot of identity from our suffering. What was me? This is my story.

336

00:44:00.920 --> 00:44:08.630

Liz Hand, CFP®: and I am suffering from it, and I will tell everybody about it instead of saying, hey, there's opportunity here. What's the opportunity? In this situation

337

00:44:08.710 --> 00:44:10.990

you have to be willing to do something different.

338

00:44:12.570 --> 00:44:13.780

So what does

339



00:44:14.010 --> 00:44:18.440

Liz Hand, CFP®: this is? Question Number 4 on the front side of the sheet. What does overwhelm feel like for you?

340

00:44:18.450 --> 00:44:21.470

Liz Hand, CFP®: Perhaps these are the words that you're using, crushed.

341

00:44:21.630 --> 00:44:34.130

Liz Hand, CFP®: defeated, drowning, inundated, swamped. overrun, smothered, frantic. Print out buried. You can drop it in the chat. Just so I can see what you're thinking for. Yours.

342

00:44:34.580 --> 00:44:35.610

Liz Hand, CFP®: Defeated

343

00:44:38.170 --> 00:44:39.450

Liz Hand, CFP®: energy draining

344

00:44:42.390 --> 00:44:44.020

Liz Hand, CFP®: behind. Yeah.

345

00:44:45.200 --> 00:44:57.350

Liz Hand, CFP®: spinning. paralyzing thanks for those contributions, especially adding to our list here for me I swamped is the word that comes up a lot i'm swamped.

346

00:44:57.390 --> 00:45:04.610

Liz Hand, CFP®: got so much to do. and then, if it has to do with people, it's more of a frantic feeling for me.

347

00:45:07.440 --> 00:45:21.900

Liz Hand, CFP®: and we'll have an opportunity later to do this. But just going back to that that conversation I had a little bit ago. Of the words we use are so important, and so how can we change the words that we're relating to as we're in this state of overwhelming

348

00:45:22.200 --> 00:45:26.570

Liz Hand, CFP®: to get out of that victim state that disempowered place, and back above the line

349

00:45:30.220 --> 00:45:31.830

Liz Hand, CFP®: right?

350

00:45:32.020 --> 00:45:33.580



So

351

00:45:34.580 --> 00:45:36.980

Liz Hand, CFP®: i'm excited for this part

352

00:45:37.180 --> 00:45:52.930

Liz Hand, CFP®: time to step into your stories. Who wants to volunteer? Perhaps you're someone who's like going through this and and you feel a little lost, or you're not identifying with it, or you're wanting more clarity. Why, Don't, we have one of you. Come on, and I will coach you life.

353

00:45:54.760 --> 00:45:58.180

Liz Hand, CFP®: And what i'm going to do is stop sharing so I can actually see you

354

00:46:01.740 --> 00:46:02.940

Liz Hand, CFP®: all right.

355

00:46:04.640 --> 00:46:06.430

Liz Hand, CFP®: Who would like to be coached?

356

00:46:14.750 --> 00:46:21.150

Liz Hand, CFP®: I am a very patient and quiet woman in this moment. Put it.

357

00:46:22.010 --> 00:46:30.980

Liz Hand, CFP®: Hi, Liz! It's Michelle Glass. How are you, hey, Michelle? Nice to hear from you. Are we going to see your face, or just your your headshot.

358

00:46:31.230 --> 00:46:38.890

Michelle Glass: Just my handshot today. All right, all right. It's one of those days, thank you. But i'm willing to be coached right.

359

00:46:39.290 --> 00:46:40.360

Liz Hand, CFP®: Where do you feel stuck?

360

00:46:44.220 --> 00:46:50.690

Michelle Glass: Lots of places? I there's so much I need to do, and so many things I can improve

361

00:46:51.590 --> 00:46:58.240



Michelle Glass: need to improve in my business. It's almost hard to to choose just one.

362

00:46:58.760 --> 00:46:59.980

Liz Hand, CFP®: and

363

00:47:00.180 --> 00:47:03.340

Michelle Glass: it's also hard to find the time.

364

00:47:05.990 --> 00:47:13.500

Michelle Glass: It's also hard to find the time to fix these things, because I feel like there's so many other things I need to do.

365

00:47:13.790 --> 00:47:14.950

Liz Hand, CFP®: 8!

366

00:47:15.130 --> 00:47:16.300

Liz Hand, CFP®: It's it's just

367

00:47:16.410 --> 00:47:18.560

Michelle Glass: There's just a lot I have to fix

368

00:47:20.050 --> 00:47:21.980

Michelle Glass: or work that improve.

369

00:47:22.400 --> 00:47:31.270

Liz Hand, CFP®: How come I have it that you have run your business this way for a long time, and you've had some good success. How come you have to change.

370

00:47:33.710 --> 00:47:36.850

Michelle Glass: I guess that's what I'm paying limitless to do.

371

00:47:40.000 --> 00:47:42.250

Michelle Glass: So I you know I need to

372

00:47:42.360 --> 00:47:49.310

Michelle Glass: do meeting surges, and I need to outsource email, and I need to market, and

373

00:47:49.360 --> 00:47:51.470

Michelle Glass: I need to have pro



374

00:47:51.770 --> 00:47:57.640

Michelle Glass: processes and systems in place. And some of those things I have, Liz, but

375

00:47:58.440 --> 00:47:59.780

Michelle Glass: not all of them.

376

00:48:01.540 --> 00:48:07.410

Michelle Glass: And like there's so many I don't know fair to choose or what to do.

377

00:48:08.780 --> 00:48:13.710

Michelle Glass: so I kind of just stick with, you know, kind of slowly moving along.

378

00:48:16.220 --> 00:48:17.600

So

379

00:48:17.920 --> 00:48:20.820

Liz Hand, CFP®: what feels the most overwhelming in that?

380

00:48:23.650 --> 00:48:36.380

Michelle Glass: I mean there's so many things to choose from. How do I know? Like which one will move the needle most. How do I know which is most important? And when you get over, when I get overwhelmed

381

00:48:36.550 --> 00:48:38.930

Michelle Glass: i'll turn to

382

00:48:38.970 --> 00:48:50.210

Michelle Glass: pretending, like i'm working, and i'll read email or check linkedin. See if I have a new follower. And you know that stuff. So I it's just

383

00:48:50.240 --> 00:48:53.860

Michelle Glass: where am I getting stocked? Apparently it seems like everywhere.

384

00:48:53.970 --> 00:48:54.690

Liz Hand, CFP®: Huh?

385

00:48:54.940 --> 00:49:01.620



Yeah. What came up for me as you said that? I wonder if it lands for you? There is a way that, as you are going through of choice.

386

00:49:01.660 --> 00:49:04.080

Liz Hand, CFP®: I could do this and this and this and this and this.

387

00:49:05.360 --> 00:49:07.830

Liz Hand, CFP®: and I heard doing it right.

388

00:49:11.360 --> 00:49:13.970

Michelle Glass: The that's absolutely part of it.

389

00:49:14.310 --> 00:49:15.480

Liz Hand, CFP®: So what's there?

390

00:49:18.380 --> 00:49:24.890

Michelle Glass: I guess i'm afraid I don't know how to necessarily do it. So I just don't do it at all sometimes.

391

00:49:26.570 --> 00:49:28.270

Liz Hand, CFP®: What happens if you get it wrong.

392

00:49:28.980 --> 00:49:29.940

Michelle Glass: Nothing.

393

00:49:34.340 --> 00:49:38.390

Liz Hand, CFP®: absolutely nothing. How did you rank your perfectionist

394

00:49:39.100 --> 00:49:41.400

Michelle Glass: right in the middle? A number 5?

395

00:49:41.500 --> 00:49:52.120

Michelle Glass: Sometimes Sometimes I want everything to be perfect. Other times. I don't give a damn. I just want it done, and I just want to check the box.

396

00:49:52.440 --> 00:49:54.780

Liz Hand, CFP®: How do you distinguish like?

397

00:49:56.450 --> 00:49:57.220

Michelle Glass: Hmm.

398



00:49:57.790 --> 00:50:01.020

Michelle Glass: I never thought about that. I guess it depends on my

399

00:50:01.120 --> 00:50:04.110

Michelle Glass: my mood what's going on for the day.

400

00:50:04.220 --> 00:50:14.920

Michelle Glass: am I? You know, frantic running around trying to, you know. Be a good mom and a good advisor? Or am I feeling in control of the day

401

00:50:16.510 --> 00:50:23.510

Michelle Glass: to where I feel like I can take the extra, you know few minutes to do something. Quote unquote, Perfectly.

402

00:50:25.140 --> 00:50:29.680

Liz Hand, CFP®: Yeah. And being a good mom, comes up often in your conversations.

403

00:50:32.830 --> 00:50:34.620

Michelle Glass: Yeah, what's your story there

404

00:50:34.930 --> 00:50:37.210

Liz Hand, CFP®: about working and motherhood.

405

00:50:38.990 --> 00:50:44.530

Michelle Glass: Well, it's one of those you feel guilty. I feel guilty. If I do, and feel guilty. If I don't

406

00:50:44.600 --> 00:50:48.220

Liz Hand, CFP®: if i'm working, I feel guilty that i'm not. You know.

407

00:50:48.270 --> 00:50:52.730

Michelle Glass: with my daughter fully present. If I'm. With my daughter

408

00:50:53.150 --> 00:51:01.040

Liz Hand, CFP®: fully present, I feel guilty for not growing the business or putting the time and energy into the practice.

409

00:51:01.280 --> 00:51:10.100

Michelle Glass: So i'm i'm learning to balance or be fully present. I'm trying to be fully present when I do each

410



00:51:11.480 --> 00:51:14.110

Michelle Glass: and i'm trying to be aware of that. But

411

00:51:16.270 --> 00:51:26.000

Michelle Glass: but that ties into you know the overwhelming. All these things that I need to do to improve my practice.

412

00:51:28.840 --> 00:51:31.110

Michelle Glass: because I have to balance that time.

413

00:51:33.480 --> 00:51:36.830

So what I hear in that is that guilt

414

00:51:37.680 --> 00:51:46.650

Liz Hand, CFP®: is. is laying on top of some sort of external expectation, or possibly internal expectation

415

00:51:47.160 --> 00:51:52.640

Liz Hand, CFP®: for how it is that a mother should be, or how it is that a business person should be.

416

00:51:53.140 --> 00:51:56.110

Liz Hand, CFP®: and perhaps getting curious there for yourself.

