

# LIMITLESS Coaching Call Transcript

MARCH 18TH, 2024  
PERSONAL PEAK COACHING CALL  
MINDSET/SUCCESS COACHING

226

00:16:36.529 --> 00:16:57.020

Stephanie Bogan: So it's time for our monthly peak personal call. This is really our mindset executive coaching. This is really around success coaching for you your leadership, and how you really elevate yourself, and how you lead through ray building your business and the goath curve, which is, I hope you are starting to get

227

00:16:57.020 --> 00:17:19.937

Stephanie Bogan: the bangle, the big single good that I can talk today, the single biggest influencer not just in your success, but in your ability to accelerate it. And here's the kicker, your ability to enjoy it. We can all grind it out and grow. I know all about that. My whole first business, I mean, we got really efficient. But I just put more work in.

228

00:17:20.630 --> 00:17:36.310

Stephanie Bogan: And then I figured out, Hey, you can actually do less and create more. But you do not do that from below the line. To create that kind of abundance and wealth and wellbeing from that energy place is really the inner work that we do.

229

00:17:36.490 --> 00:17:42.149

Stephanie Bogan: So. One of the things that we all struggle with because we're humans and we have brains

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00:17:42.610 --> 00:17:43.950

Stephanie Bogan: is overwhelmed

231

00:17:44.320 --> 00:18:06.099

Stephanie Bogan: when we set a big goal. When we join a program like this, when we decide to create change, step a right proactively, we're stepping into the unknown. We're stepping into uncertainty. And how do our brains like uncertainty, Ed. That they go? Oh, yeah, they get. Let's go. No brains like stop danger. Will Robinson. Don't do it.

232

00:18:06.270 --> 00:18:12.819

Stephanie Bogan: Do we really need to do this? Let's procrastinate. Let's get distracted. Let's check email. That's so much safer. We'll get a little dopamine hit.

233

00:18:12.960 --> 00:18:14.090



Stephanie Bogan: No threats

234

00:18:14.610 --> 00:18:23.569

Stephanie Bogan: right, or life happens at us. The phone rang. The largest client left a message. We don't know why the markets are down. The cois are calling like

235

00:18:24.100 --> 00:18:30.779

Stephanie Bogan: right? The task list is so big. We just oh, I'm gonna have to work all weekend every weekend for the next year to get caught up.

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00:18:31.510 --> 00:18:41.510

Stephanie Bogan: How can we possibly be our best from this headspace? And what we know is when we are not feeling our best. We cannot do our best when we

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00:18:42.180 --> 00:18:43.146

Stephanie Bogan: feel better

238

00:18:44.280 --> 00:18:45.830

Stephanie Bogan: we do better.

239

00:18:46.220 --> 00:18:54.079

Stephanie Bogan: So your number one job and I hope you're catching this in this program is to teach yourself to feel good.

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00:18:54.560 --> 00:19:13.250

Stephanie Bogan: How do we go from struggling and stress and right? Whatever state? Remember that energy state from call one that we get in, if that's not an empowered energized above the line State. That is the clue, Terry, Jeff, Laura, pay attention. There's work to be done. It's just in here. Work

241

00:19:13.720 --> 00:19:21.950

Stephanie Bogan: not out there work. And that again doesn't mean you have to lay on a couch and cry. It means you have to take an honest inventory of why, you're feeling that way.

242

00:19:22.550 --> 00:19:41.300

Stephanie Bogan: What the cause of is it? Environmentally, there's something triggering it. And then the story behind it, which is what we're gonna talk about today. So just being in this program is likely to raise your stress level, because the second, that we open the lid on what's possible. It's like being a freshman on your first day of college. You're like, yay! Oh, my God!

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00:19:41.820 --> 00:19:46.650

Stephanie Bogan: Right! And then your quarter in and you're like, Oh, there's some work to be done here. I'm gonna have to figure this out.

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00:19:46.880 --> 00:20:01.740



Stephanie Bogan: and then you figure it out right. But if our brain is an overwhelm, we get stuck in that mode. And then we're on the wheel which Liz and I are gonna really talk with you about today. How do you get yourself out of overwhelm and into optimized.

245

00:20:01.870 --> 00:20:04.680

Stephanie Bogan: That's the state we ultimately want to work from.

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00:20:05.640 --> 00:20:10.560

Liz Hand, CFP®: Yeah. So as we consider this just remembering to iterate what I think is.

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00:20:10.560 --> 00:20:12.829

Stephanie Bogan: Call with me. I promise she is.

248

00:20:13.215 --> 00:20:15.909

Liz Hand, CFP®: I think your sound is not on.

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00:20:18.170 --> 00:20:18.980

Allison Foulk: That was healthy.

250

00:20:19.120 --> 00:20:21.299

Allison Foulk: Steph. I can hear Liz.

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00:20:21.520 --> 00:20:22.919

Stephanie Bogan: We cannot hear you.

252

00:20:23.200 --> 00:20:24.259

Stephanie Bogan: I think just.

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00:20:24.260 --> 00:20:26.300

Allison Foulk: I think just you can't hear her, Steph.

254

00:20:27.723 --> 00:20:28.110

Mark Dutram: Next step.

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00:20:28.110 --> 00:20:29.230

Liz Hand, CFP®: Hear any of us right now.

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00:20:29.230 --> 00:20:29.759

Allison Foulk: And it.

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00:20:29.950 --> 00:20:31.187

Allison Foulk: I'll message her.



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00:20:31.600 --> 00:20:32.513

Liz Hand, CFP®: Like, Okay.

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00:20:33.260 --> 00:20:34.450

Liz Hand, CFP®: alright! Why don't you.

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00:20:34.450 --> 00:20:41.420

Stephanie Bogan: One sound. I'll go through this quick, and then we will get caught up. You may need, if you just need to dial in with headphones that would work too.

261

00:20:42.163 --> 00:20:47.130

Stephanie Bogan: Alright, so on. How do we jump? Is it working alright?

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00:20:47.310 --> 00:20:49.560

Liz Hand, CFP®: Yes, it's you.

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00:20:51.635 --> 00:20:52.645

Liz Hand, CFP®: It's you!

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00:20:54.220 --> 00:20:55.090

Allison Foulk: You.

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00:20:55.090 --> 00:20:57.480

Mark Dutram: Yeah, we can all hear Liz Steph, it's just you.

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00:20:57.480 --> 00:21:01.860

Stephanie Bogan: Oh, you can hear her. I can't hear her. Oh, that's odd. Okay, go ahead.

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00:21:02.070 --> 00:21:09.680

Liz Hand, CFP®: All right. Cool. Well, yeah, just funny thing with the English language. We know what overwhelm is because we've experienced it right?

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00:21:10.430 --> 00:21:13.739

Liz Hand, CFP®: You're kind of an overdrive, and you know what underwhelm is

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00:21:14.310 --> 00:21:16.510

Liz Hand, CFP®: like. Boredom. Right?

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00:21:16.660 --> 00:21:17.970

Liz Hand, CFP®: What is whelm



271  
00:21:18.700 --> 00:21:21.550  
Liz Hand, CFP®: if you look it up well, means overwhelmed.

272  
00:21:21.560 --> 00:21:29.299  
Liz Hand, CFP®: So we don't do a great job, in the English language of having that stasis place where we're in that high productive productivity spot.

273  
00:21:29.340 --> 00:21:37.169  
Liz Hand, CFP®: And so on. Today's call. The invitation for you is to look at the places where you feel stuck and get in that overwhelm space, overdrive

274  
00:21:37.647 --> 00:21:48.300  
Liz Hand, CFP®: and how to jump off of it. So using those sure fire strategies to notice yourself physically, emotionally, the way you're engaging with others, the stories that you're telling.

275  
00:21:48.310 --> 00:21:52.140  
Liz Hand, CFP®: and then how to step out of that and get back into your place of power.

276  
00:21:54.050 --> 00:21:59.939  
Stephanie Bogan: Alright! I think Liz is done. That is so odd. I cannot hear Liz or Alison so it's a good thing we've done this before.

277  
00:22:00.356 --> 00:22:08.070  
Stephanie Bogan: Mostly what I want, what Liz wants, what we all want for ourselves, but certainly for you is to just feel a little bit more like this every day.

278  
00:22:08.620 --> 00:22:17.170  
Stephanie Bogan: How? Who feels like that? Today? I'm like in a really great mood. I got up. I did my like boom! Boom! Boom! When I do my morning ritual. I call it my daily my am practice

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00:22:17.340 --> 00:22:39.220  
Stephanie Bogan: every time, man, like every single time it's like boom, boom, boom! And then your brain gets used to it. It's like, Oh, we're doing that thing. We're doing the awesome day thing. And I'm like, yes. And then I get to this place where I start feeling really awesome. And I think, Oh, my God, I'm gonna have a be awesome day, and this doesn't happen every day. It happens some days where I'm like, okay, today, I'm gonna be as awesome

280  
00:22:39.220 --> 00:22:59.159  
Stephanie Bogan: to everyone I like as I can possibly be like to my husband, to my kid, like do am, and I have to sometimes write a little post it so don't forget, like 2 h from now, like you get in a call, and you get your brain goes off into track. But those are just my best, funnest days, because I get in this zone. And then all the magic happens because you're like literally creating

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00:22:59.160 --> 00:23:18.559

Stephanie Bogan: a higher state of being. And we operate. If we were to do brain wave scans right from Beta to Alpha, right to delta theta. The higher up that frequency chain we go the better and more optimized our brains are for creativity, abundance, decision, making, strategy, problem solving. And gosh, it just feels better.

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00:23:19.260 --> 00:23:20.130

Stephanie Bogan: I think.

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00:23:22.290 --> 00:23:24.699

Liz Hand, CFP®: Yeah. So the process of

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00:23:24.750 --> 00:23:33.370

Liz Hand, CFP®: how to uncover what your cycle is. This overwhelm cycle and how to step off the step. The first step is a place of awareness.

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00:23:34.790 --> 00:23:39.660

Liz Hand, CFP®: My guess is that you have some sort of awareness of what it feels like to be an overwhelm.

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00:23:39.690 --> 00:23:52.180

Liz Hand, CFP®: But maybe you've never put it into a science. And that's what this worksheet that we're going to be working through today does. It's kind of a step-by-step typical pattern that happens for you. So first state awareness.

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00:23:52.220 --> 00:23:56.630

Liz Hand, CFP®: then, we look at the analysis. We separate out the facts from the feelings.

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00:23:56.690 --> 00:24:00.880

Liz Hand, CFP®: because we know sometimes those stories that are running in our brain aren't true.

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00:24:01.370 --> 00:24:06.320

Liz Hand, CFP®: Sometimes they are, and that's a fact. And then we function from that. That's a different set of circumstances.

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00:24:07.110 --> 00:24:26.189

Liz Hand, CFP®: So then we'll have some action strategies, some ways for you to step out of it, and also how to track that, maybe using your success success shifter. As to stay focused on what it is that you wanna create for yourself. And then we get to that achievement place, which is what we all are looking for. Anyway.

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00:24:30.850 --> 00:24:35.190

Stephanie Bogan: Alright. I was trying to call in so that I could actually hear what this is saying.

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00:24:35.350 --> 00:24:46.259



Stephanie Bogan: So we all know that the definition of insanity is doing the same thing over and over again. So I know, I say, one of my favorite quotes a lot, but this literally is one of my top 3 favorite quotes.

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00:24:46.730 --> 00:24:55.439

Stephanie Bogan: It's from Einstein, and we all know many of his, but this one is really largely unknown, and it is as Einstein put it, no problem can be solved

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00:24:55.500 --> 00:24:58.739

Stephanie Bogan: with the same consciousness that created it

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00:25:00.190 --> 00:25:08.330

Stephanie Bogan: makes perfect sense right? We have to elevate our thinking in order to right, get around, move over right somehow, solve that problem.

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00:25:08.620 --> 00:25:32.609

Stephanie Bogan: So we tend to do the same thing over and over, and we expect a different result. And then, as you guys know now, the reason for that is not because you want to. It's because you're stuck in a habit loop a thought habit loop which fosters a behavior habit, loop which doubles it down, which then in turn becomes right. Your your personal and your practice habit loops right. If you look at your days from 30,000 feet mark over and over again.

297

00:25:32.730 --> 00:26:00.200

Stephanie Bogan: We would see largely the same behaviors if we looked at Amy's day from 30,000 feet. Over and over again we would see largely the same behaviors, and we'd be able to be like, oh, these behaviors create these kinds of results, and these behaviors create these kinds of results. So it's our job to really sit in the honest assessment of our day, of our reality, of our success or lack thereof, and say, what's my part in this?

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00:26:01.020 --> 00:26:14.880

Stephanie Bogan: Because we've created it, we're tolerating it. And you're here, which is the very good news to take action around it. Just understand that your state of mind is the single biggest factor in your success in making those changes.

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00:26:18.000 --> 00:26:27.850

Liz Hand, CFP®: So when it comes to our thoughts, you've probably heard us state these facts before, but for each of us we have between 12,000 60,000 thoughts

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00:26:28.070 --> 00:26:30.960

Liz Hand, CFP®: every single day.

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00:26:32.290 --> 00:26:33.979

Liz Hand, CFP®: And most of those thoughts

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00:26:34.000 --> 00:26:36.310



Liz Hand, CFP®: are negative. 80% of them.

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00:26:37.760 --> 00:26:45.419

Liz Hand, CFP®: 95% of those are on repeat, and they get tripped and triggered by different things that happen to us throughout the day.

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00:26:45.630 --> 00:26:46.720

Liz Hand, CFP®: So

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00:26:46.880 --> 00:26:48.260

Liz Hand, CFP®: it could be.

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00:26:48.390 --> 00:26:53.610

Liz Hand, CFP®: Even this, I mean, I always love using the present circumstances as to highlight.

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00:26:54.357 --> 00:26:57.580

Liz Hand, CFP®: What? What's happening? So right now.

308

00:26:58.010 --> 00:27:00.089

Liz Hand, CFP®: the sound isn't going right.

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00:27:00.710 --> 00:27:02.360

Stephanie Bogan: Recording is awesome.

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00:27:04.670 --> 00:27:05.150

Stephanie Bogan: That's her.

311

00:27:05.150 --> 00:27:06.000

Liz Hand, CFP®: So awesome

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00:27:06.480 --> 00:27:12.230

Liz Hand, CFP®: it can create some angst like I feel it right now in my chest of like.

