

LIMITLESS Coaching Call Transcript

June 17th, 2024
Personal Peak Coaching Call
Self-Talk For Success

73

00:11:53.840 --> 00:11:57.860

Stephanie Bogan: Good morning. Everyone. Happy. Monday. How is everyone today?

74

00:11:57.860 --> 00:11:58.570

Liz Hand, CFP®: Eloa.

75

00:11:59.090 --> 00:12:03.230

Stephanie Bogan: Let's get our. I gotta get my gallery view on so I can see all of your

76

00:12:03.340 --> 00:12:09.549

Stephanie Bogan: bright, empowered faces this morning. Good morning, Samantha, mark Terry! Good to see you, Taylor.

77

00:12:09.720 --> 00:12:12.249

Stephanie Bogan: Good to see you as well, Sir Roseanne.

78

00:12:13.750 --> 00:12:15.450

Stephanie Bogan: Good morning, everyone.

79

00:12:16.130 --> 00:12:23.369

Stephanie Bogan: Oh, what a day it is going to be! This call is really going to be a game changer. It is.

80

00:12:23.729 --> 00:12:29.389

Stephanie Bogan: you know, Mindset is truly one of the most important, if not the most important thing that we talk about here.

81

00:12:29.757 --> 00:12:37.752

Stephanie Bogan: And I'll talk about it in a little bit. This is probably the most important topic in that conversation. So let's kick off 1st with a little bit of housekeeping.

82

00:12:38.080 --> 00:12:47.660

Stephanie Bogan: We have our September growth summit coming up after summer, so that'll be on September 3rd we're gonna talk all things growth and gearing up your growth engines.



83

00:12:48.747 --> 00:13:02.339

Stephanie Bogan: We're gonna have the growth workshops. So those of you who are in lifestyle bundle. Or if you're doing an add on the growth workshops are those 2 days where we cover 6 topics and half day sessions. So it's really about. If you need that helper assistance.

84

00:13:02.420 --> 00:13:09.759

Stephanie Bogan: getting clear, getting focused, rolling up your sleeves, getting decisions made getting drafts done. That's what workshops are for.

85

00:13:10.171 --> 00:13:17.760

Stephanie Bogan: So if you're interested in that. You'll be getting information stay tuned. Our Adam's June Co. May cohort call was scheduled to the 17.th

86

00:13:17.820 --> 00:13:21.189

Stephanie Bogan: His next call is the 24, th and on July first, st

87

00:13:21.570 --> 00:13:49.030

Stephanie Bogan: Adam and Brian will be here talking about how to staff up for success and share their success stories, so that you can really see how they've created leverage in their practice, and how you can pick and pick their brains. I will be out the month of July for my annual 30 day summer Vaca. Yes, even I had to come up with a rhyme for my personal vacation. It just happens my husband's like, Oh, my God, I'm like it just happened. I didn't like sit down and think. I need to name it.

88

00:13:49.422 --> 00:13:52.320

Stephanie Bogan: But you know I love alliteration and rhyming so.

89

00:13:52.650 --> 00:13:58.520

Stephanie Bogan: And we've taken the kids like in different parts of the world because we want them to be world travelers, citizens of the globe.

90

00:13:58.962 --> 00:14:06.599

Stephanie Bogan: So this year we're going to Africa for safari, which is my 50th birthday present. I'm very excited but I will be largely out of pocket.

91

00:14:06.770 --> 00:14:19.500

Stephanie Bogan: We have an amazing coaching team here. So Liz Alison, Natalie Adam, right? Our alumni are all here to support you. If anything comes up. If there's a critical emergency. I'm sure they can find me, but I'll be taking pictures of the giraffes.

92

00:14:19.570 --> 00:14:23.429

Stephanie Bogan: so I'm very excited for that experience. You know.

93

00:14:23.610 --> 00:14:28.870

Stephanie Bogan: life is not always easy for you or for me. But we really can create experiences

94

00:14:29.251 --> 00:14:35.550

Stephanie Bogan: that we enjoy. And that's what limitless is all about. And that's really what today's conversation is about is.

95

00:14:35.830 --> 00:14:43.460

Stephanie Bogan: how do we live in a space that is consistently positive, empowered, energizing

96

00:14:44.050 --> 00:14:59.680

Stephanie Bogan: like, who doesn't want to feel that above the line way so much more of the time. And we know the research says that we spend 70% of our days in stress state, just on average, which means that 70% of the time in our average day we are below the line.