417

00:51:56.260 --> 00:51:58.380

Michelle Glass: What's that story there.

418

00:52:00.390 --> 00:52:01.830

Liz Hand, CFP®: and maybe choose one.

419

00:52:02.450 --> 00:52:04.350

because that's that's a lot.

420

00:52:04.670 --> 00:52:08.060

Michelle Glass: Okay. All right.

421

00:52:09.790 --> 00:52:14.890

Michelle Glass: Yeah, I'd I'd have to think about that more. But that I mean, that's a very interesting.

422

00:52:15.580 --> 00:52:27.820



Michelle Glass: interesting point. and it made sense to me. It resonated with me when you started this conversation by saying I chose to be a working mother and put my kids in daycare.

423

00:52:28.200 --> 00:52:30.030

Michelle Glass: So that really resonated.

424

00:52:30.970 --> 00:52:33.920

And then the the place to go with that

425

00:52:34.240 --> 00:52:35.760

Liz Hand, CFP®: Michelle is

426

00:52:36.000 --> 00:52:38.780

what kind of Mom puts her kids in daycare.

427

00:52:43.070 --> 00:52:43.680

Michelle Glass: Hmm.

428

00:52:44.840 --> 00:52:45.860

Liz Hand, CFP®: Okay, Ma.

429

00:52:46.710 --> 00:52:52.070

Michelle Glass: So first of all, the one thing I want to say is a good mom.

430

00:52:52.790 --> 00:53:00.020

Michelle Glass: and I say that because I want to take care of myself, and I want to be happy, so that I can be better for my daughter

431

00:53:02.360 --> 00:53:04.350

Michelle Glass: right, and I also want

432

00:53:04.500 --> 00:53:18.350

Michelle Glass: my daughter to learn to be a strong, independent female. I am. So that's what you know that, in my opinion that's the kind of one that puts their day can in day care.

433

00:53:18.960 --> 00:53:19.820

Liz Hand, CFP®: Yeah.

434

00:53:19.980 --> 00:53:22.130

I love that. That is.



435

00:53:22.150 --> 00:53:31.440

Liz Hand, CFP®: that's the that would be the phrase or the story that you are replacing it with. Whenever this place comes up where you're like at work. I should be with my daughter.

436

00:53:33.420 --> 00:53:35.010

Liz Hand, CFP®: We haven't hit

437

00:53:35.140 --> 00:53:47.400

Liz Hand, CFP®: the the the negative side that's got the hook in you, but you've got the replacing story. So when you get into that state of guilt, and you hear yourself ask that question, or make that statement. I should be with my daughter right now, or something comes up.

438

00:53:47.530 --> 00:53:49.690

Liz Hand, CFP®: and you're reminded. Oh, yes.

439

00:53:49.950 --> 00:53:54.130

Liz Hand, CFP®: i'm the kind of mom that raises a strong, independent daughter.

440

00:53:54.390 --> 00:53:59.560

Michelle Glass: That's helpful. Thank you very much. I have to remind myself of that more often.

441

00:54:00.460 --> 00:54:06.390

Michelle Glass: because that's what I want. La! To see, and that's what I want her to learn and know.

442

00:54:08.720 --> 00:54:09.970

Michelle Glass: So thank you.

443

00:54:10.060 --> 00:54:18.370

Liz Hand, CFP®: Sure, yeah, and continue to get curious on the negative side of that. We don't have to go into it here, but that would be a good place for digging for you.

444

00:54:18.840 --> 00:54:21.530

Michelle Glass: hey? Thank you very much for all your time.

445

00:54:21.540 --> 00:54:22.630

Liz Hand, CFP®: Absolutely.



446

00:54:22.820 --> 00:54:28.170

Michelle Glass: Allison. How are we on time? Another coaching, or go back under the presentation.

447

00:54:30.000 --> 00:54:31.020

Allison Foulk: Not my.

448

00:54:31.130 --> 00:54:35.580

Liz Hand, CFP®: We can do one more. One more. Okay, yeah. Who's up?

449

00:54:45.360 --> 00:54:50.190

Danny: I'll go List. cool, hey, Danny? It's been a while.

450

00:54:50.340 --> 00:54:54.590

Danny: Good nice to see you. So what came up for you as we were going through this?

451

00:54:58.540 --> 00:55:08.880

Danny: You know we have kind of those big projects in the business right like the like. The the big 3 goals for the year. And when you get roadblocks sometimes, and then it just kind of

452

00:55:09.160 --> 00:55:16.870

Danny: you know, I had this plan, and then something happened like I'll give you an example like recently, I to my assistant, and I was building everything

453

00:55:16.930 --> 00:55:27.830

Danny: super efficient, my workflows and everything to tie into the assistant doing my email management all that stuff. And now they're gone. And now it's like, you know. Okay, now I do all this other work.

454

00:55:29.160 --> 00:55:37.980

Danny: and then the things that I want to do, these good projects it and they definitely have that perfectionist, you know, mindset a lot of times, I but I got a few things.

455

00:55:37.990 --> 00:55:51.170

Danny: you know perfectly, or I can't do it at all. What happens is just like I just get I get frustrated, or I just overwhelmed, and then it's just like a lack of clarity, right? And then I feel like just stuck. I feel like

456

00:55:52.000 --> 00:56:05.790



Danny: you know kind of what what Michelle was saying. You know I I find myself just keeping busy with busy work right, even though there's work to be done. But but kind of shy away from the high level stuff that's going to move things forward.

457

00:56:05.790 --> 00:56:16.440

Danny: you know, and I think it's it's it's it's kind of a lack of clarity. This is what happens at that time, right? Like all the priorities I have just kind of get missed, Mish in my head.

458

00:56:16.650 --> 00:56:26.200

Liz Hand, CFP®: So you're saying that you were on a good track with one of the big 3 goals that you had. You start laying in all of these processes and workflows, and then your assistant leaves

459

00:56:26.340 --> 00:56:27.080

Danny: right.

460

00:56:27.940 --> 00:56:30.860

Liz Hand, CFP®: And that's where my

461

00:56:31.220 --> 00:56:37.560

Liz Hand, CFP®: where. I heard a a bit of a hook Here, what's your relationship to other people in the process of perfecting a system

462

00:56:39.800 --> 00:56:42.020

Danny: to other people. What do you mean?

463

00:56:44.430 --> 00:56:46.270

Danny: I'm not sure. I understand the question.

464

00:56:46.390 --> 00:56:49.880

Liz Hand, CFP®: Do you have any kind of story wrapped around your assistant leaving.

465

00:56:55.560 --> 00:57:06.280

Danny: No, I mean, I know that I know that I have to. I'm gonna find someone. I I want to be my first hire. That's the story that came out of that, that, you know, having an assistant and rely on an assistant

466

00:57:06.300 --> 00:57:10.100

Danny: in itself. Was it just not enough where my practices right now.

467

00:57:10.690 --> 00:57:14.960



Danny: so I have to move forward and hire someone. And that was another story that

468

00:57:14.990 --> 00:57:19.620

Danny: what kind of change last year was that I didn't want to hire anyone, you know. I wanted to just have a

469

00:57:19.730 --> 00:57:31.280

Danny: No. Employees, outsource everything and realize that you know through. Live on this. If that wasn't going to be a very viable plan if I really want to take a 100 days off every year. And how many is this?

470

00:57:32.300 --> 00:57:34.830

Liz Hand, CFP®: So what's your relationship to other people

471

00:57:36.900 --> 00:57:38.170

Liz Hand, CFP®: in your grand scheme.

472

00:57:41.010 --> 00:57:43.800

Danny: Okay, so i'm sure we're asking now.

473

00:57:45.950 --> 00:57:56.240

Danny: I guess. Now there is a little bit of fear like, you know. So One of my first quarter goals was to was to write on a job description and a job role, and all for, for you know, hired. I haven't done it yet.

474

00:57:56.410 --> 00:58:04.390

Danny: my mastermind group. It was my commitment to the end of this month to the mastermind that I would have that role

475

00:58:05.680 --> 00:58:09.500

you don't have that will create it in in in the in. The reason

476

00:58:09.700 --> 00:58:15.970

Danny: I said, I wasn't going to do that was what i'm still redoing my books with my bookkeeper if I need to understand my financials better.

477

00:58:16.610 --> 00:58:23.160

Danny: But I think that was more of an excuse, and that's what they kind of. They showed me that, and the reason it was an excuse is because.

478

00:58:23.300 --> 00:58:36.820

Danny: you know, just with my assistant this year I would end up here like 30 grand, and if I want to put a roll up for 50 grand. I can afford



another 20 grand. I know that off the top of my head right? So it was just like this. So it's essentially the story is

479

00:58:37.720 --> 00:58:45.980

Danny: What if that? What if I hire someone? I go to do all this work, and then daily, and then have to find someone else. I think it's kind of like. I guess it's a lack of trust.

480

00:58:47.710 --> 00:58:48.710

Liz Hand, CFP®: And how come?

481

00:58:56.120 --> 00:59:05.710

Danny: Well on the surface it would just be well anyone could quit. or maybe I can't manage that person properly. Right, is it? Maybe it's the the conference and myself as a leader and as a manager.

482

00:59:07.240 --> 00:59:08.570

Danny: because I've never really.

483

00:59:08.640 --> 00:59:21.180

Danny: This is really kind of my I mean I've always had an assistant in the past other firms. This is my first person in the in the business that I really work with that I that you know that was kind of an internal person in a way.

484

00:59:21.700 --> 00:59:25.130

Danny: So maybe so. This is a lack of confidence.

485

00:59:28.440 --> 00:59:32.490

Danny: Has that given you new insight to your story, your everyone's story.

486

00:59:32.870 --> 00:59:34.130

Liz Hand, CFP®: What is that

487

00:59:35.600 --> 00:59:36.840

Danny: to

488

00:59:37.050 --> 00:59:47.430

Danny: Take all the resources that we have here. Study them and learn how to be a better manager and a better leader, and just put that that forward and and just knowing that in the long run

489

00:59:47.630 --> 00:59:53.360



Danny: I have to have support regardless. It's just have to figure out how to do that properly, and in

490

00:59:53.640 --> 01:00:00.090

Danny: you know not. Let that fear kind of dictate, or or let the prolong this kind of situation have been right. Now.

491

01:00:00.220 --> 01:00:05.900

Danny: where you know, I don't have any any support which really sucks right?

492

01:00:07.180 --> 01:00:07.900

Liz Hand, CFP®: Yeah.