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00:27:12.480 --> 00:27:16.279

Liz Hand, CFP®: I want this to work really well for each of you and

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00:27:17.356 --> 00:27:30.699

Liz Hand, CFP®: that might trip some of those long held stories that I have about not good enough, or don't want to screw this up or Steph's gonna be mad at me, or or like it? Can it can trip any type of thought. So that's how those thoughts get on. Repeat

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00:27:31.020 --> 00:27:35.719



Liz Hand, CFP®: little circumstances that happen throughout the day, that trigger that same belief

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00:27:35.960 --> 00:27:37.990

Liz Hand, CFP®: that we always talk about uprooting

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00:27:41.630 --> 00:27:43.360

Liz Hand, CFP®: alright. We cannot hear you stop.

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00:27:43.660 --> 00:27:45.330

Stephanie Bogan: I have fit. I I

319

00:27:46.810 --> 00:27:48.580

Stephanie Bogan: I can hear me now hear me now.

320

00:27:48.840 --> 00:27:50.430

Liz Hand, CFP®: Yes, but it's Echoey.

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00:27:50.430 --> 00:27:59.629

Stephanie Bogan: Yeah, I know. I gotta like, I'm multitasking in a very, very, very interesting way between my phone, I need to hear you on the phone. And I need to talk into the microphone.

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00:27:59.900 --> 00:28:00.790

Liz Hand, CFP®: Like a suggestion.

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00:28:00.790 --> 00:28:17.640

Stephanie Bogan: Right like is a speaker or a presenter like. I was literally on stage at O'brien last week, and I tried to explain to the AV. Guy how to put the bike on my dress, because they maybe have done this a few times, and I've maybe worn this dress, and he did not want to listen, and so he put it on the way that he did, and it popped off

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00:28:17.640 --> 00:28:32.339

Stephanie Bogan: 2 min into my speech. And I was like, Hey, it's cool. I'll just pop it back on, and he comes running up in a panic with the handheld. Just do it, and I'm like dude. Just take a breath, man, they're gonna be alright watching me for 30 s. It's okay. I was like, chill boom, pop.

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00:28:32.340 --> 00:28:54.889

Stephanie Bogan: I have to back on now. One practice. I've been there before. I didn't die 2. But in my head I realized this story is like the giant scary monster in the closet. If you open the door. It's not really there. Usually, when that kind of stuff happens or this kind of stuff happens, I don't know about you. I'm just usually so happy. It's not my problem. Then I'm like no problem. Handle it. I totally get it.

326

00:28:54.920 --> 00:28:57.690

Stephanie Bogan: I hate being right. And then I learned

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00:28:57.820 --> 00:29:19.700

Stephanie Bogan: and it happens. So to Liz's point like that, the blood pressure goes up. And you're like, Wait a minute. This is just not a big deal. We're gonna sort this out. We've done this before. I can kind of read lips. I know what I'm supposed to say, and then my brain's like, well, I'll have to think about this for the worksheet that's coming up right? So I'm trying to. Now I've gotten out of panic mode. And now I'm like, Hmm! Now I can think ahead and be like, How am I gonna navigate

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00:29:19.900 --> 00:29:26.687

Stephanie Bogan: the part that's coming up? And I was like, Oh, well, is this talking? I'll jump now. I gotta work that out. But so Liz's point, I could either go into that.

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00:29:27.210 --> 00:29:29.680

Stephanie Bogan: And then my brain shuts down and stops working

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00:29:30.080 --> 00:29:34.080

Stephanie Bogan: where I can do what I try to do in these moments, and I can breathe.

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00:29:34.270 --> 00:29:39.389

Stephanie Bogan: and I can assume that you're going to assume best intent, and that we're all going to be okay.

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00:29:39.740 --> 00:29:53.260

Stephanie Bogan: and if we're not, then I'll acknowledge that holy heck! The world is following it right. We'll deal with it. And so that's the moment whether it's the client call or seeing your task list, it can be anything to Liz's point, and in a fifth of the second

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00:29:53.280 --> 00:29:54.750

Stephanie Bogan: our brain goes boot.

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00:29:55.570 --> 00:29:57.340

Stephanie Bogan: and we've lost that

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00:29:57.800 --> 00:30:08.599

Stephanie Bogan: presence, that being in the moment in our body which is, allows us to operate with a clear, conscious mind when we're in our head, spin, spin, spin. Think you know all about this?

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00:30:08.870 --> 00:30:17.680

Stephanie Bogan: We're we're not even in our body. We're like head up, and we're not breathing. And we just make quick, reactive, like we all know that state, and we all know what happens when we

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00:30:18.900 --> 00:30:25.209

Stephanie Bogan: right breathe, ask ourselves what's happening, what's how? Oh, that overwhelm story is going in my head. All right. Let's



338

00:30:25.330 --> 00:30:30.470

Stephanie Bogan: let's take a breath. I know it's a story. And then, right, we're gonna go on and we'll talk a little bit about

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00:30:30.730 --> 00:30:44.009

Stephanie Bogan: how you can actually talk yourself out of that story. So if we all just had a few things to worry about, life would be easy like I sometimes I sometimes envied the caveman. I know it was dangerous, but it was literally like, Get up

340

00:30:44.480 --> 00:30:45.810

Stephanie Bogan: fine food.

341

00:30:45.960 --> 00:30:47.710

Stephanie Bogan: run for bad things

342

00:30:48.230 --> 00:30:49.160

Stephanie Bogan: right.

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00:30:49.460 --> 00:30:50.560

Stephanie Bogan: Don't die.

344

00:30:50.790 --> 00:31:01.700

Stephanie Bogan: Get up right like. Oh, that was it that that was it? Or you go camping in the woods? Right? You're like, why is this so relaxing, or you're on vacation cause, like 90% of what you have to deal with went away.

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00:31:02.060 --> 00:31:08.330

Stephanie Bogan: And we think, Oh, this feels so much better. I have space. Michael Kit calls it breathy. I like it when things are breathing

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00:31:09.660 --> 00:31:25.659

Stephanie Bogan: right? So we've got what we see, which is usually us running around on a hamster meal right? If we watch ourselves, and then we've got everything beneath it. And that's where the overwhelm surfaces. It's not the task list. It's not that the tech is working, not working.

347

00:31:25.810 --> 00:31:53.260

Stephanie Bogan: It's to Liz's point. It's the story, the deeper story beneath that that says something about you or the outcome. Right? It's a threat. It's a risk, or people will think we're not together, or what if they don't get the message, or what if, like? Hey, we listen. I really care about these calls. We want you to like, soak up this stuff and go be happier and better like. We know how cool it right? We have bad days, too. We know good days feel a lot better.

348

00:31:54.360 --> 00:32:00.670

Stephanie Bogan: So really, just think about where are you? Right in that head up



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00:32:00.980 --> 00:32:07.909

Stephanie Bogan: body deeper, right? Where are you spending a lot of your time? And is that state calm and grounded?

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00:32:08.080 --> 00:32:17.840

Stephanie Bogan: Is it right? A little bit stressful and chaotic, and right whirly, wheely. And then where do we want to find our regular average day?

351

00:32:17.960 --> 00:32:21.319

Stephanie Bogan: Right? Because that's the state of mind we want to learn how to move into.

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00:32:23.620 --> 00:32:32.759

Liz Hand, CFP®: I'm gonna make a suggestion here. I'm curious for those of you participating again, using this as our grand experiment. How many of you have your blood pressure

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00:32:33.050 --> 00:32:39.580

Liz Hand, CFP®: has risen as we're running into this thing, has it bumped into anybody else like, maybe embarrassment or

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00:32:39.960 --> 00:32:44.410

Liz Hand, CFP®: no? Okay, some. I'm I'm such an empath that this would like

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00:32:44.420 --> 00:32:54.870

Liz Hand, CFP®: cause me, if I was the witness to have a little bit of anxiety. So my suggestion for all of us is to practice the thing that we're gonna be talking about later, anyway, which is, put your hands on your desk.

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00:32:55.300 --> 00:32:57.490

Liz Hand, CFP®: your feet flat on the floor.

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00:33:00.090 --> 00:33:04.339

Liz Hand, CFP®: Take a deep breath in on 4 counts. So one

358

00:33:04.610 --> 00:33:05.620

Liz Hand, CFP®: to

359

00:33:05.920 --> 00:33:06.950

Liz Hand, CFP®: 3,

360

00:33:07.410 --> 00:33:08.370

Liz Hand, CFP®: 4



361  
00:33:08.990 --> 00:33:10.200  
Liz Hand, CFP@: hold at the top

362  
00:33:11.590 --> 00:33:13.820  
Liz Hand, CFP@: and exhale to

363  
00:33:14.250 --> 00:33:15.230  
Liz Hand, CFP@: 3,

364  
00:33:15.640 --> 00:33:16.470  
Liz Hand, CFP@: 4,

365  
00:33:16.970 --> 00:33:18.550  
Liz Hand, CFP@: and, Stephanie, I

366  
00:33:18.780 --> 00:33:28.260  
Liz Hand, CFP@: I'm going to assert that I think, from sharing the music it you changed your sound settings. So I think if you would reshare your screen

367  
00:33:29.820 --> 00:33:32.779  
Liz Hand, CFP@: and then turn your sound back on, I think we'll be back in

368  
00:33:33.610 --> 00:33:34.510  
Liz Hand, CFP@: in motion.

369  
00:33:37.830 --> 00:33:53.139  
Mark Dutram: Hey, Liz? And just out of curiosity after limitless, do we go from that 80% of negative thoughts to around 40? Right? Because you guys teach us how to have more positive stuff, hey? I gotta share some of the other, except because you were just sharing that my son was doing a presentation.

370  
00:33:53.320 --> 00:33:56.989  
Mark Dutram: and on the screen they had this term demographic shifts.

371  
00:33:57.030 --> 00:34:00.009  
Mark Dutram: but they left out the F in shifts.

372  
00:34:00.030 --> 00:34:17.850  
Mark Dutram: and so it had never, you know, as you can imagine, but you know what it just goes it. It really loosens up the room because it lets people know we're human, and we're not expected to be perfect so, and we shouldn't hold ourselves to that standard either. Right? So.

373  
00:34:17.850 --> 00:34:18.880

Liz Hand, CFP®: Absolutely

374

00:34:19.920 --> 00:34:25.710

Liz Hand, CFP®: cool. So I'm hoping that helped Stephanie for you, and then we'll just keep going. Let me know if it did.

375

00:34:25.750 --> 00:34:27.909

Liz Hand, CFP®: You can hear me now through your speaker.

376

00:34:28.080 --> 00:34:29.129

Liz Hand, CFP®: Can you talk?

377

00:34:29.270 --> 00:34:30.960

Liz Hand, CFP®: Yeah, this is me talking.

378

00:34:30.960 --> 00:34:34.851

Stephanie Bogan: Yeah, I still hear you through my phone. But it's okay. I got this.

379

00:34:35.139 --> 00:34:37.899

Liz Hand, CFP®: So overwhelm is a state of mind.

380

00:34:37.959 --> 00:34:43.109

Liz Hand, CFP®: I'm gonna assert that some of us are a little bit addicted to saying I am busy.

381

00:34:43.399 --> 00:34:47.019

Liz Hand, CFP®: and not because for some of us that's an ego thing. I'm busy

382

00:34:47.169 --> 00:34:50.789

Liz Hand, CFP®: for some of us. It's a anxious filler thing that we say.

383

00:34:50.939 --> 00:35:03.919

Liz Hand, CFP®: but overwhelm happens because we get in this state of mind where we're getting pinged in all of these different places. Maybe it's your Facebook messenger and your Dms or your LinkedIn, or you're on slack.

384

00:35:03.939 --> 00:35:05.569

Liz Hand, CFP®: or your email.

385

00:35:05.609 --> 00:35:14.699

Liz Hand, CFP®: because we have all of these channels open and we're receiving information from all of these different places. We can quickly go into overdrive.

386



00:35:21.820 --> 00:35:23.980

Stephanie Bogan: I think we might have a headphone issue.

387

00:35:24.140 --> 00:35:29.959

Stephanie Bogan: Ian is providing tech support over here. Alright, there is a worksheet in the chat.

388

00:35:31.900 --> 00:35:34.560

Stephanie Bogan: I think that's in fact, exactly what happened.

389

00:35:35.220 --> 00:35:37.340

Stephanie Bogan: Yeah, I just don't know what headphone

390

00:35:37.620 --> 00:35:42.619

Stephanie Bogan: here. So I'm gonna log out of this just to avoid having to listen to 3 people at once.

391

00:35:44.340 --> 00:35:45.980

Stephanie Bogan: Alright! Can you hear me? Okay.

392

00:35:46.170 --> 00:35:46.860

Liz Hand, CFP®: Yes. Okay.

393

00:35:46.860 --> 00:35:49.230

Stephanie Bogan: And I can hear Liz look at that! Look at.

394

00:35:49.230 --> 00:35:49.889

Liz Hand, CFP®: I think, yeah.

395

00:35:49.890 --> 00:35:50.610

Stephanie Bogan: Yeah.

396

00:35:50.930 --> 00:35:53.430

Stephanie Bogan: tech support is super appreciated.

397

00:35:54.040 --> 00:36:02.150

Stephanie Bogan: I don't think they should do that until you open the headphone case. Literally, it's sitting on the desk, but it has not been open, so that would not happen if Steve were here.

398

00:36:03.053 --> 00:36:14.540

Stephanie Bogan: Alright. So we're gonna take a couple of minutes and ask you via the link in the chat. And yes, Valerie, and I think you're right. Ian gets Ian gets a swag for that. So Ian, we will reach out

399

00:36:14.828 --> 00:36:21.299



Stephanie Bogan: and offer you your choice of awesome, limitless swag, cause you just saved me like an hour of having to back and forth on the phone

400

00:36:22.300 --> 00:36:38.619

Stephanie Bogan: alright. So here is your link. On a scale of one to 10, please rate how you feel about the following, wha I easily get over overwhelmed. Right? Does it take very little? I regularly get overwhelmed. Easier. Hard does it happen with frequency?

401

00:36:39.102 --> 00:36:43.790

Stephanie Bogan: See, Liz and I know a little bit about this I identify as a perfectionist

402

00:36:44.390 --> 00:36:49.229

Stephanie Bogan: DI hold higher standards for myself than I would anyone else, which is.

403

00:36:49.880 --> 00:36:57.530

Stephanie Bogan: I would say, many people. But sometimes people really exert that, and we hold other people to a very, very high standard. But we usually hold ourselves to one as well.

404

00:37:02.870 --> 00:37:06.139

Liz Hand, CFP®: this is the participation time where you get to drop it in the chat.

405

00:37:06.190 --> 00:37:07.779

Liz Hand, CFP®: Yeah, where do you put yourself.