97

00:15:00.000 --> 00:15:12.099

Stephanie Bogan: And so a function of that is the work that you do. Right. Is it energy creating? We talk about all the practice strategies and models, that kind of proven path to success that so many of you come here for.

98

00:15:12.330 --> 00:15:29.579

Stephanie Bogan: but the way to grow without eroding joy. A way to do it while expanding it. To way to create confidence is to really start to think about the conversations that we have with ourselves. If mindset is what truly moves the needle.

99

00:15:29.930 --> 00:15:38.740

Stephanie Bogan: And this is what got me at 1 point. How many of you honest engines talk to yourself like I tell I you know I wrote an article once, and I started the article with.

100

00:15:38.920 --> 00:15:40.360

Stephanie Bogan: I hear voices.

101

00:15:40.570 --> 00:15:45.909

Stephanie Bogan: and I talked to them right, and, like we all have, it was obviously a catchy headline. But

102

00:15:45.930 --> 00:15:53.069

Stephanie Bogan: do we, Samantha? Do you not have conversations with yourself in your head you're like. Should I do this? Should I not, Mark? Do you have conversations with yourself in your head?

103

00:15:54.040 --> 00:15:55.989

Stephanie Bogan: Who are you talking to.

104

00:15:56.230 --> 00:15:57.540

Mark Wade: It's ongoing.

105

00:15:57.540 --> 00:16:05.610

Stephanie Bogan: You who the thing that like really bowled me over one day I was like, who am I talking to? Because we agree like you can't be in 2 places at the same time.

106

00:16:07.660 --> 00:16:24.029

Stephanie Bogan: And I was like, Oh, those voices in my head represent something, and if you listen to them most of the time they represent things that diminish you, that shrink, that shrink, you, that put you in a state of lack of not enoughness. If you can't you shouldn't. You don't know how.

107

00:16:24.650 --> 00:16:31.529

Stephanie Bogan: Some days it's minor. Some days it's Major. We've all had those ragers in our head, and we're like, please let the party end.

108

00:16:32.370 --> 00:16:37.339

Stephanie Bogan: That's what today's conversation is about, how do we shift our self talk

109

00:16:37.360 --> 00:16:46.799

Stephanie Bogan: in a way that actually sets us up for success to be that empowered right efficient. I love my work machine that we came here to be.

110

00:16:48.080 --> 00:17:06.979

Liz Hand, CFP®: Yeah. And just to be clear with those voices. At 1 point they served us right. They kept us safe. They kept us understanding what was happening in the world. But at this point in our lives they tend to break us down. They keep us from experiencing the full mansion of who we are, and we can perceive ourselves from that picture of the shack.

111

00:17:07.260 --> 00:17:10.460

Liz Hand, CFP®: And as you look at those 2 pictures, which one do you want to be.

112

00:17:12.020 --> 00:17:14.289

Liz Hand, CFP®: of course. Naturally, you want to be the mansion.

113

00:17:14.329 --> 00:17:33.040

Liz Hand, CFP®: You wanna be expansive and see yourself in a bright light. And so one of the most important things is just recognizing and understanding that our subconscious is a beautiful thing, but it tends to delete, distort, and generalize information and attach it to those stories, those old stories that we have from the past

114

00:17:33.140 --> 00:17:42.879

Liz Hand, CFP®: that keeps us in the shack state. And so once we're conscious that we are attaching it to an old story. Then we can shift it and see the room from a different perspective.

115

00:17:44.060 --> 00:17:51.650



Stephanie Bogan: Self talk. Who remembers? Does anyone remember the golden triangle, the success triangle from the mind, from the science of success? Lesson?

116

00:17:53.290 --> 00:18:00.120

Stephanie Bogan: So this is the game changer right? When we think about what we do and why we do it.

117

00:18:00.220 --> 00:18:03.960

Stephanie Bogan: A triangle, you know. I love my geometrics right?

118

00:18:04.480 --> 00:18:27.630

Stephanie Bogan: Remember, we got stories, and we've got our state right. This is our line. Are we above our line or below our line? If our stories, Bridget, are positive, I'm awesome. I'm a thought leader. People love. I'm like, I have impact. I'm doing great work on the planet. My state is energized, empowered. Let's go. What are my strategies likely to be aligned with my vision and goals and personal integrity.