493

01:00:08.090 --> 01:00:21.980

Liz Hand, CFP®: yes. And that I hear 2 things with other someone else. One is what your role is as the leader as the guide of them, and the responsibility they're in. The other place that I hear is if they leave

494

01:00:22.130 --> 01:00:23.600

Liz Hand, CFP®: where that puts you

495

01:00:24.460 --> 01:00:36.330

Liz Hand, CFP®: and I don't. I don't know if this fully lands for you, but so often, especially with high performing achievers like, who's in the room right now?

496

01:00:36.890 --> 01:00:39.070

Liz Hand, CFP®: They're like, we know how to get stuff done.

497

01:00:40.880 --> 01:00:48.610

Liz Hand, CFP®: It's much more scary to get stuff done through other people. because then you have to.

498

01:00:48.720 --> 01:01:00.630

Liz Hand, CFP®: because then we have to be in relationship with them in a way that we may or may not feel comfortable with. We have to deal with failure in a different way, that we may or may not feel comfortable with, and that failure may be in them, and maybe in us.

499

01:01:00.940 --> 01:01:03.300

Liz Hand, CFP®: And both of those things have discomfort.

500

01:01:03.700 --> 01:01:06.420



Great thanks for volunteering to.

501

01:01:06.650 --> 01:01:11.220

Danny: He coached here, Danny. All right.

502

01:01:11.620 --> 01:01:25.740

Danny: I'm not sure if that's if there's like construction happening over your way. Oh, yeah, sorry. It's all good. I just was like, yeah, hearing a little bit quick. Good deal. All right. We'll jump back into the presentation.

503

01:01:26.280 --> 01:01:27.740

Liz Hand, CFP®: Wait for it.

504

01:01:30.710 --> 01:01:31.670

Liz Hand, CFP®: all right.

505

01:01:33.840 --> 01:01:37.180

Liz Hand, CFP®: So we've got awareness analysis

506

01:01:37.400 --> 01:01:39.780

Liz Hand, CFP®: separating out the facts from personal stories.

507

01:01:42.390 --> 01:01:53.680

Liz Hand, CFP®: Now we're at action. What are our go-to strategies? So each of us already, when we are hitting that point of overwhelming, we have strategies that we default to

508

01:01:54.160 --> 01:01:59.000

Liz Hand, CFP®: You're reading through these. My personal favorite is powering through

509

01:01:59.360 --> 01:02:04.010

Liz Hand, CFP®: and saying yes. saying Yes, way more often than I need to be saying

510

01:02:04.300 --> 01:02:09.320

Liz Hand, CFP®: so. The I've actually named this this part of me.

511

01:02:09.440 --> 01:02:12.020

and I call it the hulk ballerina.

512

01:02:12.730 --> 01:02:33.680



Liz Hand, CFP®: And think of all the muscles there in it is saying yes to a bunch of things, taking back tasks. I've already delegated or agreeing to chair something or or like. It shows up a lot of different ways. I say lots of yeses take things back on myself and assume everybody else is angry at me, and I need to just like fix all of the things. So i'm using all of my strength

513

01:02:33.680 --> 01:02:43.640

Liz Hand, CFP®: and landing very lightly on people. That's the ballerina part. So that's that's a strategy I employed quite often with overwhelming as you look at this.

514

01:02:47.700 --> 01:02:50.420

Liz Hand, CFP®: what sticks out as the

515

01:02:50.780 --> 01:02:57.050

Liz Hand, CFP®: as the ones that you're using. Sorry I got distracted a little bit with a question here from Kristy. I'm going to read it real quick while you guys are considering that

516

01:02:57.210 --> 01:03:01.160

when we get those whirlies, if overall, what's the first question we need to ask ourselves

517

01:03:01.270 --> 01:03:05.240

Liz Hand, CFP®: great question. I think i'm going to touch on this soon. But the big question you need to

518

01:03:05.330 --> 01:03:09.010

Liz Hand, CFP®: once you acknowledge you're an overwhelmed is to Stop.

519

01:03:09.640 --> 01:03:10.520

Liz Hand, CFP®: Kristy.

520

01:03:11.950 --> 01:03:14.660

Liz Hand, CFP®: Stop! Make a statement. I'm an overwhelmed

521

01:03:15.280 --> 01:03:19.670

Liz Hand, CFP®: stop. Take a breath. Get yourself back in your body

522

01:03:19.810 --> 01:03:22.470

Liz Hand, CFP®: and ask yourself, what do you need? In this moment.

523

01:03:24.060 --> 01:03:27.030



Liz Hand, CFP®: It's a drink of water to go for a walk.

524

01:03:28.310 --> 01:03:29.380

Liz Hand, CFP®: Is it an app

525

01:03:30.670 --> 01:03:33.010

Liz Hand, CFP®: something like that? Well, that helps

526

01:03:34.660 --> 01:03:36.330

all right. So

527

01:03:36.890 --> 01:03:49.280

Liz Hand, CFP®: we start to skip our self-care when we start to get into that overwhelmed strategy. and we might skip the run the meditation the time with yourself, or with your spouse or your kids, whatever your life looks like.

528

01:03:49.440 --> 01:03:59.920

Liz Hand, CFP®: we might get into multitasking and surprise. Surprise. Multitasking is actually not a real thing. Multitasking. All that happens is that you start a task.

529

01:04:00.030 --> 01:04:11.400

Liz Hand, CFP®: and then you pause it. Well, you do another task, and then you pause it, and then you start another task, and then you circle back to those things. And what's actually happening is that you are putting your brain into overdrive as you're switching to

530

01:04:11.500 --> 01:04:12.870

from one to the next.

531

01:04:13.070 --> 01:04:17.830

Liz Hand, CFP®: and causing your body to go through a a lot of those, the adrenaline

532

01:04:18.260 --> 01:04:31.420

Liz Hand, CFP®: dopamine any of those chemicals, and you can burn yourself out as you keep doing that over and over and over. So multitasking isn't a real thing. It's just a really quickly shifting from one task to another, and you're stressing out your brain and your body.

533

01:04:32.870 --> 01:04:36.300

Liz Hand, CFP®: And since we are so

534



01:04:37.020 --> 01:04:42.960

Liz Hand, CFP®: focused on the word focus here at limitless. When you get into that state you are not focused forward.

535

01:04:44.160 --> 01:04:47.640

Liz Hand, CFP®: You're switching there, so I didn't notice. Maybe my

536

01:04:47.660 --> 01:05:01.350

Liz Hand, CFP®: chat is frozen. What strategies? Okay, i'm starting to see a couple of them powering through multitasking shortcuts. Don't things don't do things as exactly as you want to. What other ways are you

537

01:05:03.900 --> 01:05:07.950

Liz Hand, CFP®: using strategies already? This is very predictable. By the way.

538

01:05:08.720 --> 01:05:19.940

Liz Hand, CFP®: I want to also denial is a pretty that that can be quite true, too. It's if I if it's. If I don't look at it, it's not real, and therefore it's. I don't have to deal with it because it's not a thing.

539

01:05:21.180 --> 01:05:31.800

Liz Hand, CFP®: I get that into that with one of my closer relationships which I won't name out loud, not because they're on this call just because I won't. Name them out loud, content. It's not you, I promise. Okay.

540

01:05:31.960 --> 01:05:40.990

Liz Hand, CFP®: So one of my closer relationships. I will ask a question, and they'll say, I can't think about that right now. I like, okay.

541

01:05:41.070 --> 01:05:42.460

Liz Hand, CFP®: what do I do?

542

01:05:43.420 --> 01:05:47.230

Liz Hand, CFP®: That's kind of a denial of something that's in the present.

543

01:05:48.310 --> 01:05:49.300

Liz Hand, CFP®: All right.

544

01:05:52.720 --> 01:06:01.970

Liz Hand, CFP®: back to the slide, all right. So how do we get here? Remember, you are hard wired for this type of behavior. If you're starting to think



545

01:06:02.000 --> 01:06:07.700

Liz Hand, CFP®: lesser of yourself because you get into the overwhelmed cycle. Don't. Just don't

546

01:06:08.090 --> 01:06:23.110

Liz Hand, CFP®: It's like the snl episode. Just stop it just getting so. Just remember that your brain is hardwired. It's been pre-programmed from the age that you were 35 95% of the way pre-programmed so that you snap into a very predictable behavior. And so

547

01:06:23.250 --> 01:06:34.310

Liz Hand, CFP®: it took us a long time to get to that point, and it's going to take you a bit to unwind from it, and that's why this overwhelming cycle is so important for the process, and to raise your awareness and shift your decisions therein.

548

01:06:35.150 --> 01:06:39.370

Liz Hand, CFP®: you will have to intentionally decide to do something different, because

549

01:06:39.520 --> 01:06:45.260

Liz Hand, CFP®: it is a pre-programmed, very predictable thing that occurs for you.

550

01:06:45.380 --> 01:06:49.050

Liz Hand, CFP®: Our brains focus on the negative by a factor of 7 to one

551

01:06:49.130 --> 01:06:53.640

Liz Hand, CFP®: so much negativity happening. And so that's baked into the process

552

01:06:54.000 --> 01:06:55.530

Liz Hand, CFP®: as well.

553

01:06:56.080 --> 01:07:05.200

Liz Hand, CFP®: All right. So we're going to do another practice here of breathing. and for this practice different version this is one that my coach does with me.

554

01:07:05.370 --> 01:07:16.920

Liz Hand, CFP®: and we breathe in for 4 s we breathe out for 8 s to really get that C. O. 2 out of the body and breathe in that good oxygen. All right. So here we go. We then

555



01:07:17.010 --> 01:07:25.530  
Liz Hand, CFP®: one. 2, 3, 4, breathe out 2, 3, 4,

556  
01:07:25.590 --> 01:07:29.620  
Liz Hand, CFP®: 5 6 7 8

557  
01:07:30.490 --> 01:07:34.930  
Liz Hand, CFP®: free, then 2, 3, 4

558  
01:07:35.550 --> 01:07:37.510  
Liz Hand, CFP®: breathe out 2,

559  
01:07:37.540 --> 01:07:38.420  
Liz Hand, CFP®: 3,

560  
01:07:38.430 --> 01:07:41.430  
Liz Hand, CFP®: 4 5 6,

561  
01:07:41.440 --> 01:07:45.170  
Liz Hand, CFP®: 7, It feel better, right.

562  
01:07:46.770 --> 01:07:50.500  
Liz Hand, CFP®: all right. getting ourselves back in our bodies out of our heads.