406

00:37:13.330 --> 00:37:16.170

Stephanie Bogan: So Mark's pretty chill when it comes to the overwhelm.

407

00:37:25.140 --> 00:37:26.900

Stephanie Bogan: Might see some sixes

408

00:37:27.190 --> 00:37:31.019

Stephanie Bogan: 5, 6, 6, 9. I like that. 4, 1610.

409

00:37:34.490 --> 00:37:57.719

Stephanie Bogan: I like that. I don't easily get overwhelmed, but I regularly get overwhelmed. Which sort of implies a moderate to higher consistent issues, right? Because it's not easy, but it's steady, which means we're sort of living in the lane of overwhelm right? So frequencies really like we all get overwhelmed sometimes the issue is. Is it? A moment like a situation like oh.

410

00:37:58.060 --> 00:38:04.159

Stephanie Bogan: like it does like Liz, it doesn't go away like never happens. You just catch it. And you're like, oh.

411



00:38:04.230 --> 00:38:33.350

Stephanie Bogan: I have that over. My my brain is doing that thing where it's like there's I don't have enough time, and I really have gotten to a point when I start to say those things in my head, I'm like Whoa! Whoa! Whoa! I have all the time I need for the things that matter. The universe is helping me write, giving me all the time and support. I need to succeed with ease and joy like, I just go immediately into the new story. Because I'm like, that's not the vibe I want to leave in my brain. That's not the last pathway that I want to be activated. I want to make sure. Right? It's catch and correct over and over and over again.

412

00:38:34.680 --> 00:38:43.611

Stephanie Bogan: Alright, Bridget said. A. 3, 5, 1, 5. Alright. So, Dave, 5, 6, 7, 8. Was that on purpose like Shamil Shimodal? Oh, do you guys remember? Yeah.

413

00:38:44.772 --> 00:38:49.840

Stephanie Bogan: Milk and Pepsi reference right there for anyone that's old enough or likes reruns.

414

00:38:50.350 --> 00:39:01.690

Liz Hand, CFP®: The other piece I want to just throw in there about the perfectionist. So Stephanie lovingly reflected to me that perhaps I'm a perfectionist, and I don't. I haven't historically identified as that, because I'm very

415

00:39:01.870 --> 00:39:03.849

Liz Hand, CFP®: creative, and I don't mind like

416

00:39:04.020 --> 00:39:09.050

Liz Hand, CFP®: being a little bit scrappy where I am. A perfectionist is in relationships.

417

00:39:09.800 --> 00:39:16.129

Liz Hand, CFP®: And there I'm like a 10 out of 10. I expect excellence out of my relationships. And

418

00:39:16.390 --> 00:39:19.710

Liz Hand, CFP®: as to not let anybody feel any bad feelings around me.

419

00:39:20.520 --> 00:39:21.609

Liz Hand, CFP®: So just yeah.

420

00:39:21.972 --> 00:39:34.280

Stephanie Bogan: The chat. The challenge with that sometimes is right. Sometimes we're denying other people the ability to have their own experience and then to sit clearly and consciously in a space of assessing that

421

00:39:34.560 --> 00:39:47.250

Stephanie Bogan: in relationship to our experience, and then with intention, asserting in a loving, kind way, Liz, how we how we feel about that experience. And when you're an overwhelm, or you're in that like.

422

00:39:47.250 --> 00:40:06.180

Stephanie Bogan: I feel overwhelmed because I need to always make everything okay with everyone and right. It all has to be happy and good all the time, and it's my fault if it isn't. That's how that perfectionism can show up in relationships. And then we shrink ourselves. And as a result, we don't get our own needs, Matt, because we're so busy

423

00:40:06.180 --> 00:40:27.810

Stephanie Bogan: worrying about everyone. So perfectionism shows up in right. People have to be literally perfect in their work and can't make mistakes. It can be in my husband's really cute. He's just got this hang up if he like, spills on himself like he almost never does right everything in its place and all that. He grew up Catholic. But if he like spills. If I spill on my shirt, I'm like, Oh, bummer!

424

00:40:28.490 --> 00:40:40.750

Stephanie Bogan: If he spills on his shirt, he's like Oh, and he's like frustrated with himself for like 15 min. Dude like it's you're human and I but it like, and it's just he grew up in a house where, like everything, had to be perfect, and like

425

00:40:40.950 --> 00:40:58.389

Stephanie Bogan: literally, his dad was in clothing, and like the tie, was an exact length. I mean, so like he's just hardwired to be like, Oh, no, that is not okay. And I'm like, here's some catch up like, whatever change your shirt. But it just instantly, because of his conditioning, takes him to that lane.

426

00:40:58.740 --> 00:41:10.090

Stephanie Bogan: Now this is not life threatening. I just let them do it and move on right. But if it were a bigger issue that happened regularly, and that's where we want you to get really clear on. How is it starting to show up?

427

00:41:10.640 --> 00:41:11.300

Stephanie Bogan: Hmm!

428

00:41:11.850 --> 00:41:17.960

Liz Hand, CFP®: Yeah. So as you look at that overwhelm, you've answered a couple of those questions. We're going to question number 2,

429

00:41:18.090 --> 00:41:22.160

Liz Hand, CFP®: and it's prompted by. I feel overwhelmed because

430

00:41:22.180 --> 00:41:25.629

Liz Hand, CFP®: what are the external factors that create the overwhelm for you?

431

00:41:26.290 --> 00:41:33.869

Liz Hand, CFP®: And just noting the comment here with Christy, here's some of the external factors, she referenced, that I'm just noting here



432

00:41:33.920 --> 00:41:39.090

Liz Hand, CFP®: sleep, food, occasional shower, like wanting to get more done humanly possible, with only boundaries

433

00:41:39.150 --> 00:41:40.560

Liz Hand, CFP®: of human hygiene.

434

00:41:42.010 --> 00:41:43.220

Liz Hand, CFP®: renewal.

435

00:41:44.645 --> 00:41:49.932

Christy Raines: And that even those boundaries get blurry like.

436

00:41:51.040 --> 00:41:59.150

Christy Raines: yeah, I feel overwhelmed because I chronically think I can get more done than I can. And I think it's because

437

00:41:59.160 --> 00:42:02.120

Christy Raines: I used to be able to get a lot more done

438

00:42:02.860 --> 00:42:09.129

Christy Raines: right like when you don't have a family. And you're only focused like you're responsible for yourself.

439

00:42:09.560 --> 00:42:17.119

Christy Raines: Maybe your spouse, maybe an animal like, and you can get so much more.

440

00:42:17.550 --> 00:42:17.910

Liz Hand, CFP®: Not.

441

00:42:18.386 --> 00:42:23.150

Christy Raines: You, you don't have the boundaries of family, and

442

00:42:23.360 --> 00:42:25.550

Christy Raines: so I have.

443

00:42:25.850 --> 00:42:29.220

Christy Raines: like my my time, constraints.

444

00:42:29.520 --> 00:42:31.630

Christy Raines: and schedule constraints



445

00:42:31.870 --> 00:42:33.730

Christy Raines: have evolved.

446

00:42:33.900 --> 00:42:37.180

Christy Raines: and my expectations for myself

447

00:42:37.760 --> 00:42:39.850

Christy Raines: have not evolved

448

00:42:40.020 --> 00:42:41.919

Christy Raines: with with those. Yeah.

449

00:42:42.270 --> 00:42:43.970

Liz Hand, CFP®: Beautifully articulated on that.

450

00:42:44.440 --> 00:42:50.890

Liz Hand, CFP®: Yeah. So you're not willing to let yourself off the hook, even though you've added this, this, this for children

451

00:42:51.170 --> 00:43:04.699

Liz Hand, CFP®: business spouse's business, new home, new construction getting outside just as much like you're not willing to let yourself off with Hook at that point, so perhaps this process will help you uncover some of that belief system underneath it.

452

00:43:04.970 --> 00:43:06.441

Christy Raines: Well, and what I'm

453

00:43:06.880 --> 00:43:16.899

Christy Raines: I'm working through Kristen Nef and Chris Germer's. It's my like 5 30 am work I'm doing. Is there self compassion.

454

00:43:17.440 --> 00:43:20.419

Christy Raines: workbook, because the whole thing is like.

455

00:43:21.802 --> 00:43:23.579

Christy Raines: you know you're

456

00:43:24.030 --> 00:43:26.260

Christy Raines: we're we're so hard on ourselves

457

00:43:26.720 --> 00:43:31.480

Christy Raines: about like no one will ever be as hard on me as I am on myself



458

00:43:31.610 --> 00:43:36.610

Christy Raines: about it. But yeah, no, that's why that's why this is what I'm here for for you to fix me.

459

00:43:36.720 --> 00:43:37.505

Christy Raines: Because.

460

00:43:39.170 --> 00:43:43.849

Liz Hand, CFP®: And you're the first you get the first invitation to help yourself

461

00:43:43.990 --> 00:43:46.439

Liz Hand, CFP®: by letting yourself off the hook. Yep.

462

00:43:46.720 --> 00:43:54.170

Stephanie Bogan: My mother-in-law has this great saying, Christy? She said, if you wanna be happier. And I said Yes, and she goes lower the bar.

463

00:43:54.860 --> 00:43:57.149

Stephanie Bogan: and I went. No, no, no, we can't do them.

464

00:43:57.810 --> 00:44:08.110

Stephanie Bogan: And lowering the bar means that I'm not. I couldn't handle it. I'm not good enough. I didn't deliver. I didn't perform. Somebody's getting let down.

465

00:44:08.300 --> 00:44:19.549

Stephanie Bogan: like we all have stories of what it means to just not do or perform at the level that we think. And then, if we really this is the honest inventory.

466

00:44:19.870 --> 00:44:30.090

Stephanie Bogan: what are we really expecting of ourselves? I have not found a way to put 10 pounds of poo in a 5 pound bag, and not end up with the stinky, hot mess

467

00:44:30.270 --> 00:44:43.440

Stephanie Bogan: like there are moments that I just have to go, Stephanie, you're living in the land of Make believe like that schedule like you cannot do that amount of work in 25 or 30 HA week. So if you're gonna say yes

468

00:44:43.510 --> 00:44:49.940

Stephanie Bogan: or not, have a process for this or not, hire someone to like, that's the trade off. And so we

469

00:44:50.080 --> 00:44:54.719

Stephanie Bogan: add and add and add and add, and we said, was this point, we never do the trade off



piece.

470

00:44:55.770 --> 00:45:01.239

Stephanie Bogan: So you guys will dig this. This is just a random story about leverage, but I want Christie and all of you to think about it.

471

00:45:01.510 --> 00:45:04.600

Stephanie Bogan: Adam called me probably 2 and a half 3 years ago.

472

00:45:04.640 --> 00:45:30.059

Stephanie Bogan: and he was feeling a little bit overwhelmed, and he was like just venting. It was very funny, and he was like, I gotta do this, and I gotta do that. I gotta put this desk together for the new hire. And and I just have to do. I can't. And I'm like, Well, why do you? You know I'm such coach? I'm like, well, do you have to do it, and he's like, Well, I can't ask my wife to do it, and I can't ask Kathy to do it. So yeah, I guess I have to do it. And I was like, obviously, you don't really feel like doing this. He's like, No, and I was like.

473

00:45:30.446 --> 00:45:38.040

Stephanie Bogan: Is there no one in your neighborhood, or like on Craig's list or on like literally no one. You can't call to pay

474

00:45:38.050 --> 00:45:41.110

Stephanie Bogan: 150 bucks to put a desk together, and he was like.

475

00:45:42.910 --> 00:45:43.800

Stephanie Bogan: Oh.

476

00:45:44.640 --> 00:45:45.430

Stephanie Bogan: oh.

477

00:45:45.950 --> 00:45:55.229

Stephanie Bogan: so he calls me the next day, and he's like, Oh, my God! I just called my friend who's got a kid who's home from college, and I paid him 200 bucks to put this desk together, and he's like, I'm never putting a desk together again.

478

00:45:55.640 --> 00:46:03.910

Stephanie Bogan: and I was like cool. All I did was just offer an option that he hadn't even considered so like Step one Christy, for all of us is to

479

00:46:04.070 --> 00:46:25.570

Stephanie Bogan: do the honest inventory. Right? How? What fits into the schedule? What doesn't? Where is their leverage? Are there like? I cleaned my house for so long, and I don't even know why. I just felt like it made me like some spoiled person if I paid someone to do it for me. And then I gave it up, and I have. I swear to God if they never clean another toilet again, it's gonna be okay.



480

00:46:25.680 --> 00:46:29.659

Stephanie Bogan: I'm not afraid to do it. I'm a pro at it never need to do it again

481

00:46:30.240 --> 00:46:38.729

Stephanie Bogan: right? So where in our lives as to to Liz's point? I think it's James Clear, one of the really great thinkers has this. Maybe Seth Goden

482

00:46:38.980 --> 00:46:52.500

Stephanie Bogan: said that he had this conversation with himself, and people are like, Oh, you should do. You should start a web thing. You said, podcast he said, my schedule is completely balanced. The way that I want it, he said. So in order to add anything new.

483

00:46:52.560 --> 00:46:54.780

Stephanie Bogan: I have to be willing to give something up.

484

00:46:55.140 --> 00:47:04.010

Stephanie Bogan: and he's like, so when new things come along, I look at the current stuff, and I say, do I like this more or impact more, and he goes. No, so he's like, there's a lot of stuff I don't do.

485

00:47:04.440 --> 00:47:10.200

Stephanie Bogan: and he goes. But I don't feel bad about it, because I understand right as we talk about here. Time is a container.

486

00:47:10.860 --> 00:47:19.769

Stephanie Bogan: And so, Christy, step one, is it? I think it's just time for an honest inventory as a working mom, running a business in a 2 business household with 4 kids.

487

00:47:20.240 --> 00:47:30.459

Stephanie Bogan: What's the work schedule that creates balance and harmony for you. And then what's the team process and platforms that allow that with the client base you have.

488

00:47:30.680 --> 00:47:39.250

Stephanie Bogan: And so that's where client profitability. If you haven't done it in a while is a good check in for you to just see how that client base is performing, and then you can look at team.

489

00:47:39.380 --> 00:47:44.809

Stephanie Bogan: But it's both personal, like, where do we create space in our personal life? And where do we create space

490

00:47:45.190 --> 00:47:59.440

Stephanie Bogan: in our practice life? Because even if we have good state of being. If Liz and I put ourselves in that situation for a prolonged period of time is inevitably going to drain our energy and resources. Right? We're ultimately going to get pulled below the line.