119

00:18:27.790 --> 00:18:29.330

Stephanie Bogan: Yeah, much more so.

120

00:18:29.790 --> 00:18:31.609

Stephanie Bogan: But what happens, Liz.

121

00:18:31.820 --> 00:18:46.519

Stephanie Bogan: when my state and my stories? It's all driven by stories, right, which then affects our state. Our thoughts affect our feelings always, even when you feel the feeling first, st there's always a thought, even a subconscious one in front of it. When those are negative.

122

00:18:47.030 --> 00:18:58.809

Stephanie Bogan: our self-talk is negative, and when our self talk is negative, our strategies are negative. We don't make big moles. We don't make confident decisions, we compromise, we shrink in the face of challenge.

123

00:18:58.950 --> 00:19:05.389

Stephanie Bogan: And that's why self talk is so important to Liz's point. Self-talk is a reflection

124

00:19:05.590 --> 00:19:29.739

Stephanie Bogan: of your stories and your state. And the cool thing is what we're gonna talk about today is you can do that work outside, inside out, but you can also simultaneously do the work outside in. By consciously shifting yourself talk, you can retrain your brain to not do the thing that we do so so much of the time, and that is where the shit shirt. Sorry that was not elegant.

125

00:19:30.050 --> 00:19:38.100

Stephanie Bogan: but it's 1 of the more true things. So I'm in Costa Rica a few years ago. True story. I take my daughter, Emma Horseback, riding with some friends.



126

00:19:38.550 --> 00:19:58.379

Stephanie Bogan: It's hot. We're sweaty. I don't know why I had on a flannel and a tank top, and I wrapped it around my waist, and we get back to the car, and Emma has stepped in some manure, and I take off the flannel, and I wipe it off her shoes so that we can get in the car right. Throw it in the back of the vehicle. Get in the car and forget it about about it for a few weeks.

127

00:19:59.050 --> 00:20:03.689

Stephanie Bogan: until one day my husband is like, what is the smell in your car, and I'm like what smell

128

00:20:04.110 --> 00:20:32.869

Stephanie Bogan: right? So he goes to the back and he pulls out the shirt, and he's like, Oh, my God! There is a shirt covered in shit in the back of your car. How could you? What's going on? And I was like, oh, that's from horseback riding, and he's like Here, take it, and I was like, no, that's disgusting. I don't want it, and I don't know why, but in that moment I thought, Oh, my God! This is what we do all the time. Someone walks up sometimes intentionally most of the time. Not. And they say, Here's a shit shirt and we go.

129

00:20:33.070 --> 00:20:39.989

Stephanie Bogan: Okay, let me try this. Oh, this is uncomfortable. But you know what I'm just gonna wrap. Yes, oh, man, I hate this. But I'll just keep on doing it.

130

00:20:40.310 --> 00:20:47.630

Stephanie Bogan: We don't stop and say 1st and fore to others, but 1st and foremost to the voices in our head, hey? You know what?

131

00:20:47.670 --> 00:20:49.499

Stephanie Bogan: I'm not wearing the shit shirt anymore.

132

00:20:49.930 --> 00:20:51.759

Stephanie Bogan: it's not required.

133

00:20:51.860 --> 00:20:58.250

Stephanie Bogan: And so, if you understand that it's your head trash that is stucking you most of the time.

134

00:20:58.500 --> 00:21:06.089

Stephanie Bogan: not the strategies, not the processes, as you've undoubtedly seen. We have those in spades here in spades.

135

00:21:06.260 --> 00:21:19.890

Stephanie Bogan: It's getting clear on what you're trying to solve, and how you want to solve it, and why that matters that when you get over that hump that is, when you kick in and go. Oh, did to do. I'm gonna do this. And that's where that hockey stick effect really starts to kick in.

136



00:21:19.930 --> 00:21:43.100

Stephanie Bogan: Here's what we know. We have 60,000 or so thoughts per day. 80% of them are negative. 95% of those are on a constant replay loop in your mind. And by the time we're about 30, 35. We are literally a hardwired set of pre program thoughts, habits and behaviors. You are 95%, Terry, 95% likely

137

00:21:43.110 --> 00:21:55.030

Stephanie Bogan: to think, feel and do today what you did yesterday. And it's why we get stuck in that loop. And if we think about it, the reason is in order to get out of the loop, we have to get above it.