563  
01:07:50.680 --> 01:07:53.850  
out of those feelings that start to build up and back into our bodies.

564  
01:07:54.910 --> 01:08:08.000  
So we talked about this a little bit earlier. How do you want to feel instead? If you don't want to be crushed or swamped, or buried, or whatever the word was that you put in there. How do you want to be? Instead. I want to be clear. I want to be calm. I want to be in flow.

565  
01:08:08.320 --> 01:08:09.810  
Liz Hand, CFP®: I want to have peace.

566  
01:08:10.030 --> 01:08:18.930  
Liz Hand, CFP®: I want to be in control. I want to feel capable and strong and empowered confident grounded. What's the word for you that sticks out.

567  
01:08:19.760 --> 01:08:23.250  
Liz Hand, CFP®: perhaps at several of them. confident.



568

01:08:25.640 --> 01:08:27.380

Liz Hand, CFP®: secure, and control

569

01:08:28.630 --> 01:08:29.470

Liz Hand, CFP®: peace.

570

01:08:32.340 --> 01:08:38.720

So this is another piece that you can bring into the breathing exercise.  
If you think about that, 4 counts in.

571

01:08:39.359 --> 01:08:48.210

Liz Hand, CFP®: it counts out, or whatever version of breathing that  
you're doing, you can breathe in that state to really lock it in. So we're  
going to practice that, too. Here.

572

01:08:48.410 --> 01:08:53.270

Liz Hand, CFP®: pick one of the words, maybe the one that you put in the  
chat, or one that you are thinking for yourself.

573

01:08:55.149 --> 01:09:00.460

Liz Hand, CFP®: and as you do, the 4 count in, you can breathe that word,  
and I am clear.

574

01:09:01.529 --> 01:09:03.529

Liz Hand, CFP®: and as you breathe out I am clear

575

01:09:04.819 --> 01:09:07.200

Liz Hand, CFP®: and clear. Thank you. All right. Here we go

576

01:09:07.630 --> 01:09:16.680

Liz Hand, CFP®: free. Then 2, 3 for breathe out 2, 3, 4,

577

01:09:16.740 --> 01:09:18.660

Liz Hand, CFP®: 5, 6,

578

01:09:18.689 --> 01:09:20.750

Liz Hand, CFP®: 7, it

579

01:09:21.819 --> 01:09:24.630

Liz Hand, CFP®: all right. Feel good.

580



01:09:26.890 --> 01:09:27.729

Liz Hand, CFP®: awesome.

581

01:09:28.210 --> 01:09:31.800

all right. It's from this place that we are going to start reframing.

582

01:09:31.960 --> 01:09:41.920

Liz Hand, CFP®: You are overwhelmed. So this Graphic is on the backside of your worksheet. and the first thing that we're going to do is, look at that lightning bolt.

583

01:09:43.020 --> 01:09:45.750

Liz Hand, CFP®: This is your oh, blank moment

584

01:09:46.510 --> 01:09:56.270

Liz Hand, CFP®: for each of us. We know that we're in the state of overwhelm by the words that we say, and often we say them out loud for many people. This is a cuss word

585

01:09:57.000 --> 01:10:08.980

Liz Hand, CFP®: your oh, shisnit moment, or your oh, fudge moment, or whatever it is. What's the word that you say? You don't have to type in in the comments here, but you can write it down on your worksheet.

586

01:10:09.660 --> 01:10:15.150

Liz Hand, CFP®: That's that lightning bolt. and that's the point in time where you say i'm overwhelmed

587

01:10:18.410 --> 01:10:22.980

Liz Hand, CFP®: for me. The statement is actually everyone is angry at me.

588

01:10:24.810 --> 01:10:43.600

Liz Hand, CFP®: all right, and you'll notice that that lightning bolt happens. And then right after it comes the the X X marks the spot, and the X marks. The spot is where you start to take that strategy action that one that we just listed a couple of slides ago. For me. It's the powering through for some of you. It might be working extra hours.

589

01:10:43.600 --> 01:10:49.270

It might be drinking a lot more coffee and getting really frenetic in your energy.

590

01:10:49.910 --> 01:10:52.800

Liz Hand, CFP®: and really just starting to nail a task list.



591  
01:10:52.960 --> 01:10:58.650  
whatever it is. That's your overwhelmed state for some of you. It might be bearing your head in a sand, too.

592  
01:10:58.940 --> 01:11:02.280  
Liz Hand, CFP®: for whatever it's worth like it doesn't actually have to be a lot of

593  
01:11:02.310 --> 01:11:04.670  
Liz Hand, CFP®: activity. It could be no activity.

594  
01:11:06.530 --> 01:11:10.100  
so that X marks the spot is your overwhelmed strategy.

595  
01:11:10.250 --> 01:11:16.160  
Liz Hand, CFP®: And so we're going to answer questions. One and 2. The things I tell myself in this moment are below like.

596  
01:11:17.900 --> 01:11:29.360  
Liz Hand, CFP®: and for number 2, it's what what leads up to that point in time where you where you make that statement. So let's look at mine. Everyone is angry at me.

597  
01:11:31.500 --> 01:11:38.270  
Liz Hand, CFP®: What happens is people ask me questions. It's laughable for me to say this out loud.

598  
01:11:38.450 --> 01:11:41.450  
but it's. Hey, Liz, you gave me this assignment.

599  
01:11:41.940 --> 01:11:44.130  
Liz Hand, CFP®: I don't understand X.

600  
01:11:45.280 --> 01:11:49.090  
Liz Hand, CFP®: Oh, if you don't understand it, i'll take it back. Okay.

601  
01:11:49.290 --> 01:12:03.410  
Liz Hand, CFP®: or hail is i'm frustrated about this or someone just has a reaction about something. It's People's emotions start to get heightened around me, and then I take it on for myself. Everyone is angry at me, and then I snap into my overwhelming

602  
01:12:05.800 --> 01:12:15.670



Liz Hand, CFP®: ballerina hook. All right. So think about what are those things that happen right before that lightning bolt moment

603

01:12:17.590 --> 01:12:22.910

when you think about it for your business. It might be things like a market drop or a client problem.

604

01:12:25.530 --> 01:12:27.490

You have that moment, and they're like crap.

605

01:12:28.230 --> 01:12:29.000

Liz Hand, CFP®: We'll crap.

606

01:12:29.510 --> 01:12:32.880

Liz Hand, CFP®: i'm overwhelmed. I'm buried. I'm swamped. I'm going to work late.

607

01:12:36.440 --> 01:12:55.090

Liz Hand, CFP®: And the thing about this cycle is that what you Probably I don't know if you can see my cursor or not, but we we get this moment the lightning bolt moment. Then we go to X. Marks the spot. The strategy that we're typical for for us to use. We work out the issues, and eventually we get back to Stasis right.

608

01:12:56.280 --> 01:12:58.970

Liz Hand, CFP®: and then things happen the way they happen.

609

01:13:00.050 --> 01:13:07.300

Liz Hand, CFP®: Excuse me, and then something kicks up again, and we get back to that. Oh, crap moment! So that's why it's a cycle. We work our way through it.

610

01:13:07.400 --> 01:13:10.500

Liz Hand, CFP®: We calm ourselves down, and then we get back, and

611

01:13:10.840 --> 01:13:22.200

Liz Hand, CFP®: and that going back to the front side of the worksheet when you're thinking about the frequency or the regularity, or how often you're getting overwhelmed. That's how frequently you're going moving through that cycle.

612

01:13:23.310 --> 01:13:24.440

So

613



01:13:24.460 --> 01:13:29.350

Liz Hand, CFP®: great! Great. We know this pattern. Where is your power in this?

614

01:13:31.640 --> 01:13:38.740

Liz Hand, CFP®: Your power is jumping off the cycle anytime you catch yourself on it. The most potent place to do that

615

01:13:38.990 --> 01:13:44.510

Liz Hand, CFP®: you can see is here right before the lightning bolt moment before you click into action.

616

01:13:44.850 --> 01:13:48.510

Liz Hand, CFP®: all your muscles come out and you start doing things

617

01:13:49.410 --> 01:13:51.720

Liz Hand, CFP®: so if you can catch yourself here.

618

01:13:52.060 --> 01:13:57.970

Liz Hand, CFP®: Excellent! That's the point where, like Christie asks the question like, what's the first thing that you do? You stop.

619

01:13:58.170 --> 01:13:59.190

Liz Hand, CFP®: take breath.

620

01:13:59.280 --> 01:14:04.260

Liz Hand, CFP®: ask yourself what you need. State that you're in this place of overwhelming. You're getting near it.

621

01:14:05.390 --> 01:14:18.020

Liz Hand, CFP®: But actually you can find you can find yourself anywhere on this and choose to jump off. That's the power of this graphic is, you can as soon as you say the words. Everyone is angry at me. Oh, that's a catching correct for Liz.

622

01:14:18.270 --> 01:14:20.900

Liz Hand, CFP®: Everyone's not angry at me. Everyone is having the right experience.

623

01:14:22.910 --> 01:14:30.520

Liz Hand, CFP®: or maybe it's when my hulk valor and it comes out. I noticed i'm starting to say, oh, that's

624

01:14:30.630 --> 01:14:35.200



Liz Hand, CFP®: you don't understand what I the instructions I gave you I'll I'll go ahead and do that part of it.

625

01:14:36.100 --> 01:14:41.430

Liz Hand, CFP®: I can catch myself at that point. Jump off the cycle and say, everyone is having the right experience.

626

01:14:41.840 --> 01:14:46.340

Liz Hand, CFP®: They're just building their own muscles with what it is to work with Liz hand.

627

01:14:48.310 --> 01:14:53.300

or maybe perhaps you catch it after it's finished, and you look back and you say, oh.

628

01:14:53.420 --> 01:14:57.950

Liz Hand, CFP®: did that thing again that I always do that pattern behavior all right.

629

01:14:58.570 --> 01:15:00.020

Liz Hand, CFP®: Cut it after the fact

630

01:15:00.680 --> 01:15:02.590

going to be ready for it the next time

631

01:15:02.820 --> 01:15:06.790

Liz Hand, CFP®: any of those times you can take your power back and jump off there

632

01:15:06.800 --> 01:15:08.320

the cycle of everyone.

633

01:15:08.480 --> 01:15:11.720

Liz Hand, CFP®: So here's some tools for when you are in overwhelming

634

01:15:12.780 --> 01:15:16.110

Liz Hand, CFP®: like, I said, Stop, ask yourself what you need.