491

00:47:59.610 --> 00:48:07.719

Stephanie Bogan: And then we're like, okay, it's gonna be a good week. I can do this. I'll be more focused, and I'll be more like it's gonna be okay. And then at the end of the week, like, Oh, my God, that was a lot.

492

00:48:07.920 --> 00:48:10.539

Stephanie Bogan: Right? I got all that subject. Go ahead.

493

00:48:10.540 --> 00:48:18.499

Christy Raines: No, I and I. I have been a you know, a student, a very good student of the school of Stephan Liz. Right like

494

00:48:18.650 --> 00:48:21.980

Christy Raines: we? I am very good at saying no

495

00:48:22.030 --> 00:48:28.449

Christy Raines: like I have. I've literally like hired a gatekeeper that manages my calendar. My schedule, like all of that, is in check

496

00:48:28.600 --> 00:48:38.840

Christy Raines: like we have a. We have a chef that cooks for our family. I've done like all like I don't. I don't. I don't mess around with this stuff the problem

497

00:48:38.920 --> 00:48:43.099

Christy Raines: for me. And this was one of, I think this was in my big Y stuff my very first year

498

00:48:43.190 --> 00:48:48.890

Christy Raines: that I think that you and I laughed about was. And, Liz, I think you may have heard me say this before, too, is

499

00:48:49.520 --> 00:48:52.419

Christy Raines: one of my goals was to get

500

00:48:52.480 --> 00:48:53.910

Christy Raines: my clients

501

00:48:54.160 --> 00:48:55.549

Christy Raines: out of my bed.

502

00:48:56.613 --> 00:49:23.869

Christy Raines: and this the stress thoughts that happen about like because this is your like, if you're not like this, is your baby right like this is your and like you're all you. The wheels like you can't turn. It's like I can't turn that off in my brain, and I still to this day, 5 years into limitless or 4 years and fliminess right like



I. Still, I'll be up at 3 in the morning like thinking about a client situation, and I'm like, Get the F

503

00:49:23.890 --> 00:49:41.740

Christy Raines: out of my bed. Why, why are you still here? And I have the processes and the platform and my profitability, and I've raised fees, and I have the executive assistant, and I have, like, you know, I work 25 HA week, and I take 115 days off a year, and I, still freaking, have my clients

504

00:49:42.100 --> 00:49:44.100

Christy Raines: stressing me out. Yeah.

505

00:49:44.594 --> 00:49:53.710

Christy Raines: And I love that. But I can't like the compartmentalizing and just the boundaries of that, I think, is what creates a lot of the the overwhelm that you never get.

506

00:49:54.570 --> 00:49:56.759

Christy Raines: You're you just never get away from it.

507

00:49:58.210 --> 00:50:04.319

Liz Hand, CFP®: May I reflect something back? It's a little bit of a tangent, but I think it's going to support this whole process as people are looking at it there.

508

00:50:04.390 --> 00:50:13.320

Liz Hand, CFP®: Christy. What I hear in that is like there's 2 concepts that we talk about in coaching. One of them is the place of ad effect.

509

00:50:13.580 --> 00:50:15.850

Liz Hand, CFP®: It's where we're feeling like a victim.

510

00:50:16.970 --> 00:50:27.420

Liz Hand, CFP®: where it's them out there doing that to me. I couldn't possibly. Why are they doing like we come from it like, woe is me! This is happening to me.

511

00:50:28.310 --> 00:50:30.169

Liz Hand, CFP®: and at cause

512

00:50:30.230 --> 00:50:35.570

Liz Hand, CFP®: is where we are creating and so taking responsibility for where it is.

513

00:50:35.720 --> 00:50:39.179

Liz Hand, CFP®: And I'm curious. In what places are you

514

00:50:39.330 --> 00:50:43.479

Liz Hand, CFP®: taking on responsibility to the place where it becomes victimhood?



515

00:50:45.180 --> 00:50:47.669

Liz Hand, CFP®: Just saying that from my own experience of myself.

516

00:50:48.195 --> 00:50:57.849

Liz Hand, CFP®: and what places truly are like. This person's doing it to me like, how are we coming at this from the place of victimhood, cause that will trip us into the overwhelming cycle pretty quickly.

517

00:50:59.080 --> 00:51:03.819

Christy Raines: So you're saying you can come at it from at call, at effect or at cost.

518

00:51:04.410 --> 00:51:05.090

Liz Hand, CFP®: And yeah.

519

00:51:05.090 --> 00:51:08.729

Stephanie Bogan: It's either happening from you or to you, essentially.

520

00:51:13.520 --> 00:51:16.049

Christy Raines: So? What was the question? Sorry?

521

00:51:16.400 --> 00:51:21.509

Liz Hand, CFP®: In what ways are you experiencing clients in your bed

522

00:51:23.010 --> 00:51:24.100

Liz Hand, CFP®: from?

523

00:51:25.070 --> 00:51:28.979

Liz Hand, CFP®: I liked the words that used Stephanie, and I was just going to say with the ones I did.  
But

524

00:51:29.080 --> 00:51:35.119

Liz Hand, CFP®: happening to you? Or, yeah, in what ways are you experiencing that as happening to you instead of

525

00:51:35.590 --> 00:51:37.160

Liz Hand, CFP®: like you're creating that.

526

00:51:40.120 --> 00:51:55.300

Christy Raines: I don't feel like it's happening to me. I feel like it's something that I have created, that I have created this expectation that like. And you know, Liz, I mean you talk to me like I you described it as like, what would it feel if you had freedom from that worry?

527



00:51:55.930 --> 00:51:56.350  
Liz Hand, CFP®: Yep.

528

00:51:57.130 --> 00:52:00.920

Christy Raines: You know, and that's what, but I don't know. I don't know how to

529

00:52:02.460 --> 00:52:06.410

Christy Raines: to, and I think, like I know, that it comes from a place of

530

00:52:06.910 --> 00:52:12.020

Christy Raines: perfectionism carrying too much. Well, that's all of that has to do with having no boundaries

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00:52:12.200 --> 00:52:15.449

Christy Raines: with us, which is what this business can do to? You know that, like

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00:52:16.050 --> 00:52:18.760

Christy Raines: there can be no boundaries besides, like.

533

00:52:19.580 --> 00:52:23.079

Stephanie Bogan: Is there a story? Is there a story there?

534

00:52:23.140 --> 00:52:33.739

Stephanie Bogan: Right? You and I have talked about this in the past, and I think this is something for you to really like when we think about like really impactful work for you. What I hear you saying is, I would like relief

535

00:52:33.810 --> 00:52:35.900

Stephanie Bogan: from this companion.

536

00:52:35.920 --> 00:52:44.569

Stephanie Bogan: That right shows up in the evenings when I'm just in my personal zone. And it's like, Oh, proud! I'm worried about work, and I don't want to be. How do right?

537

00:52:44.780 --> 00:53:00.880

Stephanie Bogan: There's a time and place for cause and concern, right assessment and inventory that's entirely different than just the unsolicited stress panic fee right? Just that tiny little fear factor of like, what am I? What should I be worried about? Says we're stuck

538

00:53:00.920 --> 00:53:03.149

Stephanie Bogan: in that fear state.

539

00:53:03.360 --> 00:53:22.579

Stephanie Bogan: and that's the underlying work there is, I think, as Liz pointed out, like to reflect on. And we can talk about this post. This call is really what is that story that doesn't let you create a boundary cause that if you did, then something might go wrong or something bad, right? It's not safe to create a boundary, so we have to let it keep the bedroom door open.

540

00:53:22.850 --> 00:53:32.739

Stephanie Bogan: If we close that door, it means something like, I promise you guys, I love you all to death. But barring something significant happening, once I walk out this door.

541

00:53:34.130 --> 00:53:43.770

Stephanie Bogan: I I'm like, I'm like, literally, I'm so present down there that I'm like, oh, I don't want to go back to work, and then I get to work, and I'm like, Oh, I don't want to go to like I get so in the zone that I'm in.

542

00:53:43.780 --> 00:53:58.390

Stephanie Bogan: Truly, I'm just I mean, I don't think about it. But it's I don't check my email. It's not on my phone again. It's like something's going on like I had an Xy landing page that had to go live today. So on Friday I was like Saturday. I was like, I think I should check and make sure that's live. I was like, Alright, okay, it's good.

543

00:53:59.300 --> 00:54:00.790

Stephanie Bogan: Yeah. Being.

544

00:54:00.820 --> 00:54:12.190

Stephanie Bogan: I think, Christy, that that frame of boundary is one, and then 2. What are we creating the boundary from right? Because when we close that door, that's when the stress like, if we're like. We don't think about it.

545

00:54:12.940 --> 00:54:20.800

Stephanie Bogan: It's not letting us do that right. So there's something on the other side of that boundary that we're worrying about, that. We feel like we need to keep the door open

546

00:54:21.150 --> 00:54:33.359

Stephanie Bogan: and to your point you put all the structures in place and friends. That's the power of mindset. You can do all the external work. I built an entire business and sold it based on the external work can get you. But it doesn't mean you can enjoy it.

547

00:54:33.790 --> 00:54:39.010

Stephanie Bogan: That's the piece. So right of being able to literally surrender

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00:54:39.620 --> 00:54:40.940

Stephanie Bogan: a little bit

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00:54:41.260 --> 00:54:49.770

Stephanie Bogan: to the possibility, Christy, that yes, something could happen. Something might break.



The team might mess up. A client could get mad, they could leave you.

550

00:54:50.180 --> 00:54:51.479

Stephanie Bogan: and you know what?

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00:54:51.610 --> 00:54:55.110

Stephanie Bogan: You would still be utterly okay.

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00:54:55.630 --> 00:55:19.889

Stephanie Bogan: But your brain's not trusting that right? So it's pre worrying. That's anxiety. I feel like I need to exert control over something bad that hasn't happened yet. There's really nothing to do. There's no tiger to fight. So we think ahead in our brain and we worry. Well, what about this? What if the client that what it right. So it's just our brain's way of literally trying to exercise control when it can't physically do something. It goes mental.

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00:55:20.140 --> 00:55:23.619

Stephanie Bogan: that's nothing said. And we just get stuck in that loop.

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00:55:25.020 --> 00:55:36.850

Stephanie Bogan: and it can quiet down. But in those quiet moments when we're sitting in bed at night and we're all calm, then it can just pop in and be like, Hey, Christy, are you sure everything's okay? We are not. We're not ready to trust this

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00:55:37.250 --> 00:55:57.429

Stephanie Bogan: right? So it's that surrender and trust that the work you've done at some level is gonna be okay. And even if it's not, you're still gonna be okay. And some of us like, I know all of. We just struggle to feel okay, no matter what, because we grew up in environments or have had situations that taught our brains that we can't trust. Okay.

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00:55:57.800 --> 00:56:04.690

Stephanie Bogan: And that comes in a thousand different forms for all of us. But if we don't believe we can't trust the world.

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00:56:05.160 --> 00:56:15.460

Stephanie Bogan: or this is far more important, because you can't. People will do some stuff. People will be mean. Bad things will happen. Lightning does strike, you know what we have to learn to trust the real, real, real, real, real, real work.

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00:56:15.820 --> 00:56:26.580

Stephanie Bogan: And this is like my whole new growth, you know, like I'm 50 now, every decade. I have a major growth for it. So I'm going through one right now, and it is we have to learn the hardest part. I'll let you guys know when I crack this code.

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00:56:26.980 --> 00:56:40.279

Stephanie Bogan: we have to learn to trust ourselves. Not that we can be perfect, Liz, and make

everything. Okay, but that we're okay, no matter what, and that people who can't give us that grace and love and compassion shouldn't be our friends. They shouldn't be our coaches. They shouldn't be our clients

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00:56:40.340 --> 00:56:52.999

Stephanie Bogan: as long as we're showing up and doing our very best meeting a reasonable standard, we literally deserve love and grace and compassion, and we don't expect it from other people, Christy, because we haven't yet learned how to give it to ourselves.

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00:56:53.600 --> 00:57:02.920

Stephanie Bogan: So that's the work like this compassion stuff in the morning like that is a hundred percent great work for you or anyone else to be doing when we learn to love ourselves.

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00:57:02.990 --> 00:57:05.909

Stephanie Bogan: which can be really hard. By the way.

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00:57:06.780 --> 00:57:17.189

Stephanie Bogan: when you're grow, when you're growing up, or you've had experiences that fundamentally make. Have a story that says you're not okay or you can't trust that things will be okay. That is a very hard muscle to relax.

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00:57:17.550 --> 00:57:22.939

Stephanie Bogan: because it's the one that keeps you alive and safe. And we're not like hardwired to just be like surrender

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00:57:23.130 --> 00:57:35.230

Stephanie Bogan: like for me, if you looked at like the span of my life, and you wanted to give it an emotional name. I was thinking about this the other day, Liz. Right? For the first, probably 40 something years. The word would be resistance

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00:57:35.990 --> 00:57:47.570

Stephanie Bogan: doesn't matter what my situation was. It doesn't matter whether it was relationships or I was just like, I've got the power. I've got the control. I will fix this or them, or the bit like I will figure this out.

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00:57:47.860 --> 00:57:55.690

Stephanie Bogan: and that kept me in a constant state of overwhelm because I was trying to deal with. And then now I'm just like I'll just do my best and hope it turns

568

00:57:56.120 --> 00:57:57.380

Stephanie Bogan: like you hope

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00:57:58.330 --> 00:58:09.900

Stephanie Bogan: if we can't give ourselves the love and the grace and compassion, we will not believe that other people will. And we're always going to be on high alert for something that could go wrong



because we're afraid of what people will do. If it happens.

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00:58:10.060 --> 00:58:21.350

Stephanie Bogan: If we know we're okay, Christy, like, okay, I'll tell the client I'm sorry, and they'll probably be alright, and if they leave me I'll feel bad, but then I'll still be alright. Oh, can I get okay with that?

571

00:58:23.110 --> 00:58:27.389

Stephanie Bogan: And we don't love it. But but we can genuinely get okay with it.

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00:58:27.930 --> 00:58:34.329

Stephanie Bogan: and I think so that I think there's just some deeper work there. I love the compassion work that you're doing. I think, to your conversation with Liz

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00:58:34.350 --> 00:58:36.509

Stephanie Bogan: it's really reflecting on.

574

00:58:36.630 --> 00:58:41.160

Stephanie Bogan: Can I get okay? Trusting myself not to be perfect, but to not be

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00:58:44.350 --> 00:58:46.019

Stephanie Bogan: awesome? Good. So that work.