138

00:21:55.260 --> 00:22:00.789

Stephanie Bogan: And that work starts inside. So we're gonna do some exercises today to give you all a chance to practice.

139

00:22:01.140 --> 00:22:08.250

Stephanie Bogan: But the idea is, as we all know, there's the surface level of what we see. This is that strategy at the top of the pyramid.

140

00:22:08.390 --> 00:22:21.550

Stephanie Bogan: I'm gonna check my email 17 times a day. There's a story behind every single thing that we do empowered or disempowered. So our scripts literally run our stories about 95% of the time.

141

00:22:22.160 --> 00:22:37.209

Stephanie Bogan: Now, the cool thing is, our brains have this concept called neuroplasticity, which is actually a new concept in the last, like 40 years of neuroscience. But they've actually learned that our personalities are not fixed. We can radically change who we are and how we show up

142

00:22:37.390 --> 00:22:42.929

Stephanie Bogan: by changing the stories that are ultimately the origin of that behavior.

143

00:22:43.100 --> 00:22:55.240

Stephanie Bogan: And below that surface is your state. That's your underlying, operating condition. Are you showing up positive and empowered, and I'm not going to give up. I got this. I'll keep on trying. Are you like? Oh, my God! I just can't remember a while, and I'll get to it later.

144

00:22:55.660 --> 00:23:05.049

Stephanie Bogan: Right? Our goal is to always be in that lean in state right? And it starts again as we talk so much about. It really starts with the voices in our head.

145

00:23:06.441 --> 00:23:18.669

Liz Hand, CFP®: Yeah. And with that strategy, what we're doing is either proving, protecting, defending, and those can come out in these 6 different ways. So picture yourself. You're sitting on the couch. Perhaps you're in the past, or perhaps you're in the future.

146

00:23:18.770 --> 00:23:22.199



Liz Hand, CFP®: and you've you've realized you've lost your mind, but

147

00:23:22.350 --> 00:23:33.570

Liz Hand, CFP®: not in the way that people talk about it. But like you've been on this trail with your mind, and you don't know how long you've been sitting there catastrophizing what could happen in the future. Oh, they did this, and then that means that. And then that means that.

148

00:23:33.680 --> 00:23:38.660

Liz Hand, CFP®: like we're planners. And so we love to look out into the future and see what else could happen.

149

00:23:38.790 --> 00:23:40.860

Liz Hand, CFP®: Catastrophizing can take up your time

150

00:23:41.010 --> 00:23:45.160

Liz Hand, CFP®: because you're thinking about all the what ifs that may or may not even be true.

151

00:23:45.490 --> 00:23:48.709

Liz Hand, CFP®: Or perhaps you're going in the past something like

152

00:23:49.190 --> 00:24:00.399

Liz Hand, CFP®: personalizing, blaming yourself for something that happened. Oh, that person! They're upset! That means that I bah! And and taking it all on yourself versus keeping it neutral. So both of those

153

00:24:00.748 --> 00:24:15.210

Liz Hand, CFP®: and how they show up in these different strategies are either in the past or in the future. So when we talk about being in a present state of mind, your mind is relaxed outside of the personalizing, magnifying, catastrophizing, polarizing, rehashing, or rehearsing.

154

00:24:15.210 --> 00:24:15.830

Stephanie Bogan: Heaven.

155

00:24:15.950 --> 00:24:27.629

Stephanie Bogan: So take a moment and ask yourself what are some of the strategies that you're using? As Liz said, there are core strategies. I dropped them in the chat. We use strategies to survive

156

00:24:27.640 --> 00:24:38.310

Stephanie Bogan: the strategies that you use are based on your childhood. If it was happy and pleasant, you developed one set of strategies. If it was less than happy and pleasant. You developed another set of strategies.

157

00:24:38.330 --> 00:24:55.809

Stephanie Bogan: Everyone has stories which determine their strategies, unless, as we've talked about, unless if you're like. No, no, this does not apply to me. It might not. But it means, according to the



research and the science that you are is a sociopath or psychopath, because they don't have an ego to have that conversation with.

158

00:24:55.840 --> 00:25:03.060

Stephanie Bogan: So if that is you, please let me know. We need to refer you to an outside specialist. Otherwise ask yourself how

159

00:25:03.340 --> 00:25:06.699

Stephanie Bogan: what is the conversation in your head start to sound like?