635

01:15:16.800 --> 01:15:25.360

Liz Hand, CFP®: and get clear on the facts. What is really happening. And what I love to do in this is pretend that you're a fly on the wall.

636

01:15:25.610 --> 01:15:33.070



Liz Hand, CFP®: What does the fly? See what's the real thing that happened. The real thing that happened is that your client said, hey.

637

01:15:33.340 --> 01:15:38.480

Liz Hand, CFP®: my tax prepare told me that I owe \$10,000 in taxes.

638

01:15:38.500 --> 01:15:41.830

Liz Hand, CFP®: and it's connected to this brokerage account. that's a fact.

639

01:15:43.650 --> 01:15:46.390

Liz Hand, CFP®: And he took the call, and then you hung up.

640

01:15:46.720 --> 01:15:47.750

Liz Hand, CFP®: That's tracked.

641

01:15:47.890 --> 01:15:59.870

Liz Hand, CFP®: It's all the story that's wrapped around it. Of oh, this client is pissed off, or this client, or the Cpa or I am. That's when we get to our story. So what are the real facts of the situation separate it that out from the story wrapped around it.

642

01:16:02.880 --> 01:16:06.290

Liz Hand, CFP®: And then within this list are just different ways to get

643

01:16:06.560 --> 01:16:21.940

Liz Hand, CFP®: the the swirl in the brain out onto paper. That own list. That's what that is on my mind. Everything listed out, and you can kind of see it in one place. Separate it out from yourself. That can help for some folks walking or working in a different place.

644

01:16:22.770 --> 01:16:27.280

Liz Hand, CFP®: Can we send the tools? I assume you mean the list. you know.

645

01:16:27.450 --> 01:16:32.940

Liz Hand, CFP®: and I believe that this Powerpoint will be available for you. Alison can

646

01:16:33.030 --> 01:16:34.080

Liz Hand, CFP®: speak to that.

647

01:16:34.160 --> 01:16:36.040

But



648

01:16:36.120 --> 01:16:42.170

Liz Hand, CFP®: just notice that when we get into that overwhelmed cycle our self-care, though it is job number one

649

01:16:42.610 --> 01:16:46.710

Liz Hand, CFP®: to take care of the asset. That is the first thing that gets Jason.

650

01:16:46.740 --> 01:16:56.320

Liz Hand, CFP®: So we are not designed to live in this world that we're living in right now. Your environment is contributing potentially to the overwhelmed. So what can you do? Can you clean your desk.

651

01:16:57.230 --> 01:17:09.890

I added the create instead of consume. because I notice that when i'm starting to listen to other people and I over listen to other people. Maybe it's podcast. Maybe it's looking on, LinkedIn and seeing a post that someone did or twitter, or wherever the places.

652

01:17:09.920 --> 01:17:21.960

Liz Hand, CFP®: and I'm taking in their thoughts. I am much less present to my own thoughts, and so creating for me. That's either playing piano, painting, or blogging. Those are ways that I can create.

653

01:17:21.970 --> 01:17:22.970

and

654

01:17:23.220 --> 01:17:35.520

Liz Hand, CFP®: and kind of help. Get out of my head a little bit more, and ask for help. That's why we're here at limitless, for so don't forget you have those tools of posting on tribe, hey? I'm really overwhelmed today.

655

01:17:35.890 --> 01:17:37.910

Liz Hand, CFP®: You can get support pretty quickly.

656

01:17:37.970 --> 01:17:40.360

Liz Hand, CFP®: Bring it to the office hours.

657

01:17:40.640 --> 01:17:46.130

Liz Hand, CFP®: I always like to start with your highs and lows from the week. And then, if you want to dig into one of those lows.

658



01:17:46.170 --> 01:17:55.280

Liz Hand, CFP®: we can find what's the root story in there. If you're a leader or a lifestyle member, you have access to one to one time with me. You can bring that and request that get some help.

659

01:17:55.780 --> 01:17:58.220

Liz Hand, CFP®: You do not have to stay in the state that you are in.

660

01:18:00.550 --> 01:18:04.060

and Don't forget one of the biggest beasts

661

01:18:04.950 --> 01:18:12.910

Liz Hand, CFP®: the Mckinsey Global Institute estimates that we spend 13 h a week responding to email, and only about 42% of those emails are important.

662

01:18:13.120 --> 01:18:22.510

Liz Hand, CFP®: So remember your email getting it off your phone being more boundaries with, it is going to help support you in this overwhelmed process.

663

01:18:23.320 --> 01:18:27.580

Liz Hand, CFP®: You get to be in charge. You get to manage and approach your day with intention.

664

01:18:29.370 --> 01:18:46.040

Liz Hand, CFP®: All right. So that was those are the list of tools that we came up with, for when you're in overwhelmed, what about becoming overwhelmed resistant, which is what we're into here to really promote your momentum. Get the exponential growth that you're looking for. Say no more than you say Yes.

665

01:18:46.940 --> 01:18:57.490

Liz Hand, CFP®: that's Liz. When i'm an overwhelmed I will say yes to just about anyone without thinking. The other day a client called me, and I was not present in that moment I agreed to open an account that will pay us

666

01:18:57.630 --> 01:19:00.480

Liz Hand, CFP®: 0, and I just said yes.

667

01:19:00.510 --> 01:19:05.440

Liz Hand, CFP®: I hung up the phone, and Clinton was there, and I was like, Dang! It did the thing. I didn't want to do

668

01:19:06.850 --> 01:19:10.880



Liz Hand, CFP®: So say more than you say. Yes, get real comfortable with your nose.

669

01:19:11.310 --> 01:19:20.620

Liz Hand, CFP®: and, as Stephanie likes to say, if if you're going to say no, give them options so that they feel like they're because nobody wants to hear No, but

670

01:19:20.850 --> 01:19:24.090

Liz Hand, CFP®: all right. You can track your time for a week. Reduce the noise

671

01:19:25.340 --> 01:19:29.350

Liz Hand, CFP®: I think about. One thing I had to turn off was the

672

01:19:29.600 --> 01:19:34.180

Liz Hand, CFP®: I don't know if you guys have noticed this. But like every channel where you consume

673

01:19:34.550 --> 01:19:42.530

Liz Hand, CFP®: new episodes or whatever there's, there's so much murder, mystery, type, things I had to stop those all together.

674

01:19:42.730 --> 01:20:09.840

Liz Hand, CFP®: Not only was it just scary stuff, but it was always like a 30 five-ish year old female that gets murdered, and hey? It kind of made me super anxious before and after, even though I was really good at figuring out who was doing it, because I can always follow the money, but I turn that off all together. I no longer watch those, and that's one way of reducing noise in my brain, not only in the middle of it, because it's not inspired content, but also the aftermath of that, as i'm pouring through it

675

01:20:09.840 --> 01:20:20.550

and reducing the noise of multiple authority figures, I added this in specifically, because I had a coaching program that I did for one month, and it was not financial Advisor related.

676

01:20:20.850 --> 01:20:29.860

Liz Hand, CFP®: and I really liked the the suggestion that the woman made, and she said, You're listening to a lot of people telling you how to go about doing your marketing

677

01:20:29.870 --> 01:20:34.130

Liz Hand, CFP®: for this one month. Listen to only this.



678

01:20:34.370 --> 01:20:38.630

Liz Hand, CFP®: so that you can go through the process fully stay focused.

679

01:20:38.850 --> 01:20:46.710

Liz Hand, CFP®: And so, even as you think about being in this coaching program. You have invested a lot of time and effort and money

680

01:20:47.390 --> 01:20:49.120

Liz Hand, CFP®: into being here.

681

01:20:50.190 --> 01:20:59.200

Liz Hand, CFP®: And who are the other authority voices that you're still listening to, even though you've committed a significant amount of your money, time, effort, energy, etc.

682

01:20:59.230 --> 01:21:12.850

Liz Hand, CFP®: Can you reduce that and give yourself? Make yourself less overwhelming, resistant? This is what i'm doing right now. This is my focus. Other structures we've talked about having all of your count, all of your calendars in one place. So you know exactly where you're supposed to be at the right time.

683

01:21:13.050 --> 01:21:24.710

Liz Hand, CFP®: and you're not borrowing time from one place and taking it, robbing Peter to pay Paul. Your your time is less fungible in that way, and you're pretty clear on when you need to work on things, and what your deadlines are

684

01:21:25.030 --> 01:21:32.350

Liz Hand, CFP®: chunk your time. That's the surge reviews anytime you're batching the work that you're doing. That's that's going to help

685

01:21:32.370 --> 01:21:34.330

Liz Hand, CFP®: make you overwhelmed resistant

686

01:21:34.380 --> 01:21:45.130

Liz Hand, CFP®: and leave that magical thinking to hermione any Harry Potter fans here. and I mentioned it earlier. But my cat's name is Felix, and I feel pretty clever about that.

687

01:21:45.140 --> 01:21:47.550

But thinking about magical thinking.

688

01:21:48.240 --> 01:21:50.530



Liz Hand, CFP®: we do this so frequently.

689

01:21:51.270 --> 01:22:01.460

Liz Hand, CFP®: If only I did this! If only I could be there! If If only this were a different way, then i'd be able to address it. If they would have structured this differently, I could have done this so much better

690

01:22:01.510 --> 01:22:08.270

Liz Hand, CFP®: like that's our perfectionist Tennessee. We can see some of their faults in their processes, and they're wasting my time.

691

01:22:08.340 --> 01:22:16.520

Liz Hand, CFP®: and you know what we are not magic. We are in the place that we're in right now. Those, if only

692

01:22:17.550 --> 01:22:19.760

Liz Hand, CFP®: are keeping you from being present.

693

01:22:20.210 --> 01:22:27.180

Liz Hand, CFP®: And so, while Hermione can teleport, she can transfigure, She can do all of these other things you cannot.

694

01:22:27.220 --> 01:22:31.110

Liz Hand, CFP®: and so she can Even she can even turn time pretty cool.

695

01:22:31.350 --> 01:22:37.340

Liz Hand, CFP®: You can't. You can't add to your time, so leave the magical thinking to Hermione.

696

01:22:38.570 --> 01:22:44.910

Liz Hand, CFP®: All right and up up your self-care. This is not the Treat yourself, Mantra, that we're talking about. This is

697

01:22:44.950 --> 01:23:03.760

Liz Hand, CFP®: your sleep super important getting that 7 h exercising 3 to 5 times a week, meditating if you're not at 20 min every day, start with 1 min and work your way up. I'm not doing it every single day, but i'm getting it more and more and my exercise I I started. I started getting up before my alarm and walking.