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00:58:46.020 --> 00:58:48.119

Christy Raines: That's some good stuff. Guys.

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00:58:48.470 --> 00:59:02.970

Stephanie Bogan: There we go. And that's these calls before when we're coaching Christy. By the way, there's truth in that for most everyone. It might look a little bit different. The story might not be exactly the same, but that feeling of I just want some relief from this visitor.

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00:59:02.980 --> 00:59:09.150

Stephanie Bogan: Whether it's anxiety or stress, or uncertainty, or imposter syndrome, like we just want relief

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00:59:09.400 --> 00:59:16.000

Stephanie Bogan: on the other side of relief. Oh, my God! Is comfort, and on the other side of comfort is right. Amazing freaking day.

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00:59:16.290 --> 00:59:17.460

Stephanie Bogan: And that's

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00:59:17.470 --> 00:59:30.879



Stephanie Bogan: the process we want to go through. We first have to start with just understanding the origin of our overwhelm that it is a real thing. It's a story that sits in our head. It's triggered by a multitude of things.

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00:59:31.160 --> 00:59:48.200

Stephanie Bogan: and it takes us straight to that place, and now we need to find our antidote like oh, it's that thing again. I call it the whirly wheel. I don't know why, but on the inside. It just feels like, and I'm like in my head, and I'm going. And I do good stuff. But at the end of the day I'm like

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00:59:49.760 --> 01:00:07.179

Stephanie Bogan: like it's kinda like when you get in the car and you drive to your house, and you're like, where was I for the last? But it's kinda like that. I'm like, Wow, I just went through the whole day and I was there, but I didn't feel away. Be present breathing like, Oh, I'm really connecting with Liz on this call. I'm really listening to what bridge like.

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01:00:07.230 --> 01:00:09.400

Stephanie Bogan: I'm present for this call.

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01:00:10.260 --> 01:00:13.620

Stephanie Bogan: Right? And I noticed, oh, the worldly wheel! And I have to be like. Stop!

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01:00:13.800 --> 01:00:20.299

Stephanie Bogan: I notice it on call days when I have like pretty. I don't have back to back calls right? But I surge my calls on Mondays and Tuesdays.

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01:00:20.340 --> 01:00:49.254

Stephanie Bogan: and I realize if I don't have enough space to just breathe and go talk to my husband or walk outside, back to back to back calls. If I just go to email, or I just go do something like by 4 o'clock. I'm like, I go downstairs and I'm like it feels like I'm what like operating at like 2 x speed. And I literally have to go outside or walk the dog. And like I told my husband. I'm like, I'm high on call like it's just like I get to this frequency that is like phonetic. And I have to be like.

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01:00:50.020 --> 01:00:55.860

Stephanie Bogan: I gotta let it down. And so now we were like, there must be breaks in between the calls, barring an emergency. Because

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01:00:56.380 --> 01:01:03.179

Stephanie Bogan: and then you have right. Gotta put your hands on the desk and bring like. That's the thing that keeps me grounded, and if I don't have that couple of minutes

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01:01:03.960 --> 01:01:15.889

Stephanie Bogan: the wheel just tightens and tightens and tightens and tightens. And for some of it's its anxiety for some of its worry, fear. But when it snaps, that's when we react in ways that we don't love.

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01:01:16.360 --> 01:01:24.749

Stephanie Bogan: Whatever that looks like, right? It can be just shutting down. It can be distraction. It can be snapping at the people around us. It can be

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01:01:25.060 --> 01:01:35.469

Stephanie Bogan: right. So we've got the trigger. We've got the story. We've got the trigger, and we've got the response. And so those are kind of the 3 phases that we're taking you through with these worksheets.

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01:01:37.050 --> 01:01:40.569

Christy Raines: I loved the the Pre. Worrying.

594

01:01:41.390 --> 01:01:47.639

Christy Raines: you know, and that you're exerting trying to can exert control over something that has not happened yet.

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01:01:48.700 --> 01:01:54.848

Christy Raines: Right, and that's what you know, Renee Brown calls it. You know the dress rehearsing of tragedy.

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01:01:55.560 --> 01:01:56.180

Stephanie Bogan: Yep

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01:01:56.370 --> 01:01:56.849

Stephanie Bogan: well, like.

598

01:01:56.850 --> 01:02:00.260

Liz Hand, CFP®: If you think about it, that's what our job is. And so we aspire.

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01:02:00.260 --> 01:02:00.950

Christy Raines: Angel, advisor.

600

01:02:00.950 --> 01:02:11.000

Liz Hand, CFP®: Are hypertune to that, because we are always looking, casting out way into the future. As to problem solve today, when we get into that spin ourselves for our selfhood.

601

01:02:11.570 --> 01:02:15.759

Liz Hand, CFP®: It's very detrimental to our health, our stress, our relationships.

602

01:02:16.720 --> 01:02:26.070

Christy Raines: Yeah. And and the research shows that like no amount of you know, forecasting or dress rehearsing.

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01:02:26.110 --> 01:02:27.680



Christy Raines: the tragedy

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01:02:28.200 --> 01:02:35.079

Christy Raines: prepares you or insulates you or makes, if the tragedy actually happens, makes it any easier.

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01:02:35.510 --> 01:02:44.289

Stephanie Bogan: No. So yeah, there's actually a great stat on this. They did a study on worrying. 97% of what we worry about does not happen.

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01:02:44.920 --> 01:02:50.619

Stephanie Bogan: The 3% that does 97% of people said in hindsight

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01:02:50.800 --> 01:02:51.939

Stephanie Bogan: handled it.

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01:02:51.990 --> 01:03:12.330

Stephanie Bogan: you know, like work to Christy's point. Worrying about it didn't help at all. I had a friend. Once Christina climbed, she worked at Fsc. Way back. Machine broker, dealer. Land, if you're familiar with that. And she told me once I was having. Like I was in this crazy anxiety state. I was like in my thirties. I was worrying about something, and she said, Yeah, she's got a great Southern accent, said, where is like train?

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01:03:12.750 --> 01:03:23.670

Stephanie Bogan: She said. If you're in the tunnel and there's a light at the end of it, it might be a light, and you should walk toward it, and she goes, and if it's a train she goes, what's point of worrying about it, you should at least enjoy the walk until the train gets here.

610

01:03:23.780 --> 01:03:27.540

Stephanie Bogan: And I was like, it's a really good point, actually like.

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01:03:27.870 --> 01:03:42.950

Stephanie Bogan: can you do anything about it? No, alright. Then enjoy the ride. Enjoy the ride because it could, Christy, it could be a light at the end of the tunnel. It doesn't mean that it's a train. And so this is that moment where we ask ourselves, what is the story about this?

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01:03:45.310 --> 01:03:51.210

Stephanie Bogan: Christy might have a story that right her job is to make sure that nothing bad ever happens to a client.

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01:03:51.310 --> 01:03:55.109

Stephanie Bogan: Wow! Hard job to be in, if that's if that's the story

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01:03:55.260 --> 01:03:58.510



Stephanie Bogan: right? The story might be something wildly different

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01:03:58.570 --> 01:04:13.359

Stephanie Bogan: the story might be. I'm just stuck in suffering some of like, literally my therapist at 1 point was like, you're just. You're just like addicted to suffering and struggle. And I was like, oh, that's awesome something I'm really gonna want to give up

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01:04:13.990 --> 01:04:17.119

Stephanie Bogan: right. But that's the state that our brains get heart like.

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01:04:17.330 --> 01:04:25.610

Stephanie Bogan: have you really have all of this really gotten to a place where we can? Genuinely, I'm working on this right now. It's actually harder than you think

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01:04:26.070 --> 01:04:27.259

Stephanie Bogan: for some people?

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01:04:27.300 --> 01:04:32.800

Stephanie Bogan: Can you genuinely give yourself permission to feel good.

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01:04:33.340 --> 01:04:35.490

Stephanie Bogan: to just feel good

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01:04:35.570 --> 01:04:38.410

Stephanie Bogan: and save and trust it the way that things are?

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01:04:39.370 --> 01:04:45.990

Stephanie Bogan: You want them to be better, awesome, great. But can we be really? Can we just be okay feeling good

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01:04:46.030 --> 01:04:53.890

Stephanie Bogan: sometimes we can't like we're stuck in that struggle, stress, worry, state. And so our brain's like, Oh, I gotta go find something to worry about.

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01:04:54.180 --> 01:04:59.919

Stephanie Bogan: And if you don't have anything you've got the team, the people. Right? Then your brain jumps into future land.

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01:05:00.680 --> 01:05:13.650

Stephanie Bogan: And so that's where, for all of us, it's, you know, when you get into that overwhelm state. What is the story behind the situation that you're facing? We tend to try to solve the situation, and we can't because we're overwhelmed. We just try to work through it.

626



01:05:14.120 --> 01:05:30.859

Stephanie Bogan: and that doesn't ever work, because there's always more than we can do that is running a business like by definition. You will never be done, you'll I never go. That's everything. There's nothing. I couldn't stay another hour or 2, or 3, or 4, or 12, and get done, or get ahead of

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01:05:31.050 --> 01:05:39.629

Stephanie Bogan: Michael calls it future me. He's like I used to always like when I had a spare moment. I would go do something from the future task list he's like, so future me would thank me.

628

01:05:39.860 --> 01:05:51.530

Stephanie Bogan: And I was like, can we just give ourselves permission to be in that 30 min to read a book, or just reflect on what's going on or reach out to right. And so he's there now, he's like, Wow, I don't future. I don't have to save future me.

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01:05:52.310 --> 01:06:05.259

Stephanie Bogan: So that's what this worksheet is really intended to do is to really just kind of take you through some some thought awareness exercise around what. There's always a fear behind a story, or it wouldn't be a story, because stories are there to save us from something

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01:06:06.700 --> 01:06:07.880

Stephanie Bogan: that make sense.

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01:06:10.610 --> 01:06:14.449

Christy Raines: Yeah, I I posed the question to Liz. There, cause that you hit that like.

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01:06:15.580 --> 01:06:18.100

Christy Raines: I think that there's a level. But I

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01:06:19.510 --> 01:06:25.780

Christy Raines: I that that resonated with me that it's like, I feel like, I always have to have something to worry about.

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01:06:26.240 --> 01:06:39.509

Christy Raines: Yeah, right? Because, like life, I've got like a pretty great life like I've really worked hard to like build this really great life. And so I'm like, why do you always have to find something to worry about like, why does there always have to be something to worry about?

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01:06:39.990 --> 01:06:40.660

Christy Raines: Yeah.

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01:06:40.660 --> 01:06:41.420

Liz Hand, CFP®: For

637

01:06:41.740 --> 01:06:42.990



Liz Hand, CFP®: a suggestion.

638

01:06:42.990 --> 01:06:44.136

Christy Raines: You please.

639

01:06:44.710 --> 01:06:46.730

Liz Hand, CFP®: From the perspective of coaching.

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01:06:47.240 --> 01:06:49.219

Liz Hand, CFP®: Drop the question, why?

641

01:06:51.080 --> 01:06:54.980

Liz Hand, CFP®: And just look at how can you create more joy today?

642

01:06:55.880 --> 01:06:59.169

Liz Hand, CFP®: That why question can dovetail into.

643

01:06:59.500 --> 01:07:02.560

Liz Hand, CFP®: You know the past counseling is really great for that.

644

01:07:02.640 --> 01:07:03.730

Liz Hand, CFP®: and

645

01:07:03.820 --> 01:07:07.700

Liz Hand, CFP®: from the perspective of coaching and your momentum in your work and wellbeing

646

01:07:09.510 --> 01:07:13.760

Liz Hand, CFP®: all it is is creating space for you today today, how can I experience more joy

647

01:07:13.840 --> 01:07:16.410

Liz Hand, CFP®: today? How can I set down worry?

648

01:07:16.830 --> 01:07:19.719

Liz Hand, CFP®: What's between me and setting down worry in this moment.

649

01:07:20.100 --> 01:07:21.640

Liz Hand, CFP®: Okay, I'm going to go get a drink.

650

01:07:24.570 --> 01:07:25.340

Stephanie Bogan: Of war.

651



01:07:26.490 --> 01:07:27.300  
Liz Hand, CFP®: Of water.

652

01:07:27.300 --> 01:07:29.790  
Stephanie Bogan: Yeah, that kind of trace, not gonna help your worry.

653

01:07:30.040 --> 01:07:32.490  
Liz Hand, CFP®: Probiotic water. Yes. Yeah.

654

01:07:35.744 --> 01:07:44.430  
Stephanie Bogan: There's there's some good research around just jotting down literally a shit list, literally. There's who is it? I'll have to look it up.

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01:07:44.940 --> 01:07:55.180  
Stephanie Bogan: It's literally an acronym for something, and it's like all the like, literally at the before you go into your free zone, Chrissy, whether it's your living room or your bedroom at night.

656

01:07:55.210 --> 01:08:08.220  
Stephanie Bogan: Right? We wake up at 3 in the morning. Just write down everything that's on your mind, because your brain like is like, Oh, this is the basket. I have to hold these things. And when we write them down, we're like, Okay, it's on the worry pad, and then your brain goes. Oh, okay.

657

01:08:08.350 --> 01:08:17.879  
Stephanie Bogan: it'll be there tomorrow, but otherwise you'll literally just rate you're laying bed, or your brain will spend and spend and spend. So if you're thinking a thought more than once or twice, that's how you know you're on the worry wheel.

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01:08:18.350 --> 01:08:43.529  
Stephanie Bogan: right? Cause it's trying to solve it. You're like, oh, the nineteenth time! What am I gonna do about my teenager for the night? If I'm having the same conversation with myself for the nineteenth time. It's not product, right? I'm just in the worry wheel. I'm not. I'm in that victim mode of like, I don't know what to do. So I'm gonna worry, which is not the Creator mode. How do I insert myself in this? Really my kids doing great right now, by the way, but there were moments right like, how do I insert myself in this situation in that clear and conscious space? So it's

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01:08:43.620 --> 01:08:52.600  
Stephanie Bogan: really getting honest with ourselves about what's our feeling state. Remember that triangle from the very beginning. Right story and state

660

01:08:52.859 --> 01:08:56.400  
Stephanie Bogan: determine our strategy. If our story and our state are positive

661

01:08:56.590 --> 01:09:07.119  
Stephanie Bogan: right, our strategies are going to be clear and conscious and positive way, more aligned with our goals. Right? Because we're in a safe place. We feel empowered to do the right things



for our business.