160

00:25:07.170 --> 00:25:23.910

Stephanie Bogan: I was just having a conversation with my son. He's in a new 17. He's in a new relationship. She's off on vacation, and he's like. And I said, Oh, this is catastrophizing. It's like, what if this? And what if she meets someone on the beach in Mexico? And I was like, what what if

161

00:25:24.030 --> 00:25:31.020

Stephanie Bogan: right, our brains, if you understand? They're called in the language of research. They're called cognitive distortions.

162

00:25:31.170 --> 00:25:34.220

Stephanie Bogan: right? Our brains take something, an event.

163

00:25:34.260 --> 00:25:38.090

Stephanie Bogan: And they just stored that event. We all do it

164

00:25:38.530 --> 00:26:02.420

Stephanie Bogan: to through the lens of our story. So if you grow up in a world like I did, where right things, not being like perfect, ended up with a series of options of very bad things happening. What is a survival strategy? Right? I will be perfect. And there I will just not create space for bad things to happen. But, man, you want to talk about having a problem with personalizing, magnifying, and catastrophizing.

165

00:26:02.570 --> 00:26:03.729

Stephanie Bogan: I got a gold medal.

166

00:26:04.780 --> 00:26:12.660

Stephanie Bogan: I mean, I can take a seemingly innocuous event and turn it into. I'm going to be in by a hungry tiger and die in a 5th of a second. Like every other human.

167

00:26:12.690 --> 00:26:14.300

Stephanie Bogan: The difference is

168

00:26:14.330 --> 00:26:16.105

Stephanie Bogan: in those moments I go.



169

00:26:17.060 --> 00:26:20.339

Stephanie Bogan: kind of this is that thing I'm catastrophizing. Okay.

170

00:26:20.580 --> 00:26:21.480

Stephanie Bogan: okay.

171

00:26:21.910 --> 00:26:41.100

Stephanie Bogan: And so there are things that we can do to counter that. One of the things I just ran across Liz will appreciate this as a coaching strategy is. It's an honest engines, kind of conversation. It shifts your thinking, which is, I feel, fear, anxiety, stress, overwhelm, I feel fear, because I choose to believe I have to.

172

00:26:41.800 --> 00:26:47.059

Stephanie Bogan: because the voices in your head have been conditioned to that state.

173

00:26:48.030 --> 00:26:52.070

Stephanie Bogan: but that allows you to then sit in a space and say, I feel

174

00:26:52.330 --> 00:26:55.739

Stephanie Bogan: trust and love because they choose to believe that I have to.

175

00:26:56.470 --> 00:27:11.289

Stephanie Bogan: and you are literally in that moment stopping the cognitive distortion. Right? There are number strategies when talk about a lot of them. That's just one that I ran across recently that I really liked, because it forced me to be like, Yeah, I choose to believe that I have to, but that doesn't make it true.

176

00:27:12.160 --> 00:27:18.940

Stephanie Bogan: So when we can get clear, hey, I have a tendency to magnify 10 right. Our brains are hardwired to focus on the positive. The negative

177

00:27:19.270 --> 00:27:27.460

Stephanie Bogan: 9 to one compared to the positive. So magnifying is something that almost everyone suffers from. But when we can catch yourself in that moment and go. Oh.

178

00:27:27.910 --> 00:27:36.969

Stephanie Bogan: right. That voice in my head is not playing nice today. It's like, Okay, how bad can it really be? You know what's the worst thing, and you can pretty quickly get to a place where your brain's like. Oh.

179

00:27:37.030 --> 00:27:39.910

Stephanie Bogan: the monster in the closet is just not that scary.

180



00:27:40.100 --> 00:27:51.019

Stephanie Bogan: If we don't catch ourselves, it magnifies, and that moment of stress turns into a little bit of anxiety, can turn into real anxiety, can turn into pressure, it can turn into lots of not good stuff.

181

00:27:51.320 --> 00:28:00.069

Stephanie Bogan: so our work is to catch it, and then ultimately figure out how to address it and release it right to in trying to click ahead, and it won't let me

182

00:28:00.120 --> 00:28:02.310

Stephanie Bogan: empower new and better stories.

183

00:28:03.250 --> 00:28:09.800

Liz Hand, CFP®: Well, I am curious. For those watching today. What are you learning about yourself through that

184

00:28:09.850 --> 00:28:12.800

Liz Hand, CFP®: like, what are the top 2 strategies that you use.