698

01:23:03.930 --> 01:23:10.830

Liz Hand, CFP®: Don't tell anybody, because once I start telling people, then I stop doing the habit. But that's pretty cool. I'm pretty excited about that lately.



699

01:23:12.580 --> 01:23:20.260

Liz Hand, CFP®: All right, and drink more water. Drink less wine, get less screen time. All of these good things improve that self-care.

700

01:23:21.960 --> 01:23:23.740

Liz Hand, CFP®: All right, change journey.

701

01:23:24.490 --> 01:23:33.280

Liz Hand, CFP®: We are at achievement. Experience. All the success you have envisioned. And how are we at with time? We've got 15 min ish right now. Perfect?

702

01:23:35.440 --> 01:23:41.370

Liz Hand, CFP®: So this is that question Number 5 on your worksheet, and I want you to invite you to

703

01:23:41.610 --> 01:23:43.210

shut your eyes for a moment.

704

01:23:45.450 --> 01:23:49.150

Liz Hand, CFP®: Picture yourself. It's December 2023,

705

01:23:50.500 --> 01:23:53.440

Liz Hand, CFP®: and we are in that last

706

01:23:53.990 --> 01:23:58.800

Liz Hand, CFP®: office hours together, and you're wearing the ugliest Christmas sweater that you found

707

01:23:59.720 --> 01:24:01.350

Liz Hand, CFP®: feeling pretty good about the year.

708

01:24:01.710 --> 01:24:08.350

Liz Hand, CFP®: Super proud of yourself for all the work that you've accomplished, and specifically around overwhelm. You've made this your thing.

709

01:24:08.540 --> 01:24:12.780

Liz Hand, CFP®: and you've been able to reduce your overwhelm by 50%.

710

01:24:13.610 --> 01:24:17.580

Liz Hand, CFP®: So you're not experiencing it as much as you were. You're staying above the line.



711  
01:24:19.180 --> 01:24:20.720  
Liz Hand, CFP®: What's possible for you?

712  
01:24:26.240 --> 01:24:29.710  
Liz Hand, CFP®: What would we see and who you're being in the world

713  
01:24:31.470 --> 01:24:37.440  
Liz Hand, CFP®: where that's at your desk at your home with your family of origin.

714  
01:24:41.240 --> 01:24:48.530  
Liz Hand, CFP®: your clients. that's possible. And i'd love if you would drop this in the chat. What came up for you.

715  
01:24:51.560 --> 01:24:55.260  
Liz Hand, CFP®: Imagine a future where overwhelm doesn't overtake you anymore.

716  
01:24:56.500 --> 01:25:05.450  
Liz Hand, CFP®: Imagine a place where, instead of being submerged underwater, which is what overwhelming means, you are coming from a place of overflow.

717  
01:25:05.990 --> 01:25:10.690  
Liz Hand, CFP®: Yeah, Cheryl, You look like the guy on the first slide, except much more feminine love, it

718  
01:25:11.700 --> 01:25:15.040  
Liz Hand, CFP®: more smiling being present for your family and clients

719  
01:25:19.610 --> 01:25:20.900  
Liz Hand, CFP®: happier at home

720  
01:25:21.990 --> 01:25:23.320  
Liz Hand, CFP®: in the moment, mar

721  
01:25:24.560 --> 01:25:30.230  
Liz Hand, CFP®: guys. For so long I have treated success and joy as opposites

722  
01:25:31.170 --> 01:25:37.160



Liz Hand, CFP®: for me, less overwhelmed means more joy. being more in the moment, laughing more in the office.

723

01:25:42.290 --> 01:25:45.720

Liz Hand, CFP®: showing up, not being stressed or sick. Yes.

724

01:25:47.920 --> 01:25:51.300

Liz Hand, CFP®: of it. This is possible for you.

725

01:25:51.560 --> 01:25:54.800

Liz Hand, CFP®: Let me be the first to say, and not the only to say.

726

01:25:56.890 --> 01:26:09.010

Liz Hand, CFP®: All right. And as we're wrapping up our time together, I just want to draw your attention back to yourself because I have it that you have navigated the impossible before

727

01:26:10.570 --> 01:26:15.060

Liz Hand, CFP®: you have managed. Overwhelmed in the past. There was that one time

728

01:26:15.430 --> 01:26:18.780

Liz Hand, CFP®: where you showed up with courage.

729

01:26:19.170 --> 01:26:26.530

Liz Hand, CFP®: You were clear. You got to work. You rested when you need to rest. You got support.

730

01:26:28.590 --> 01:26:30.480

Liz Hand, CFP®: We all have these moments

731

01:26:30.670 --> 01:26:36.810

Liz Hand, CFP®: that we've experienced in the past where we showed up, and we brought it, and we navigated the overwhelming.

732

01:26:38.360 --> 01:26:52.210

Liz Hand, CFP®: Those are the times that I want you to ground yourself in, and if You've been on my office hours before you've You've heard me talk about having a visual display. a touchstone of sorts that you keep at your desk or in your mirror when you wake up in the morning.

733

01:26:52.440 --> 01:26:54.850

Liz Hand, CFP®: A touchstone to remember. Oh, yeah.



734

01:26:55.420 --> 01:26:58.970

Liz Hand, CFP®: I've done it before I can do it again. This is my evidence.

735

01:26:59.020 --> 01:27:03.230

Liz Hand, CFP®: So find a way to remember that part of who you are.

736

01:27:04.870 --> 01:27:18.090

Liz Hand, CFP®: and that will help you disrupt the state of overwhelming. So if I were to distill everything that we talked about today, and I will get to questions very shortly here. I promise. If I were to steal everything into the simplest language.

737

01:27:19.600 --> 01:27:22.080

Liz Hand, CFP®: the access that you have

738

01:27:22.410 --> 01:27:27.930

Liz Hand, CFP®: to doing something different with overwhelm is simply noticing it when you're in it

739

01:27:28.140 --> 01:27:30.650

Liz Hand, CFP®: and making a different decision, replacing it.

740

01:27:32.420 --> 01:27:35.250

Liz Hand, CFP®: That's how you disrupt the feeling state

741

01:27:35.860 --> 01:27:42.140

Liz Hand, CFP®: and do something different, become more productive. Get that momentum that you're desiring for so long.

742

01:27:43.550 --> 01:27:44.400

Liz Hand, CFP®: All right.

743

01:27:44.970 --> 01:27:49.560

Here are the resources for more if you want to dig in deeper for overwhelming.

744

01:27:49.700 --> 01:28:01.900

Liz Hand, CFP®: And at this point I am ready to either go through, slide out. So, Allison, if you want to find some that are promoted, and and i'll start with this question that I hear from that I read from Christy.

745

01:28:02.080 --> 01:28:04.060



Liz Hand, CFP®: I'm going to go ahead and stop sharing.

746

01:28:04.980 --> 01:28:19.890

Liz Hand, CFP®: I can see your lovely faces, Liz. What question can we ask clients to bring them to calm and joy in our first meetings in our meetings for most meeting with their advisory equals overwhelmed to reset their energy. So, hey, Liz.

747

01:28:20.010 --> 01:28:21.530

Liz Hand, CFP®: hey? Great to see you?

748

01:28:21.590 --> 01:28:24.490

Christy: Yeah, you too, right like. So

749

01:28:25.080 --> 01:28:26.630

Christy: I think, if you know

750

01:28:27.070 --> 01:28:32.140

Christy: your who, you know, whoever your best friend and their husband are going to be, with their financial advisor

751

01:28:33.250 --> 01:28:37.670

Christy: like that brings up all the things for them.

752

01:28:38.190 --> 01:28:50.160

Christy: Do we have enough money? What are our goals? What do you know we didn't? We were supposed to do that budget for her, and we didn't do it and like. and I I feel like I do a decent job of this. But I feel like

753

01:28:50.390 --> 01:28:54.510

Christy: as the master here, the Jedi, master, I should be at

754

01:28:56.830 --> 01:28:58.970

Christy: what's the question?

755

01:28:59.490 --> 01:29:02.800

Christy: So just kind of like I feel like acknowledging

756

01:29:02.840 --> 01:29:15.280

Christy: that they're kind of instead of just diving in with, you know all the things to talk about like what's a great question, or a phrase, or a sentence to kind of acknowledge that they may or may not be in that state.

757



01:29:15.360 --> 01:29:23.380

Christy: and to kind of get people in that abundance mindset of what's possible during this time together, instead of like.

758

01:29:23.900 --> 01:29:30.790

Liz Hand, CFP®: You know, we're we're coming in because it's it's just so right for judgment, right? Like we' to be judged.

759

01:29:32.640 --> 01:29:39.220

Liz Hand, CFP®: Yeah. Great question. What comes up for me first? Is the question, how come they? Can't bring their overwhelm?

760

01:29:41.940 --> 01:29:43.730

Christy: Oh, I mean they totally can.

761

01:29:43.750 --> 01:29:49.500

Christy: But it's what people are in. It's like what you know. Steph says like stress stress makes you stupid.

762

01:29:49.760 --> 01:29:50.720

Liz Hand, CFP®: right like

763

01:29:50.780 --> 01:29:52.980

Christy: no one's saying clearly

764

01:29:54.020 --> 01:30:01.630

Christy: or no one's like, oh, my God! I've made my best decisions in life when I was stressed and overwhelmed and reacting and panicking

765

01:30:01.810 --> 01:30:10.700

Christy: right. And that meeting is like their opportunity, maybe even for the whole year, to sit and think clearly about what they what they want for their lives.

766

01:30:10.830 --> 01:30:17.680

Christy: So I think the overwhelm is is fine to come in with. But how do you get people to move through it

767

01:30:17.700 --> 01:30:21.580

Liz Hand, CFP®: productive and get out of that stupid stress state.

768

01:30:22.150 --> 01:30:30.200

Liz Hand, CFP®: Yeah. perhaps just thinking about how unaware we are so much of this is in our subconscious.



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01:30:31.240 --> 01:30:34.720

Liz Hand, CFP®: And so that very open-ended question

770

01:30:34.740 --> 01:30:39.070

Liz Hand, CFP®: at the top of the call or conversation of what's top of mind for you.