662

01:09:07.189 --> 01:09:09.810

Stephanie Bogan: If our stories on our strategy are negative

663

01:09:09.890 --> 01:09:19.370

Stephanie Bogan: or our state are negative, then our stories, our so our strategies, are going to be negative. We're going to react. We're going to compromise. We're going to just keep doing the work instead of going. Whoa, how do I fix this?

664

01:09:20.620 --> 01:09:32.190

Stephanie Bogan: So our job number one job is to manage state and then to be aware of stories, because when our States not good, it always means there's a story, because by nature, we would just be neutral.

665

01:09:32.410 --> 01:09:39.569

Stephanie Bogan: So there's something going on in our mind creating that negative, disempowered state. Do we feel over and overwhelmed? Is the number one

666

01:09:40.160 --> 01:09:43.359

Stephanie Bogan: negative self-talk in general, which we'll talk about

667

01:09:43.779 --> 01:09:51.499

Stephanie Bogan: this year right? Just beating up on yourself. I'm not good enough. I can't do that. They're gonna get mad at me if I have that conversation like that is

668

01:09:51.800 --> 01:09:58.070

Stephanie Bogan: right. That's our general store, like our our personal stories, overwhelm, tends to kick in for a lot of us.

669

01:09:58.570 --> 01:10:08.030

Stephanie Bogan: To Christy's point, we have to really assess. Is it a story issue which is really where it is for Christie, like she's done the work to create leverage and space.

670

01:10:08.320 --> 01:10:11.260

Stephanie Bogan: But space and relief are not the same thing.

671

01:10:12.780 --> 01:10:19.229

Stephanie Bogan: Right? So now Christy's freed up, which is the good thing right to get to that place where she can do that work.

672

01:10:19.320 --> 01:10:31.710

Stephanie Bogan: And then Christy, on the other side of that comes not like it's gone forever, right. But as you up level, you'll notice it. Start to kick in, and then you do your next growth upright, up level, and



then, if you want to up level again you'll notice it.

673

01:10:31.760 --> 01:10:47.440

Stephanie Bogan: and as you move up the growth and evolution ladder right, the stories pop up, and then we get better and better, and then, at some point we're like, Oh, this is what's happening. It's that overwhelm thing. Alright. Take a breath. No one's gonna die. I literally said it to myself in place. Probably probably no one's gonna die today. Over this.

674

01:10:47.810 --> 01:11:03.409

Stephanie Bogan: It might not be great. Someone might be upset, probably not gonna die. And I remind myself. If I got that phone call like genuinely, this probably wouldn't matter at all like it would be 0 on my radar. So my mother-in-law known for her awesome sayings.

675

01:11:03.460 --> 01:11:08.059

Stephanie Bogan: says, we generally only think we have problems until a real one comes along

676

01:11:09.990 --> 01:11:17.599

Stephanie Bogan: right? So when you hit that overwhelm state, your brain's like problem. And it's like, really, or do I just need to take agency over my situation.

677

01:11:17.660 --> 01:11:25.560

Stephanie Bogan: take an honest assessment and then figure out what I need to change right? And if I've done the people process platform stuff right then I gotta really do

678

01:11:25.580 --> 01:11:32.479

Stephanie Bogan: right. I gotta check that inner work and see where I need to just learn how to get my permission to enjoy the good work that I've done. Miss Reigns.

679

01:11:33.450 --> 01:11:36.099

Stephanie Bogan: So when you're feeling freaked out at night, or it's in your head.

680

01:11:36.240 --> 01:11:38.430

Stephanie Bogan: what's your alternative story?

681

01:11:38.510 --> 01:11:45.789

Stephanie Bogan: Like I, when that happens, because just tough childhoods tend to surface. Sometimes I'm I literally say, I'm safe. Everything is okay.

682

01:11:45.840 --> 01:11:55.809

Stephanie Bogan: Right? God in the universe have my back like everything I need, like, I literally just remind. And it just helps me go. Oh, wait. Everything's okay. I am okay. I'm fine. Good.

683

01:11:56.130 --> 01:12:10.259

Liz Hand, CFP®: My strategy with that, if you go to the next slide stuff, happens it. It's kind of with this

idea in mind. When I find myself in that overwhelmed state I like to separate out. What's the facts?

684

01:12:11.070 --> 01:12:18.429

Liz Hand, CFP®: So a lot I just want to highlight Stephen Fran wrath had had put in here about an email and a negative tone. And it's applied.

685

01:12:18.480 --> 01:12:21.280

Liz Hand, CFP®: And you know you can get into the spin. But what are the facts of that.

686

01:12:21.300 --> 01:12:26.789

Liz Hand, CFP®: The facts are, the client emailed me with a need. I'm just making this up. The client emailed me with a need.

687

01:12:28.250 --> 01:12:30.659

Liz Hand, CFP®: I didn't know that need until now.

688

01:12:31.630 --> 01:12:32.629

Liz Hand, CFP®: and that's it.

689

01:12:34.470 --> 01:12:43.570

Liz Hand, CFP®: We don't, we can't. We can't state that the client is angry, or that they're frustrated, or they're going to leave. But we, we tend to jump that direction. So when we pull out those facts, what's the facts?

690

01:12:43.630 --> 01:12:50.850

Liz Hand, CFP®: And then what's my highest commitment in this relationship? So that's the that's the second step that I do. My highest commitment is a relationship is service

691

01:12:51.490 --> 01:12:53.550

Liz Hand, CFP®: with this client. So

692

01:12:53.800 --> 01:12:58.100

Liz Hand, CFP®: I see their need. I didn't know that before I'm going to address it when I do

693

01:12:59.130 --> 01:13:00.160

Liz Hand, CFP®: or

694

01:13:01.880 --> 01:13:07.099

Liz Hand, CFP®: yeah, I guess that's that's probably sufficient. But when we separate out the facts we we get clear on what's true.

695

01:13:08.680 --> 01:13:17.619

Stephanie Bogan: Well into Liz's point, notice our stories, then insert their story, inform their stories. Oh,



she's going to be mad, she? How do we know that. I mean, maybe that's

696

01:13:17.730 --> 01:13:23.930

Stephanie Bogan: possible. I just lost somebody, you know, there's a \$12,000 nigo error. Okay, they're probably not going to be thrilled

697

01:13:24.500 --> 01:13:25.300

Stephanie Bogan: right.

698

01:13:25.490 --> 01:13:40.100

Stephanie Bogan: But I'm probably not gonna die right? So it's like, what are the facts? Hey? We made this mistake. How do I address it? Right? How do I right do it from place of integrity? What's the best service? Right? How can I show up in the best possible way? Given the tough situation?

699

01:13:40.100 --> 01:13:58.930

Stephanie Bogan: The funny thing is a and we've all had to do this. I've noticed when I've had to deal with Re right when you have to face actual on right. There is an actual kind of tiger. Right? An uncomfortable hey? There was a mistake in the business, or there was a mistake personally, and you have to write, take ownership of that which is ideally the right thing to do

700

01:13:59.540 --> 01:14:16.620

Stephanie Bogan: that doesn't feel like going into that is really uncomfortable. But my personal experience has been. Hey? These are the facts. This is what happened. This is the mistake that I or we made. Here's the best that I can do to make it right. On the other side of that there is an element of

701

01:14:17.960 --> 01:14:37.180

Stephanie Bogan: that's the best that I can do like. I handled that mistake with the most integrity that I could possibly handle. And if they can't understand that, except that, or receive that, then I'm gonna give them the grace to do to have that response. And I'm not gonna judge them. And I'm gonna give me the grace to let them have that response

702

01:14:37.190 --> 01:14:46.799

Stephanie Bogan: and not judge me harshly because I have done all the learning I can do. I've done all the best intending I can do. I have done like once you've done that.

703

01:14:47.170 --> 01:14:50.230

Stephanie Bogan: you really start to go like, okay.

704

01:14:50.330 --> 01:14:53.479

Stephanie Bogan: maybe that's enough. Like, maybe I

705

01:14:53.630 --> 01:15:00.430

Stephanie Bogan: m enough like, Oh, that's pretty cool it like it does on the other side to Liz's point when you get through the fax.



706

01:15:01.070 --> 01:15:04.619

Stephanie Bogan: and you address it in whatever way that you can.

707

01:15:04.870 --> 01:15:08.080

Stephanie Bogan: you do have integrity on the other side to go well.

708

01:15:08.090 --> 01:15:13.340

Stephanie Bogan: And then, Christy, like, over and over again, we start to learn like, actually, you're gonna find people are pretty awesome.

709

01:15:13.780 --> 01:15:16.750

Stephanie Bogan: And if they're not, you're gonna find. Hmm.

710

01:15:16.770 --> 01:15:32.009

Stephanie Bogan: okay, maybe I did make that mistake. But and I addressed it. But the way they handled it means I don't want them to be my people anymore. Because I right, like you, just your bar starts to shift. When you give yourself that experience, you're much more able to give it to other people as well.

711

01:15:32.580 --> 01:15:36.079

Stephanie Bogan: So I love Liz's point there around, like, let's focus on the facts.

712

01:15:36.310 --> 01:15:48.539

Stephanie Bogan: Separate that from the feelings, and then right formulate your course of action, whatever it may be right, whether it's a story to work on, or a situation to actually address. So I think let's makes further point there.

713

01:15:49.676 --> 01:15:56.640

Stephanie Bogan: I think we talked about this once or twice like this whole idea, right? So literally, I just over click, didn't I?

714

01:15:56.820 --> 01:16:08.940

Stephanie Bogan: Right? So this guy goes right. That salesman back in the 1920 s. Literally goes over to Africa. He's a shoe salesman. He takes the boat he gets over there, and he realizes no one has shoes.

715

01:16:09.570 --> 01:16:14.750

Stephanie Bogan: so he telegraphs home. Nobody here wears shoes. I'm coming home.

716

01:16:15.830 --> 01:16:19.989

Stephanie Bogan: Saw that situation, and the story was, there's no opportunity for me here.

717

01:16:20.630 --> 01:16:34.920

Stephanie Bogan: Right different salesman. Couple of weeks later. Lands in Africa sees that nobody has



shoes, runs to the telegraph office telegraph. She says this place is a gold mine. Nobody has shoes. I'm extending my stay.

718

01:16:37.150 --> 01:16:47.030

Stephanie Bogan: The only difference in those 2 stories is the perspective of the person in the situation. Did they see opportunity positive, empowering.

719

01:16:47.550 --> 01:16:49.099

Stephanie Bogan: Did they see

720

01:16:49.400 --> 01:16:54.989

Stephanie Bogan: right? Lack or deficiency, right? Disempowering? No opportunity.

721

01:16:55.210 --> 01:17:07.039

Stephanie Bogan: Our mindset really frames everything that we see here do be have an experience because it's the lens. It's like a pair of glasses. And if Christy puts on a pair of glasses that says

722

01:17:07.220 --> 01:17:22.220

Stephanie Bogan: you must always be worried, it's just not okay to let your guard down. That's not okay for you. That's okay for everyone else, Christie. But it's not okay for you. As long as those glasses are on Christie's, you know. She might like push them down a little bit. She might get a little break, but when she sits down at night.

723

01:17:22.330 --> 01:17:23.700

Stephanie Bogan: just going to feel it

724

01:17:23.730 --> 01:17:34.389

Stephanie Bogan: right. So we're all running practices. And there's all these symptoms that we feel and all we really want. Truly, Liz wants it. I want it. You want it. We just want relief from all the symptoms that we're experiencing.

725

01:17:35.030 --> 01:17:46.499

Stephanie Bogan: Step one is just get really satisfied with where we are, because that's the state of mind from which we can affect most change. And then 2 deal with the stories overwhelm being the biggest one.

726

01:17:46.560 --> 01:17:54.530

Stephanie Bogan: and when we get behind overwhelm. Then we're in a place to actually deal with the situation, the staffing, the service models, the structures

727

01:17:54.730 --> 01:18:03.370

Stephanie Bogan: to put ourselves in a place of leverage, and then right, then our then our work at the next level is to learn how to enjoy having that space on our schedules.

728



01:18:04.740 --> 01:18:14.829

Liz Hand, CFP®: You may have seen this in the chat when Jeff was saying, like what happens for him through his overwhelm, I was asking some particular questions like, How does overwhelm show up?

729

01:18:15.150 --> 01:18:20.290

Liz Hand, CFP®: How does it feel like for you? Maybe it's some of these words show up, and you can. You can feel that

730

01:18:20.670 --> 01:18:24.700

Liz Hand, CFP®: that crushed drowning swamped, overrun. Perhaps

731

01:18:24.740 --> 01:18:28.090

Liz Hand, CFP®: perhaps it's a physical feature for me. I get migraines

732

01:18:28.100 --> 01:18:34.330

Liz Hand, CFP®: on on. When there's a lot going on I get migraines, or my back starts hurting. I might have certain joints

733

01:18:34.350 --> 01:18:40.199

Liz Hand, CFP®: that get triggered. So some of us have a very physical reaction to some of the overwhelm that we experience.

734

01:18:41.550 --> 01:19:05.234

Stephanie Bogan: I feel like I'm on the treadmill like 2 speeds too fast where I'm like, okay, I can do this for a while, and I'm like, Oh, man, I'm gonna go fly it off. It's that feeling we are like, oh, I just I I just right, I just gotta be able to keep up. And when I catch that feeling, I'm like, keep up from what like, really, what is happening here that's really driving that level of intensity.

735

01:19:06.280 --> 01:19:32.159

Stephanie Bogan: alright. So the fundamental question is, how do you want to feel instead? Right? So, Christy, in those moments in the evening, or right around the email right? Or bridge it when you think about the things that are like, how do you wanna feel instead? And that becomes the catch and correct, hey? I don't feel right. I feel anxious. I'm worried about something. Hey? I'm safe. Everything is okay. I've got a great team. I work with you humans right? Who will be okay, like, there's no scary monster like.

736

01:19:32.320 --> 01:19:43.189

Stephanie Bogan: find those things that you can do to. That's where catch and correct becomes really valuable, because every time you say those new things particularly out loud.

737

01:19:43.200 --> 01:19:55.699

Stephanie Bogan: you are doing 2 things, one, you're releasing a different set of neurochemicals in your brain. We've gone from adrenaline nor adrenaline cord is all stress chemicals which keep you in that escalated state.

738

01:19:56.260 --> 01:20:21.539



Stephanie Bogan: When we get I'm safe. I'm calm. I'm grateful. It's beautiful outside. I have an amazing business in life like, I'm so lucky I have a great team clients who are understanding. If something did happen we'd all work it out together right like I've got amazing people in my tribe as soon as I like. I already feel better in my body like right then I get serotonin and dopamine. I get those happy chemicals. So we're we're teaching our brain. When this happens, we either jump on the worry wheel

739

01:20:21.630 --> 01:20:25.990

Stephanie Bogan: or we catch and correct, which ultimately teaches our brain. Oh, wait!