185

00:28:12.850 --> 00:28:14.359

Liz Hand, CFP®: Maybe put that in the chat.

186

00:28:14.750 --> 00:28:15.370

Stephanie Bogan: Love it.

187

00:28:18.230 --> 00:28:19.900

Stephanie Bogan: I'll go back so you can see them.

188

00:28:20.930 --> 00:28:22.599

Liz Hand, CFP®: I noticed for me there are

189

00:28:22.630 --> 00:28:24.050

Liz Hand, CFP®: specific events

190

00:28:24.360 --> 00:28:25.820

Liz Hand, CFP®: that I rehash.

191

00:28:25.960 --> 00:28:30.960

Liz Hand, CFP®: and I have been trying to clear them continuously. But it goes back to this story of like.

192

00:28:31.070 --> 00:28:37.649

Liz Hand, CFP®: I want to be a good girl, which means inherently, I believe I am not a good girl. So if if that



193

00:28:38.360 --> 00:28:43.190

Liz Hand, CFP®: incident where I asserted myself in a certain way, keeps showing up. It was

194

00:28:43.290 --> 00:29:01.620

Liz Hand, CFP®: just all cards in the table here it was when I let a CI. When I let an employee go like, how dare I? And I've worked on this with stuff? I've got a little note card that answers that voice back. That's that rehashing going back like, how could have I done this differently so that I wouldn't have to fire? Because if I fired, then I'm a bad person.

195

00:29:02.210 --> 00:29:04.330

Liz Hand, CFP®: and notice how much time I get sunk into that.

196

00:29:04.780 --> 00:29:13.777

Stephanie Bogan: Well, and that's the point like to. We all do right. So the reframe for Liz. I can't remember it exactly, but it was something around. I'm right. I'm a conscious, a leader.

197

00:29:14.050 --> 00:29:15.620

Liz Hand, CFP®: Committed and conscious leader. Yeah.

198

00:29:15.620 --> 00:29:18.920

Stephanie Bogan: Look at that. I remember that for months, right? I'm a committed conscious leader right.

199

00:29:18.920 --> 00:29:20.449

Liz Hand, CFP®: 2 years old, Steph.

200

00:29:20.450 --> 00:29:34.209

Stephanie Bogan: 2 years. Look at that and love it right. But now she can insert that, and when that voice shows up in survival state, I'm not enough of a good girl. I'm right. I shouldn't do this because it makes me not nice. And what if people think I'm not nice.

201

00:29:34.210 --> 00:29:53.289

Stephanie Bogan: you know. Oh, my good to. I'm a committed conscious leader. I can make the decisions that I need, even the tough ones to align my team with. This company's higher, and my work and my higher purpose. I will stand in that space with confidence. I am capable of making hard calls. I have all the time that I need right? You just pick the belief

202

00:29:53.290 --> 00:29:55.450

Stephanie Bogan: and notice how the shift

203

00:29:55.500 --> 00:30:18.789

Stephanie Bogan: starts with self talk. So the thought creates the feeling, and if you can catch yourself. You can kinda hack your brain and reverse loop all the condo it's open. It's like, well, thank you for feeding me that download, but I'm gonna send it back up with something new and better. And when we



do this consistently, it creates the most powerful tool that we have when it comes to our brains. I call it a pattern interrupt

204

00:30:18.900 --> 00:30:27.770

Stephanie Bogan: in the moment that Liz goes. Oh, it's happening again. It's not happening in that moment. It is now something she can observe and say.

205

00:30:27.960 --> 00:30:29.150

Stephanie Bogan: old talk.

206

00:30:29.280 --> 00:30:36.039

Stephanie Bogan: new talk. I'm a committed conscious leader that can make the decisions I need to align my team with our higher purpose, even when it's hard.

207

00:30:36.280 --> 00:30:55.159

Stephanie Bogan: And each time that she does that she's breaking the old pathway, and she's starting a new one. And when she repeats that over and over when she gives it attention, the brain and its chemistry cannot help but shift its focus there with her. So it becomes the new pathway, and when she does it over and over and over.

208

00:30:55.310 --> 00:31:01.349

Stephanie Bogan: Liz, I promise she's so much better at it. But years from now we'll be coaching someone.