771

01:30:39.230 --> 01:30:43.000

Liz Hand, CFP®: Just so that they start servicing it. I don't know that there's like a

772

01:30:45.810 --> 01:30:53.660

Liz Hand, CFP®: one specific question to go into. But what's top of mind? Does surface start surfacing the things that are just kind of frenetically in their brain

773

01:30:54.660 --> 01:31:07.030

Liz Hand, CFP®: and help them sort through that, and then acknowledging, I know this process is stressful for you. It can be stressful for you. It can be overwhelming and normalizing it in that conversation.

774

01:31:07.140 --> 01:31:09.890

Liz Hand, CFP®: You can even bring in breathing if you want to.

775

01:31:10.510 --> 01:31:14.570

Christy: Yeah, I don't think i'm there yet. I don't think I am, either.

776

01:31:14.850 --> 01:31:26.690

Liz Hand, CFP®: It was okay, first time for me doing a breathing in front of everybody. So i'm gonna I nailed it. But I didn't see any of you, so I didn't have any talk about it. So

777

01:31:27.130 --> 01:31:30.960

Christy: But yeah, I think I tend to. I tend to to bring humor

778

01:31:31.110 --> 01:31:33.970

Liz Hand, CFP®: to it, you know, cause it really it's like

779

01:31:34.290 --> 01:31:39.820

Christy: I mean, I I joke that, you know I don't do this, all my clients, but with some of my clients like

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01:31:39.860 --> 01:31:41.920  
Christy: you know, coming to a financial advisor

781  
01:31:42.080 --> 01:31:43.780  
Liz Hand, CFP®: meeting with that being like

782  
01:31:44.030 --> 01:31:55.220  
Christy: Here's everything I have Here's all my money. Here's how much money I make. Here's everything I've worked for. Here's all the mistakes that I've made. It's like getting completely naked

783  
01:31:55.320 --> 01:31:57.890  
Christy: in front of somebody it'd be like. So.

784  
01:31:58.070 --> 01:32:02.810  
Christy: How did this look

785  
01:32:03.160 --> 01:32:11.800  
Christy: right like. I will joke about that with people to help them. Just kind of like, you know, to it's like, you know, when you go to meet with the doctor for the first time, and you're like.

786  
01:32:12.160 --> 01:32:15.260  
Christy: you know, all that separating you from that is like tissue paper.

787  
01:32:16.980 --> 01:32:18.550  
Christy: But I think that there is.

788  
01:32:18.600 --> 01:32:31.330  
Christy: We don't recognize for our clients how overwhelming it can be to meet with with an advisor depending on what's going on in their lives. So I think

789  
01:32:31.410 --> 01:32:40.600  
Christy: I don't know i'm gonna i'm gonna marinate on that one a little bit and think about it just because I feel like it's such an opportunity to bring up like. Have those real conversations about what's really happening.

790  
01:32:41.380 --> 01:32:54.000  
Liz Hand, CFP®: Well, and Christy, I have it that you probably do this quite naturally, and there's probably not a way to shift it, that you don't naturally bring to people that trusting comfort like they've gotten to you to this point.



791

01:32:54.120 --> 01:33:04.110

Liz Hand, CFP®: I'm curious. What made you go to just to be the coach here. What made you go to helping your clients versus looking at your own overwhelming?

792

01:33:06.980 --> 01:33:22.810

Christy: Oh, it's my fourth year, and limitless feel like I've dealt with the overwhelming or I'm. You know I Still, I feel like I do use a lot of these, a lot of these strategies. But in a reason away. A tool that I have used to manage the overwhelm

793

01:33:23.070 --> 01:33:28.220

Christy: is to be in limitless for multiple years, and not put set this expectation on myself, but I need to do it

794

01:33:28.250 --> 01:33:45.560

Christy: all in one year, because that first year of 2020 was. I know this is being recorded. Whatever, like a chisnit show right of being like. Run your business and homeschool your children, and reinvent your entire company, and, like

795

01:33:45.960 --> 01:33:53.950

Christy: it was like all it was overwhelmed. So I mean, I think I kind of. I live in a state of chronic overwhelm

796

01:33:54.280 --> 01:33:59.810

Christy: on, and I try to manage like the acute times when it's too much like last year

797

01:34:00.020 --> 01:34:02.920

Christy: with a new baby, and building a house and moving, and

798

01:34:03.010 --> 01:34:07.790

Christy: it was too much right in my body. Sends you those signals, and what i'm doing now, like my

799

01:34:07.800 --> 01:34:12.080

Christy: my drug of choice is nature and getting outside.

800

01:34:12.190 --> 01:34:17.490

Christy: And so I I feel like I have a lot of strategies to deal

801

01:34:18.110 --> 01:34:24.500



Christy: to deal with the with, the overwhelmed. But the I'm. Someone that learns by repetition, and so just the constant reminder

802

01:34:24.730 --> 01:34:27.350

Christy: of of all this goodness is, is super helpful.

803

01:34:27.900 --> 01:34:31.640

Liz Hand, CFP®: So was that that a good job of dodging your question

804

01:34:34.160 --> 01:34:39.430

Liz Hand, CFP®: as I bring in compliance here, talk about litigation.

805

01:34:39.470 --> 01:34:42.650

Christy: But the thing is the good thing I have found

806

01:34:42.780 --> 01:34:55.260

Christy: about having 4 kids, and my husband and I both running our own companies is that no one comes to you with their overwhelmed people are like. Oh, I don't have any room to speak to you about being busy, and I was like

807

01:34:55.300 --> 01:34:57.310

Oh, this is kind of collateral.

808

01:34:57.830 --> 01:35:04.650

Christy: I don't know if it's damage or benefit of it. But people feel like you know they're like you just live in crazy, and i'm like

809

01:35:05.060 --> 01:35:05.800

Christy: It's

810

01:35:06.400 --> 01:35:18.090

Liz Hand, CFP®: It's not that crazy? Well, it sounds like busy. Gives you something, I mean even busy family. Big dreams busy gives you something, and so perhaps it's just the next layer of getting curious.

811

01:35:18.470 --> 01:35:23.400

Christy: Yeah, it's my coping mechanism right? Like i'm a i'm a chronic over functioner

812

01:35:24.630 --> 01:35:29.470

Christy: right like I did. I deal with stress by by by adding more.

813



01:35:29.820 --> 01:35:33.480

Liz Hand, CFP®: by like booking a trip or booking travel, or doing something, you know, like

814

01:35:33.740 --> 01:35:36.760

Christy: I, I have self diagnosed that

815

01:35:36.770 --> 01:35:38.160

Liz Hand, CFP®: at what cost.

816

01:35:41.560 --> 01:35:46.390

Christy: So the over functioning, the cost of it is mostly in like relationships.

817

01:35:47.510 --> 01:35:49.100

Christy: right like it burns people out.

818

01:35:52.340 --> 01:35:55.430

Christy: you know, and things like that. I have the best husband on the planet.

819

01:35:56.450 --> 01:36:00.290

Christy: and he will like you mean we've been together almost 20 years.

820

01:36:01.340 --> 01:36:08.020

Christy: and like he can, he identifies it right. He can see it happening. But like there's damage there like that

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01:36:08.050 --> 01:36:09.900

Christy: when you push other people

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01:36:10.140 --> 01:36:16.450

Christy: to when, like you, when you're too much, and you try to do too much, and you try to control and

823

01:36:16.590 --> 01:36:22.970

Christy: and do all the things right. It doesn't give space for, like the magic to happen

824

01:36:24.780 --> 01:36:30.430

Christy: right and like it doesn't give space for those whispers from the universe. Because your life is too loud.

825



01:36:31.560 --> 01:36:32.770  
Liz Hand, CFP®: Yeah, right?

826

01:36:32.910 --> 01:36:39.720  
Christy: And so quiet is not something that comes that comes naturally to me, which is why I like, blew up my life and move somewhere quiet.

827

01:36:39.970 --> 01:36:47.260  
Christy: because I knew that, like I have to, I have to force that because for me. The the default is is more.

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01:36:49.680 --> 01:36:52.200  
Liz Hand, CFP®: Yeah, Well, thanks for

829

01:36:53.120 --> 01:36:55.310  
Liz Hand, CFP®: yeah. Sorry. I don't mean to cut you off.

830

01:36:55.680 --> 01:37:03.320  
Christy: No, no, but I mean no, there's there is there's a very I mean there's there's there's trade offs, and there's cost to everything right

831

01:37:03.600 --> 01:37:19.800  
Liz Hand, CFP®: right so, and it'll show up in my kids. It'll show up in my marriage. It'll show up in my relationship with spouses and parents and stuff that it can just be too much. and that's the place just at the beginning of the conversation, where sometimes we put overwhelming the category of bad, and recognizing like

832

01:37:19.830 --> 01:37:28.130  
Liz Hand, CFP®: we have gained the status that we're at right now it serves us in a certain way, and until we get to a breaking point

833

01:37:28.250 --> 01:37:32.970  
Liz Hand, CFP®: that causes us to really want to grab hold of stepping out of it

834

01:37:34.920 --> 01:37:40.340  
Liz Hand, CFP®: we won't. Take the change action that we need. So thanks for sharing all of that, Christy. I appreciate it.

835

01:37:40.510 --> 01:37:41.900  
Liz Hand, CFP®: I'm not sure. Everyone here does, too.

836

01:37:42.900 --> 01:37:50.550



Christy: I'll leave you with the thing that I that comes to mind to me the way that I described my my life last year, with all that we took on.

837

01:37:50.860 --> 01:37:56.010

Christy: and I finally hit that wall of too much was, Have you seen the movie bridesmaids?

838

01:37:56.260 --> 01:37:58.270

Christy: You know the same with Melissa McCartney

839

01:37:58.560 --> 01:38:07.290

Christy: when she's at the shower, and she adopts, or she takes in like 8 golden retriever puppies.

840

01:38:07.920 --> 01:38:09.670

Christy: and she's like.

841

01:38:10.010 --> 01:38:21.440

Christy: so my might have been off a little more than I could chew that. That's my like spirit animal when I think of overwhelming cause. That's like how

842

01:38:21.680 --> 01:38:27.550

Christy: how I thought it was like, so might have been those little more than I can chew. But we're going to figure this out. So.

843

01:38:27.640 --> 01:38:31.160

Christy: But yeah, so that it's such an important topic. And clearly i'm here because I

844

01:38:32.040 --> 01:38:37.490

Christy: still need the help.

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01:38:43.900 --> 01:38:47.490

Liz Hand, CFP®: Any other thoughts. Places of wanting to get coached.