740

01:20:26.130 --> 01:20:31.089

Stephanie Bogan: We don't need to do that anymore. We can go over here to I am safe and happy. Land like, oh, wait

741

01:20:31.380 --> 01:20:42.749

Stephanie Bogan: right! And then eventually it gets right. The the window gets smaller and smaller. Do we want to feel empowered? Do we want to feel relaxed and at peace. Do we want to feel confident? Do we want to feel.

742

01:20:43.000 --> 01:20:48.560

Stephanie Bogan: you know, really ground like Christy, get really clear and what the feeling you want

743

01:20:48.650 --> 01:20:51.830

Stephanie Bogan: right. We want relief from to what?

744

01:20:54.050 --> 01:21:00.600

Stephanie Bogan: Right? For me, I just realized all that fear built up throughout my life just created this under like this

745

01:21:00.630 --> 01:21:04.483

Stephanie Bogan: underlying feeling of not feeling safe. Pick any part of my life. It doesn't matter.

746

01:21:05.050 --> 01:21:06.550

Stephanie Bogan: but I just pick one

747

01:21:06.590 --> 01:21:12.050

Stephanie Bogan: right. There'll be a moment where I'm like. Oh, I don't feel safe. Or what if I'm not doing a good job? What if there's a break? And then like, Oh, wait a minute.

748

01:21:12.900 --> 01:21:14.090

Stephanie Bogan: Everything's okay.

749

01:21:14.270 --> 01:21:26.850

Stephanie Bogan: right? I've loving elevated relationship like. So it's about, how do we get into that space and then teach ourselves in those moments to catch and correct? So we're laying new pathways in



our brain.

750

01:21:26.980 --> 01:21:42.399

Stephanie Bogan: which are the tracks. We wanna lay right. We want a deep brick road. We don't want a tiny little trail, and we want those biochemicals. We want the happy chemical so that we're literally retraining our brain that the the situation might be trigger.

751

01:21:42.790 --> 01:21:51.609

Stephanie Bogan: But response doesn't have to be stress and fear response can be. Actually, it's fine. I'll deal with that in the morning. I'll just jot it in my notebook, and the team will take care of that right away.

752

01:21:53.840 --> 01:22:04.680

Stephanie Bogan: I had a client that just created a worry block once a week. He would just sit down and think about all the stuff that he needed to worry about. What about the team, this? What about dismiss what I was like? Whatever do? Just take 45 min of worry.

753

01:22:05.600 --> 01:22:13.610

Stephanie Bogan: and he would just get it all out, and then he'd be like, oh, what am I going to do about that half of it? He didn't have to do anything about. And the other half he'd be like, Hey, team! Here's some things I want you to check into.

754

01:22:14.120 --> 01:22:17.060

Stephanie Bogan: like, if you need to create structure around it.

755

01:22:17.150 --> 01:22:26.019

Stephanie Bogan: But to Christy like, that's a boundary. Christy, hey? I'm going to create space, or I'm going to use a notebook is different than just letting it run around the hallways of your head.

756

01:22:28.830 --> 01:22:31.690

Stephanie Bogan: Alright. We just did volunteering with Christy. So

757

01:22:31.860 --> 01:22:43.700

Stephanie Bogan: that was our share for today. So what are your current strategies. Mine the first 2. Well, really, all of them, I'm really good at all of them. I could win a medal in all of these. I'm sure some of you could, too.

758

01:22:43.740 --> 01:22:56.630

Stephanie Bogan: powering through. I'll just dig in and do it, which usually means I'll work longer, which means I'm in denial, because this tends to happen over and over again. Right? Means we've got too much input and not enough outflow.

759

01:22:56.926 --> 01:23:08.399

Stephanie Bogan: I'll multitask. I'll do this and this and this at the same time, which doesn't usually get us in the best place. And then, you know, if I could just grow some extra arms which usually results in working longer



760

01:23:08.730 --> 01:23:19.440

Stephanie Bogan: right, or trying to rush through things and not doing the love. And that's where some of that worry comes from. Oh, what if the clients notice. Oh, what if I miss something? Oh, what if I don't get to that before they ask me?

761

01:23:19.530 --> 01:23:41.290

Stephanie Bogan: And that's where you do have to sit down and say, What's the business situation I need to address here? Do I need to sit down and just make a list of clients I'm worried about. And until I get all that other structural work done like, are there just 9 clients I just need to check in on and make sure everything's okay. And do I need to do that once a month until right? I get to the place where Christy is and all that stuff is built

762

01:23:41.910 --> 01:23:53.920

Stephanie Bogan: right like there's always a strategy, a way to address the the worry or the work, and then to Christy's point. Right? Then we want to do the enter work so we can solve for that and just have some peace, no matter what.

763

01:23:55.470 --> 01:24:00.079

Stephanie Bogan: And I think Amy just put a good book on stress in the chat. If anyone wants to grab that.

764

01:24:01.060 --> 01:24:06.480

Liz Hand, CFP®: As high as Stephanie was highlighting earlier. We are creating new neural pathways.

765

01:24:06.490 --> 01:24:11.990

Liz Hand, CFP®: and the fact is, if if you're sitting here thinking like, why am I like this? Just remember

766

01:24:12.050 --> 01:24:19.349

Liz Hand, CFP®: that part of our brain's job is to get hardwired and we're hardwired. By the time 95% hardwired by the time we are 35

767

01:24:19.430 --> 01:24:24.569

Liz Hand, CFP®: with programmed behaviors, so that we can consistently come to situations and resolve them.

768

01:24:24.740 --> 01:24:25.840

Liz Hand, CFP®: And

769

01:24:27.280 --> 01:24:29.040

Liz Hand, CFP®: you can break free free from that

770

01:24:29.280 --> 01:24:37.380

Liz Hand, CFP®: the process that we're walking you through is helping you chart a different path for your



brain to create a different reaction

771

01:24:37.550 --> 01:24:38.660

Liz Hand, CFP®: and result.

772

01:24:40.410 --> 01:24:44.495

Liz Hand, CFP®: and so you can see the fax there. We'll just keep on going.

773

01:24:47.340 --> 01:24:58.350

Stephanie Bogan: So here we are, back in overwhelm cycle. So one of the things when Liz is coaching or when I'm coaching like we'll really start to get to that origin. The things I like. What is

774

01:24:58.390 --> 01:24:59.760

Stephanie Bogan: that cycle?

775

01:25:01.340 --> 01:25:10.080

Stephanie Bogan: What happens just before? So if you if you write Mark, if you raise up to 30,000 feet or Bridget. And you kind of look at the last year.

776

01:25:10.410 --> 01:25:19.890

Stephanie Bogan: What is create like, what's happening? Is it just perpetual? Is it certain specific things like what triggers you into that state?

777

01:25:20.700 --> 01:25:34.140

Stephanie Bogan: And then 2 or one. What do you tell yourself? In that moment I think Liz had used some good example right? There's not enough time never gonna be able to get this done. Clients are gonna clients are. Gonna find out any minute. They're gonna call me

778

01:25:34.330 --> 01:25:42.449

Stephanie Bogan: like, what? What is it you're telling yourself in those moments? And 2, what's happening to actually trigger that moment? So take a moment to do that.

779

01:25:55.150 --> 01:25:57.549

Stephanie Bogan: and we'll continue that work in just a moment.

780

01:26:00.430 --> 01:26:02.589

Liz Hand, CFP®: All right, finishing a comment.

781

01:26:03.230 --> 01:26:04.170

Stephanie Bogan: Oh, there you go! Yep!

782

01:26:04.170 --> 01:26:05.060

Liz Hand, CFP®: So



783

01:26:05.700 --> 01:26:11.260

Liz Hand, CFP®: tools, for when you're in overwhelm, we've talked about the main one. There is a reason that it is first

784

01:26:11.850 --> 01:26:16.209

Liz Hand, CFP®: breathing connects you, connects your brain back into your body.

785

01:26:16.640 --> 01:26:18.920

Liz Hand, CFP®: It reconnects you into this moment.

786

01:26:19.040 --> 01:26:20.279

Liz Hand, CFP®: And so they're.

787

01:26:20.490 --> 01:26:30.989

Liz Hand, CFP®: That is a surefire, consistent way that you can get back into the moment. Other things that we've mentioned getting out in nature. Listening to music

788

01:26:31.150 --> 01:26:32.710

Liz Hand, CFP®: taking a little break.

789

01:26:33.230 --> 01:26:34.600

Liz Hand, CFP®: clean your desk.

790

01:26:34.610 --> 01:26:37.770

Liz Hand, CFP®: find something that's sustainable for you. Feed yourself.

791

01:26:38.390 --> 01:26:47.250

Liz Hand, CFP®: get a drink, use the bathroom like these are very rudimentary things, and also, how many times do you override the needs of your body?

792

01:26:48.960 --> 01:26:49.530

Stephanie Bogan: Yeah.

793

01:26:51.000 --> 01:26:52.430

Stephanie Bogan: hold on. Now, I'm

794

01:26:53.400 --> 01:27:05.700

Stephanie Bogan: now. I'm finishing a comment, Terry, yeah, you know, I literally got up right before I got on this call this morning. It's sunny outside. I went outside, just stood there with the dog. You let the sun hit my face, and I was like this feels really good.

795



01:27:06.200 --> 01:27:21.770

Stephanie Bogan: like, I'm literally trying to just capture all these moments where I'm like, this feels good. This feels good. This feels good, like we don't notice, I mean all 90 times a day we go. I don't like that. I do. I feel bad. How many times a day, Mark, do you go, Christy, do you go? This feels good.

796

01:27:22.300 --> 01:27:23.360

Stephanie Bogan: this feels good.

797

01:27:23.470 --> 01:27:29.490

Stephanie Bogan: this feels good. So that's my personal challenge to you. All this week, this month, this year, like literally

798

01:27:29.540 --> 01:27:37.930

Stephanie Bogan: notice the feel good like, Hey, I got that done, hey? I only checked email twice today. Hey, I did good work on that, hey? I had a great client call, and it felt good.

799

01:27:37.940 --> 01:27:39.120

Stephanie Bogan: Don't, couldn't

800

01:27:39.600 --> 01:27:53.450

Stephanie Bogan: like. We're so good at niching away at ourselves. It like creating black and diminish, and not like. But how often do we go like? Wow! That was a good day. Wow! I had a great interaction like Liz. Right, hey? That was a good, positive interaction with my team that felt good.

801

01:27:54.099 --> 01:28:21.949

Stephanie Bogan: So we wanna retrain our brain to focus on what feels good. That helps us get and stay in that state where we make feel decisions that align with helping us continue to feel good. When we operate below that line, we tend to make decisions that perpetuate the state we're in, because we don't tend to actually make decisions and do anything. We whine, and we complain and we blame, and we criticize, and we judge and we worry at night.

802

01:28:22.300 --> 01:28:32.399

Stephanie Bogan: But it's how are we going to insert ourselves and take agency to create space, comfort, and relief right from the stories that run through the hallways of our head, as I like to call them.

803

01:28:33.360 --> 01:28:43.290

Stephanie Bogan: So we talked about this a little bit like there is a reality. If you put 15 h of work on your calendar. You can be okay with it in your headspace, but you're not going to get the work done

804

01:28:43.580 --> 01:29:00.970

Stephanie Bogan: right? So you could still be like, all right. That was overly optimistic. I'll be okay, and I'll figure it out. But you can do that every day and have the practice run efficiently, so struggles that we stay in. We say no more than we say no more than you say, or you say yes more than you say no gotta flip that around

805



01:29:01.890 --> 01:29:13.819

Stephanie Bogan: right? No is a complete sentence, or how about? It's not immediate like. Oh, yes, I can do that for you. Let me give the team 2, or we'll get back to you in 2 or 3 weeks. So the team and I can take some time to really dig into that.

806

01:29:13.830 --> 01:29:22.520

Stephanie Bogan: It doesn't have to be tomorrow, like I literally used to set standards with teams with my team where I'd be like. I am not allowed to promise anything in less than one week.

807

01:29:23.670 --> 01:29:36.999

Stephanie Bogan: unless it's an emergency like, literally, Hey, right? They're hiring someone tomorrow. And we need to run the disk report. Okay, that that's a pass, right? Hey? They're thinking about hiring someone in 3 months does not mean I gotta go get the login set up for them right now.

808

01:29:37.560 --> 01:29:46.879

Stephanie Bogan: Right? So check that sense of urgency and immediacy. We tell ourselves the story that it means we're good at what we do and we care, and we're providing great service. No, it means we're reacting

809

01:29:47.970 --> 01:29:54.500

Stephanie Bogan: right? So we gotta shift that story. Reduce the noise cut down on the social media. Right? Don't be checking your email like.

810

01:29:54.710 --> 01:30:18.950

Stephanie Bogan: really make sure that you've got boundaries in place around your time. And right what goes into that container? Right? You've got a calendar or sandbox, or, like all the stuff we talk about time time batching one of the best things that you can do, cause multitasking and doing 19 things at once. I'm checking email. And I'm working on a form. And then a client called, and I'm prepping for like that

811

01:30:18.950 --> 01:30:25.009

Stephanie Bogan: will put you an overwhelm, and the solution is to not do 15 things at once, not to try to get good at it

812

01:30:25.190 --> 01:30:51.180

Stephanie Bogan: all. The research says you won't. We are really bad at multitasking. We're good at switching back and forth, but each task suffers, and that in the dilution increases with the number of tasks. So right you do 5 tasks less? Well, then, you do 3 tasks at once. You do 10 to like. How many times have you gone into an email open an email, then had to go open a file. Then you open that file and you went in the Crm, and then you saw something else, and then you like. You go down that rabbit hole.

813

01:30:51.820 --> 01:30:57.579

Stephanie Bogan: So, as I shared earlier, we have to learn to leave the magical thinking to Hermione.

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01:30:58.320 --> 01:31:03.740

Stephanie Bogan: Right? Realism really counts. The thing is, we don't like it



815

01:31:03.930 --> 01:31:29.790

Stephanie Bogan: because it forces us to make choices, which means we have to give stuff up. And we hate that cause. There's some story that more is gonna solve all the problems. If we're just like, Hey, these are the clients I need to work with. Here's what I need to spend my time on. I'd love to help with that project, but I don't have the capacity right now. Hey? That would be a great marketing thing to do. But that's gonna mean an extra 8 HA week. And I don't really feel like I want to invest that time right now.