209

00:31:02.700 --> 00:31:16.499

Stephanie Bogan: From a place of so much conscious leadership where she's like, yeah, there was a time where, just speaking the truth for me in the organization had me, just, you know, inside out, having to call my like. I know exactly the seat that you're sitting in.

210

00:31:17.900 --> 00:31:32.989

Stephanie Bogan: That's the work is as that old pathway falls on. We create essentially new and better thought habits, and your thought habits define your life, your level of success, health, wealth, and wellbeing, like they are the most important asset that you have.

211

00:31:33.886 --> 00:31:36.370

Stephanie Bogan: Belief is your greatest currency.

212

00:31:38.610 --> 00:31:44.819

Liz Hand, CFP®: Yeah. So as we look today at our self talk, there are some specific places that you might be able to cherry pick.

213

00:31:45.250 --> 00:31:49.970

Liz Hand, CFP®: So some areas. So we're looking at our time relationships and quality of life.

214



00:31:50.560 --> 00:31:54.709

Liz Hand, CFP®: You can go to the next slide, some within our time of productivity.

215

00:31:54.850 --> 00:31:57.179

Liz Hand, CFP®: How you apply your time matters

216

00:31:57.190 --> 00:31:58.290

Liz Hand, CFP®: and

217

00:32:00.550 --> 00:32:08.839

Liz Hand, CFP®: when we, when we feel like we're getting caught in our time, and you're tracking and like, I'm off task again. There's some story that's sucking you.

218

00:32:09.194 --> 00:32:15.559

Liz Hand, CFP®: Maybe you're trying to protect or prove something by staying in your email versus getting ahead on the work that you want to get through

219

00:32:15.730 --> 00:32:23.839

Liz Hand, CFP®: the quality of relationships. Think about the way that you treat yourself, or the way that you treat others. Do you tend to spark with anger.

220

00:32:23.970 --> 00:32:30.629

Liz Hand, CFP®: or maybe like for me, I'm more like, Oh, everything's fine, everything's fine. Let's just make it everything.

221

00:32:30.650 --> 00:32:32.670

Liz Hand, CFP®: Make everything pacified.

222

00:32:32.720 --> 00:32:45.869

Liz Hand, CFP®: and that is a that is a protection mechanism that I have, because my story is that I cannot disrupt the water. I cannot make waves, and so if someone is feeling a certain way it goes to my story of like, Oh, I am bad.

223

00:32:45.980 --> 00:32:49.310

Liz Hand, CFP®: which is a core story for me, especially in the in the Midwest.

224

00:32:52.210 --> 00:32:58.079

Liz Hand, CFP®: yeah. And so, even just as you experience yourself in the in the work that you do

225

00:32:58.400 --> 00:33:03.909

Liz Hand, CFP®: like, I'm thinking about the way I project out my future and what it is that I want for myself.

226



00:33:04.020 --> 00:33:07.370

Liz Hand, CFP®: Can I see myself in that place of like

227

00:33:07.380 --> 00:33:13.460

Liz Hand, CFP®: badass business owner that has employees that really respect her, and a business that is flourishing.

228

00:33:14.510 --> 00:33:16.440

Liz Hand, CFP®: Can I talk to myself in that way?

229

00:33:16.862 --> 00:33:20.970

Liz Hand, CFP®: That way I can experience the flow that comes from an easy

230

00:33:22.200 --> 00:33:28.030

Liz Hand, CFP®: moving business where I have the systems and processes in place that flow money to me

231

00:33:28.120 --> 00:33:37.449

Liz Hand, CFP®: like that's the question I'm actually looking at right now is my own attachment to can can Liz hand experience, blurish of income?

232

00:33:38.200 --> 00:33:53.360

Liz Hand, CFP®: It's been a story for a while that I can't. And so I've always had to stop and recreate and redo and pivot and do something else. But I've spent about 5 years now, really remaking the business and putting in the systems and processes to experience the flow of it.

233

00:33:53.720 --> 00:33:59.199

Liz Hand, CFP®: Can I talk to myself in a place of like actually just relax, Liz, don't recreate the wheel here.

234

00:33:59.610 --> 00:34:02.059

Liz Hand, CFP®: step back and let the process work for you.

235

00:34:02.070 --> 00:34:09.730

Liz Hand, CFP®: So there's always places to look within the way that we're talking to ourselves, the way we relate to other people, and the way we are in our time and productivity.