846

01:38:47.550 --> 01:38:49.320

Got a couple more minutes here.

847

01:38:52.070 --> 01:38:59.670

Liz Hand, CFP®: Remember, you can always come to office hours. 40'clock, Eastern 10'clock. Pt. Rosanna.

848



01:39:00.200 --> 01:39:15.090

Ruzanna Queenan: I guess I did on mute myself. You did like. How do you get comfortable with just doing things your own way like this. Think that Well, it. You have multiple authorities because

849

01:39:15.170 --> 01:39:28.790

Ruzanna Queenan: I read so much about how other people develop their businesses, what they do, and it's like, oh, this sounds great. I should. So there is this ideal thing to me that's out there. I should be doing this versus what i'm doing, and constantly feeling like

850

01:39:29.500 --> 01:39:35.620

Ruzanna Queenan: what I'm doing in there is not enough or not right. So how do I get to this place where

851

01:39:35.730 --> 01:39:38.250

Ruzanna Queenan: I get to be somebody

852

01:39:38.320 --> 01:39:51.080

Ruzanna Queenan: also, or just saying, You know i'm comfortable doing what i'm doing. It feels right to me. It's good for me, for for my personality, the way I think so, then just just enjoy it, or

853

01:39:51.470 --> 01:39:53.700

Ruzanna Queenan: to stop doubting.

854

01:39:54.390 --> 01:40:00.640

Liz Hand, CFP®: Yeah, Have you met that person that comes with that stance to life already?

855

01:40:01.350 --> 01:40:06.940

Liz Hand, CFP®: I do this my way. They never had to overcome a hurdle to it.

856

01:40:08.870 --> 01:40:09.620

Liz Hand, CFP®: No.

857

01:40:09.970 --> 01:40:16.010

Liz Hand, CFP®: I guess the the piece that I suggest here is, it's it's. simply a choice

858

01:40:16.610 --> 01:40:20.110

Liz Hand, CFP®: of one year listening to other as authority versus yourself.



859

01:40:20.170 --> 01:40:28.350

Liz Hand, CFP®: And there are sometimes where it's really beneficial and helpful, like speed limits and other things to listen to external authority. And there's

860

01:40:28.520 --> 01:40:29.450

Liz Hand, CFP®: and

861

01:40:30.210 --> 01:40:35.550

Liz Hand, CFP®: the other piece, I would say, is it's not bad to listen to other people to get new ideas?

862

01:40:35.550 --> 01:40:51.520

Liz Hand, CFP®: Consider the stance that you're bringing. I heard you say the shoulds behind it. So that's that place of it's very disempowered. I should be doing it this way. I'm frantically looking for the different ways that people are doing this as to not miss anything, not to have the best idea versus a place of curiosity of like.

863

01:40:51.530 --> 01:41:04.680

Liz Hand, CFP®: hey? I'm really curious how Patrick does his Youtube Channel. Maybe i'll go and look and get some ideas for myself, and that is that is from a place of curiosity, not from a place of like.

864

01:41:05.410 --> 01:41:08.100

Liz Hand, CFP®: If I don't know what Patrick does, then

865

01:41:08.380 --> 01:41:12.460

Liz Hand, CFP®: my Youtube Channel will not be good ever, or whatever you know

866

01:41:13.060 --> 01:41:14.130

Liz Hand, CFP®: what you hear on that

867

01:41:18.270 --> 01:41:19.390

Ruzanna Queenan: it's it's

868

01:41:20.930 --> 01:41:22.790

Ruzanna Queenan: I know this is.

869

01:41:26.430 --> 01:41:39.050

Ruzanna Queenan: I do try things I I I make to me. It's like I do a lot of things I like, I through the Youtube Channel. I do the Facebook live thing



and this and that. But this idea is like, okay. I need to be making calls, and

870

01:41:39.320 --> 01:41:49.630

Ruzanna Queenan: from one perspective it's like I need to be making calls, and I need to be out and about all the time meeting people 5 times for lunch Things like that. But it's a perspective.

871

01:41:50.620 --> 01:41:58.410

Ruzanna Queenan: It's like what I read in terms of sales. And so being. do you think, accelerating

872

01:41:58.890 --> 01:42:11.350

Ruzanna Queenan: celebrating business. So so how may? Maybe it's because, like defining success criteria, how do I define enough so that I can finally just put it to rest.

873

01:42:12.030 --> 01:42:14.340

Liz Hand, CFP®: It's a great question to ask yourself.

874

01:42:15.590 --> 01:42:21.020

Liz Hand, CFP®: How do I find it? How do I find enough so that I can finally put it to rest?

875

01:42:24.040 --> 01:42:25.460

Liz Hand, CFP®: Who's going to tell you that

876

01:42:31.450 --> 01:42:38.350

Ruzanna Queenan: I don't know my myself right? Yeah, because I have it. If I would tell you right now what enough is

877

01:42:38.520 --> 01:42:44.570

Liz Hand, CFP®: you'd have a lot of yeah, but that come with it. Oh, yeah. But you don't understand this or yeah. But you don't understand that.

878

01:42:45.340 --> 01:42:49.460

Liz Hand, CFP®: So you can keep listening externally, but until you define that for yourself

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01:42:49.950 --> 01:42:51.530

Liz Hand, CFP®: will continue in that spin.

880

01:42:55.880 --> 01:42:57.160



Liz Hand, CFP®: What do you want to do with it?

881

01:43:02.010 --> 01:43:06.420

Ruzanna Queenan: Just say say no to a lot more things, I think. Just just keep

882

01:43:06.690 --> 01:43:18.180

Ruzanna Queenan: keep clearing in my in in my sort of heart. Okay, I know this works. Just Just keep keep to it and just have more trust in sort of the process in the universe, like, okay.

883

01:43:18.330 --> 01:43:24.720

Ruzanna Queenan: things are gonna come back. If I just keep doing it, the it would be less to last get more.

884

01:43:26.740 --> 01:43:30.390

Yeah. So how can you practice 1% more self-trust

885

01:43:35.830 --> 01:43:36.870

Liz Hand, CFP®: the next week

886

01:43:42.050 --> 01:43:53.830

Ruzanna Queenan: to look at the results? Just do less. Look at the results and evaluate the results in a positive way. Look at the positive outcomes versus the negative, and accept negative as part of learning.

887

01:43:56.320 --> 01:44:04.040

Liz Hand, CFP®: and i'll say it with that, as you're doing that I hear the outcome piece. What about the input piece?

888

01:44:06.350 --> 01:44:14.200

Liz Hand, CFP®: So how can you practice more self-

889

01:44:15.330 --> 01:44:20.220

Liz Hand, CFP®: Can you trust yourself 1% more in your choice with food.

890

01:44:21.810 --> 01:44:27.340

Liz Hand, CFP®: Can you practice for the next week? 1% more with your choice of words.

891

01:44:30.030 --> 01:44:34.770

Liz Hand, CFP®: Can you practice one more of trust with your

892



01:44:36.260 --> 01:44:39.200

Liz Hand, CFP®: well, I can't think of a third one. But there you go. What do you think

893

01:44:40.810 --> 01:44:53.720

Ruzanna Queenan: I can't? I mean so none of this shows up in other areas of my life. I don't feel like I I push myself much like as hard in anywhere else, because

894

01:44:53.760 --> 01:44:55.270

Ruzanna Queenan: typically I I

895

01:44:55.760 --> 01:45:09.290

Ruzanna Queenan: I trust myself like I. I play tennis. It's just it's become a very comfortable experience, because it's so just pleasant and positive, versus of course, is competitive with with my kids, with my wife in general. It's just this

896

01:45:09.390 --> 01:45:12.370

Ruzanna Queenan: business thing that for me it just feels like

897

01:45:15.970 --> 01:45:18.240

Ruzanna Queenan: it's a lot.

898

01:45:20.380 --> 01:45:21.120

Liz Hand, CFP®: Yeah.

899

01:45:21.210 --> 01:45:23.530

Liz Hand, CFP®: So Why, Why.

900

01:45:23.680 --> 01:45:33.050

Liz Hand, CFP®: that another place for journaling there? It's like what makes this this area of my life so different from other areas where I practiced I you. We had this conversation about self-trust.

901

01:45:33.320 --> 01:45:39.750

Ruzanna Queenan: Yeah. Well, it's. It's a theme that kept showing up isn't it hey? It's ready. It's ready to be looked at.

902

01:45:45.670 --> 01:45:47.240

Ruzanna Queenan: I Don't know I I.

903

01:45:47.780 --> 01:45:54.010



Liz Hand, CFP®: So what's 1% more trust on the Input side, not on the results side input side

904

01:45:54.260 --> 01:45:56.420

Liz Hand, CFP®: of your business this week.

905

01:46:01.450 --> 01:46:05.790

Ruzanna Queenan: Not do more than I have planned. I think that's it.

906

01:46:06.990 --> 01:46:09.380

Liz Hand, CFP®: And what will get in your way of doing that?

907

01:46:11.740 --> 01:46:19.220

Ruzanna Queenan: Just something will happen like somebody. A prospect will say no, or something like that, and it's like oh, my gosh! I should be doing more

908

01:46:19.640 --> 01:46:23.620

Liz Hand, CFP®: so! What will be your response when the prospect says no, or when something pops up.

909

01:46:29.090 --> 01:46:30.000

Ruzanna Queenan: Okay.

910

01:46:31.800 --> 01:46:33.440

Ruzanna Queenan: it's just one prospect.

911

01:46:33.530 --> 01:46:36.560

Ruzanna Queenan: It's i'm still doing well.

912

01:46:37.020 --> 01:46:38.250

Ruzanna Queenan: It's a

913

01:46:39.230 --> 01:46:47.080

Ruzanna Queenan: i'm not gonna let anybody have that much power and control over me versus maybe having the power and control over my my own self.

914

01:46:48.060 --> 01:46:50.490

Ruzanna Queenan: so forth, and self-conception.

915

01:46:51.610 --> 01:46:53.900

Liz Hand, CFP®: How's the simplest way that you can say that?



916

01:46:56.640 --> 01:47:04.750

Ruzanna Queenan: Give yourself a break. What do you say?

917

01:47:04.790 --> 01:47:11.060

Liz Hand, CFP®: Trust your soul, Trust yourself, hey? I like that. Perhaps. Put that in a sticky note.

918

01:47:11.620 --> 01:47:14.980

Liz Hand, CFP®: or some way to depict it at your dust score on your mirror.