816

01:31:29.970 --> 01:31:36.330

Stephanie Bogan: like we really wanna get very honest with ourselves about what's our container of time?

817

01:31:36.460 --> 01:31:49.749

Stephanie Bogan: What's in that container? Where's the overflow? This is where tracking your time or using a success shifter or time studies can be really valuable. Because what you're gonna find is that you waste on average

818

01:31:50.130 --> 01:31:51.420

Stephanie Bogan: half of it

819

01:31:53.970 --> 01:31:55.150

Stephanie Bogan: like had.

820

01:31:55.180 --> 01:32:05.650

Stephanie Bogan: That's a lot. Maybe it's only 30%. But that's the third. And so people are like, Steph, how can you work less hours? I'm like, I just don't. Literally. I just give up the 2 or 3 HA day that most people waste.

821

01:32:06.420 --> 01:32:18.389

Stephanie Bogan: That's it. So I'd like, you know, they talk about. You can have 5 h of really core work in a day. I have like an hour with my of team and right checking email and stuff. And then I have that core work

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01:32:18.520 --> 01:32:28.480

Stephanie Bogan: right? Shaving everything else off. And when we're down, team members, right stuff comes back on. And I'm like up gotta right gotta re. So that's ultimately the leverage that we want to create.

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01:32:29.270 --> 01:32:34.279

Liz Hand, CFP®: I just want to tag one thing on with that last slide the reducing authority figures

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01:32:34.390 --> 01:32:46.230

Liz Hand, CFP®: just the note of how we accumulate voices over time that inform us on what we should do next and recognize that we outgrow voices



825

01:32:46.655 --> 01:33:15.490

Liz Hand, CFP®: and we can set them down. And so some of those podcasts that you've been listening to for a long period of time. Perhaps that's one that you can shed and not pay attention to it. Or I had a client who had accumulated so many newsletters from different advisors, just making sure that they wanted to stay on top of the absolute best thing that was coming out. And that's a lot of pressure, and it ends up tacking onto the to do list. And so just reducing some of that and getting clear on who you wanna be listening to? And why? And then for upping your self care

826

01:33:15.990 --> 01:33:20.109

Liz Hand, CFP®: the next slide there again. These are pretty basic.

827

01:33:20.400 --> 01:33:23.139

Liz Hand, CFP®: We don't really like when someone tells us.

828

01:33:23.330 --> 01:33:24.490

Liz Hand, CFP®: get sleep

829

01:33:25.270 --> 01:33:29.620

Liz Hand, CFP®: or exercise 3 to 5 times a day like we want a magic pill.

830

01:33:29.620 --> 01:33:31.429

Stephanie Bogan: She. She meant a week, and

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01:33:32.270 --> 01:33:34.630

Stephanie Bogan: the week not 3 to 5 times a day.

832

01:33:34.630 --> 01:33:38.185

Liz Hand, CFP®: 3, 5 times a day is what I meant. No, I was just kidding.

833

01:33:38.440 --> 01:33:39.390

Stephanie Bogan: Dang it!

834

01:33:39.390 --> 01:33:43.793

Liz Hand, CFP®: Says Liz, who's struggling to get to 3 times a week, but

835

01:33:44.410 --> 01:33:47.760

Liz Hand, CFP®: like we want something big and flashy to save us.

836

01:33:49.400 --> 01:33:52.260

Liz Hand, CFP®: And this is our body.

837

01:33:52.490 --> 01:33:54.990



Liz Hand, CFP®: this is our experience of the world.

838

01:33:55.800 --> 01:34:02.219

Liz Hand, CFP®: and so can I help myself from a sustainable place. Get the sleep, get the exercise.

839

01:34:02.550 --> 01:34:05.139

Liz Hand, CFP®: get a clear mind, eat well.

840

01:34:05.300 --> 01:34:06.040

Liz Hand, CFP®: disconnect.

841

01:34:06.040 --> 01:34:06.910

Stephanie Bogan: My husband.

842

01:34:07.080 --> 01:34:13.539

Stephanie Bogan: Yeah. My husband said something to me once that really stuck, he said. I want you to imagine this is years ago. But he said, what if your body was a car?

843

01:34:13.670 --> 01:34:25.389

Stephanie Bogan: You get one car your whole life stuff he's like. Would you drive it around like 18 HA day and not put gas in it, and like not maintain it. And I was like, no, I would love all over that car, and he was like, Hmm.

844

01:34:26.170 --> 01:34:27.600

Liz Hand, CFP®: Great metaphor.

845

01:34:27.920 --> 01:34:39.249

Stephanie Bogan: I was like, oh, so now I'm like dude. How's my car? I'm like, Oh, my car! My car is like car needs a rats like we talk about athletes a lot or performers. Right? You have these periods of like peak performance.

846

01:34:39.520 --> 01:34:42.210

Stephanie Bogan: always followed by

847

01:34:42.860 --> 01:35:03.820

Stephanie Bogan: rest and recovery, and then periods of like pacing right like training right? And then gearing up peak performance. We don't give ourselves literally when it comes to meals, movement, and mindset, which is really mindfulness. Those are the 3 secrets that happiness and wellbeing meals. What do you put in your body movement

848

01:35:04.280 --> 01:35:07.009

Stephanie Bogan: and mindfulness right? Can you sit

849



01:35:07.350 --> 01:35:15.059

Stephanie Bogan: by the way exercise. Literally, they've done studies walking people who walk live longer or healthy. You don't have to run. You don't have to go crush it across it.

850

01:35:15.320 --> 01:35:26.250

Stephanie Bogan: Walking is literally that, and physically squats apparently are the best overall body exercise. If you just wanna crush, I do like, and I'm now in like my skis stand like 50 squats a day.

851

01:35:26.640 --> 01:35:37.100

Stephanie Bogan: Right? If you can bake these habits in your foundation is going to be better. Your brain is going to be happier and healthier right? So your state is going to be there.

852

01:35:37.170 --> 01:35:46.700

Stephanie Bogan: and we notice, like, if we cut down on the wine, or we give ourselves that 10 min of meditation in the morning. Anything we do small consistently will compound.

853

01:35:46.800 --> 01:35:51.359

Stephanie Bogan: But ultimately, right, there's some basics you really want to make sure that you're tending to.

854

01:35:53.980 --> 01:36:08.369

Stephanie Bogan: And then we're gonna reframe. What's possible. So this is a worksheet that you can really use to go through those questions we went through today. Right? What's what's the trigger? What am I telling myself in that moment you have to pause and reflect on? Not what you're telling yourself like. Oh, the client

855

01:36:08.390 --> 01:36:12.210

Stephanie Bogan: form is here. It's oh, what's the story behind that story?

856

01:36:12.230 --> 01:36:25.730

Stephanie Bogan: And then your opportunity. Your invitation is to really ask yourself what are the tools that I'm gonna ref that I use when I'm notice I'm in overwhelm right? Catch and correct breathing. Go outside phone. A friend.

857

01:36:26.150 --> 01:36:36.349

Stephanie Bogan: tools all used to be overwhelmed, resistant. How do you keep yourself out of overwhelm state? Those self care things are a really good place to start right, your daily practice

858

01:36:36.400 --> 01:36:37.820

Stephanie Bogan: breathing

859

01:36:38.130 --> 01:36:45.300

Stephanie Bogan: right. All the structures we talk about around time and leverage, obviously, but through the overwhelm lens, and then



860

01:36:45.610 --> 01:36:46.870

Stephanie Bogan: ask yourself

861

01:36:46.940 --> 01:37:05.809

Stephanie Bogan: right elevated. When we ask better questions, we get better answers, so we can ask ourselves more powerful questions. What's possible, Christy? If I can, you know, sit in bed at night and not have to think about work like woo. Put. Give your brain that problem to solve and guess what it starts to do. It goes. Oh.

862

01:37:05.850 --> 01:37:13.850

Stephanie Bogan: what will it take for me to do that. What would it take for me to reduce the feeling of overwhelm 50 at the time? Like I? We don't even have to start at 0.

863

01:37:15.520 --> 01:37:29.429

Stephanie Bogan: What's possible for me? What's possible? Oh, I could feel good. I could have relief. I could just feel safe in my own skin and be like, yeah, I mean, we know stuff's gonna happen in business. I don't know. I'm like, I'm cool about it right? I've got my keep calm and carry on, hey?

864

01:37:30.230 --> 01:37:35.770

Stephanie Bogan: Right? And then what will it take? Right? You can. That's how you can put yourself into that action zone.

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01:37:36.440 --> 01:37:41.399

Stephanie Bogan: So take a couple of minutes to answer 3, 4, and 5. And then if you go into the lesson

866

01:37:41.820 --> 01:37:53.369

Stephanie Bogan: right, there's more learning, there's more application. There's obviously a lot of the mindset tools are in there. You can use these worksheets. And then right sched people process and platform.

867

01:37:54.780 --> 01:38:03.720

Stephanie Bogan: you ultimately want to look at the business through the lens of. Have you set it up for success? Do you have 10 pounds right? If if the client base isn't performing.

868

01:38:03.810 --> 01:38:14.170

Stephanie Bogan: that's one way that we're gonna be overwhelmed right? Because we we're doing too much for too many for too little, is it? How we're managing our time? That's an additive to that overwhelm.

869

01:38:14.230 --> 01:38:37.309

Stephanie Bogan: Is it right? Hey? We've done that work right like Christy. And now we're getting to that deeper, more right advanced work and and growth work around, just giving ourselves permission to actually enjoy the success we've created, which for Christy and me and Liz and a lot of people, is that next level work like you work hard to get there. And then you're like, Oh, I'm here and it's okay. And I'm



870

01:38:37.340 --> 01:38:44.499

Stephanie Bogan: you know, I'm not a billionaire like Elon Musk. Someone was talking about, you know, like feeling behind. Right? So we feel like we gotta catch up.

871

01:38:44.600 --> 01:38:56.969

Stephanie Bogan: Because right, I'm 50, and I'm only here. I'm 38 and I'm only here, and someone else is already running a billion dollar practice. Well, Elon Russ is running a billion dollar, you know. I don't want Elon musk. I really don't

872

01:38:58.580 --> 01:39:11.990

Stephanie Bogan: right. He's totally in that like 90 h work week, like he's on a just completely different plane than the rest. And I let like good. We need people like him to go to Mars. But I want to live right here on this planet right now and enjoy myself genuinely.

873

01:39:13.060 --> 01:39:21.949

Stephanie Bogan: So hopefully. That's some good reflection for everyone today. Overwhelm is the number one thief of our wellbeing and joy in our work.

874

01:39:22.540 --> 01:39:43.290

Stephanie Bogan: We get overwhelmed by stories and situations comparison and competition kick in. I'm supposed to be here. And I'm not so, even though my task list is okay, I feel financially or status behind like the again stories and those things ultimately crush our joy and our wellbeing.

875

01:39:43.300 --> 01:39:47.130

Stephanie Bogan: Our job is to infuse ourselves.

876

01:39:48.020 --> 01:40:13.690

Stephanie Bogan: Good feeling thoughts, and that like, Hey, I'm okay, right where I'm not overwhelmed. I'm in a position to optimize my practice in life. And I know I'm gonna need to make some changes. And I'm in a position to do that. So it's gonna be a little bit messy for a while, but I'm willing to do that work, and I'm in the right place, and I'm with the right people to do it, and I'm clear, and I'm conscious and I'm committed, and that level of relief and success is mine.

877

01:40:13.810 --> 01:40:31.650

Stephanie Bogan: right? Like your version of owning that next level, that belief, and that affirmation is literally what hacks and retrains your brain. And if you believe in energy and manifestation, or anything like that at all. There's a lot of really cool quantum physics that says it doesn't matter. It's all the same.

878

01:40:31.770 --> 01:40:42.909

Stephanie Bogan: it's just we really need to be clear on. What's the feeling? Now remember how we did. This is the practice vision. Now, it's what's the feeling state we want to create for ourselves what does well, being

879

01:40:43.010 --> 01:40:44.250

Stephanie Bogan: mean?

880

01:40:45.420 --> 01:40:54.459

Stephanie Bogan: Right? Is it peace? Is it Pat? Like for me? I was just like peace and relief would be, you know. Forget all that happy joy. Let's just peace and relief. And then we can get to the good stuff.

881

01:40:55.020 --> 01:41:05.229

Stephanie Bogan: So that's today's invitation, Liz. Thank you so much. That was a wonderful call. And you added some really beautiful insights which I know I and the group appreciate it. That's the reflection point. Today

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01:41:05.530 --> 01:41:09.780

Stephanie Bogan: we've focused on what your practice looks like this quarter.

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01:41:09.860 --> 01:41:17.669

Stephanie Bogan: And we talked about the science and success in January in this call and the calls every month are really here to help you learn how to

884

01:41:17.870 --> 01:41:34.139

Stephanie Bogan: feel good as you create that success. Can we just be satisfied and give ourselves some good stuff along the way without feeling like we have to get there to give ourselves permission to be happy and joyful, which turns out, by the way, to be the secret to growing more and feeling happy and joyful.

885

01:41:34.210 --> 01:41:43.389

Stephanie Bogan: Right? It's just being satisfied where we are and setting goals from that place of inspired action. Because we're hopeful, Christy. And we're optimistic, Mark.

886

01:41:43.450 --> 01:41:48.450

Stephanie Bogan: not because we're stressed and we're overwhelmed. And we gotta grind it out to get there.

887

01:41:48.630 --> 01:42:12.629

Stephanie Bogan: So hopefully, our time together today helped you guys to do that. You've got some good work to do around overwhelm and stories. And as always, we're on these calls every month we're in office hours. We're on tribe, so do not hesitate to reach out. Liz and I are always happy to talk to you about how to elevate your mindset, because that's the secret elevating your work, elevating your well and elevating your wellbeing. With that, you guys thank you so much, for I hope a great call today.

888

01:42:13.400 --> 01:42:14.390

Liz Hand, CFP®: Yeah, it's great to be with you.

889

01:42:14.390 --> 01:42:20.169

Stephanie Bogan: Oh, Christy, how do you do? Shiny hearts, Christy? Now I gotta check out the emojis. Is that new.



890

01:42:20.170 --> 01:42:21.010

Christy Raines: Next lesson.

891

01:42:21.010 --> 01:42:21.340

Liz Hand, CFP®: Number 2.

892

01:42:21.340 --> 01:42:36.149

Stephanie Bogan: We never! I never got. I never got sparkly hearts before, Lizbree. I think it was like a new high for us today. Hand gestures. Yes, we take those 2. Alright. Everyone have a great day. Go forth, optimize your mindset, crush it this week.