236

00:34:10.719 --> 00:34:13.579

Stephanie Bogan: The reality that you are experiencing.

237

00:34:14.749 --> 00:34:22.459

Stephanie Bogan: And this isn't right. Just Steph thinks this is right, right where the research and the neuroscience really have just come so far



238

00:34:23.519 --> 00:34:45.029

Stephanie Bogan: right. The self talk is like our reality is a direct reflection of the conversations that we have with ourselves in our heads. If Liz sits around every day saying, I'm a badass business owner, I'm confident I'm flourishing. I am divine. I am aligned. I am having massive impact. I am reframing what financial planning is for people who are stuck in their money mindsets like this is my

239

00:34:45.029 --> 00:34:56.159

Stephanie Bogan: like. Her brain chemistry automatically starts dropping serotonin dopamine, happy chemicals, but puts her in that above the so notice how, if you do that for 30 seconds

240

00:34:56.249 --> 00:35:04.239

Stephanie Bogan: I feel better right now. I felt that I was like, I feel all mo Joey inside, and I'm talking about Liz like when you talk like that.

241

00:35:04.389 --> 00:35:06.769

Stephanie Bogan: especially when you do it out loud.

242

00:35:06.889 --> 00:35:16.909

Stephanie Bogan: Your brain, biologically, has to get on board. And when you're sitting there thinking, I'm so overwhelmed you're like, brain is like, Yeah, we are. Let's have some more cord is all this is awful

243

00:35:17.119 --> 00:35:24.819

Stephanie Bogan: right? So we keep ourselves literally we are. This is going to sound harsh. But this is true in so many ways.

244

00:35:24.869 --> 00:35:31.499

Stephanie Bogan: You just have to identify your ways. This is the work I'm doing right now, man, I'm like, it's gonna be amazing on the other side.

245

00:35:31.500 --> 00:35:32.350

Mark Wade: Side.

246

00:35:33.140 --> 00:35:37.129

Stephanie Bogan: I am addicted. They are addicted to suffering and struggle.

247

00:35:38.280 --> 00:35:39.530

Stephanie Bogan: We're addicted to it.

248

00:35:40.270 --> 00:35:48.180

Stephanie Bogan: We create half of it. I'll check email 29 times, even though, that I'm not supposed to right, because it's not right. That's really the work that we're doing

249

00:35:48.500 --> 00:36:16.729



Stephanie Bogan: is what are the thought habits that we are super conditioned to that. We've become addicted to that. Our neurobiology has become addicted to, and the biggest mechan outside of coaching or therapy, the biggest lever we have to pull is our self talk, because it goes both ways. If Bridget sits here in the morning and I like in was in the mirror this morning. I'm like, I'm a global thought leader. I'm having amazing impact on the planet. I'm here to be a humble servant. I'm wanna ele people elevate their work, their wealth. And I'm like, I just feel better

250

00:36:16.980 --> 00:36:42.499

Stephanie Bogan: right. And we get to carry that state. And then things happen right. You started the day with the meeting, and that meeting does not go the way that you thought it was. Gonna go. And you're like my, she just went negative, like, I just feel grumpy, and I was like, we cannot have that. So before I got in this call, it was literally standing 3 feet over there like, alright, I can let these things pass like da da da like and like, let's get it. And my state instantly just got back to okay, like clearing, conscious and positive. And let's do good work.

251

00:36:43.260 --> 00:36:45.750

Stephanie Bogan: It really is an invitation

252

00:36:45.770 --> 00:36:55.629

Stephanie Bogan: to challenge the quality, not just of your thinking, but of the conversations that you have with yourself, because the quality of your thoughts and conversations fundamentally

253

00:36:55.690 --> 00:36:58.419

Stephanie Bogan: determine the quality of your practice and your life.

254

00:36:59.403 --> 00:37:06.690

Stephanie Bogan: So we talked a lot at the beginning of the year. This is like a midyear refresh about what we call catch and correct.

255

00:37:06.840 --> 00:37:18.239

Stephanie Bogan: Liz talked about it. I've talked about it, and I wanna just have you take a minute to think about something here, something else. It could be right. More of a feeling thing like I feel fearful or anxious.

256

00:37:18.700 --> 00:37:26.839

Stephanie Bogan: What's the negative story? The conversation in your head is a reflection of the story. I can't charge planning fees for that

257

00:37:26.900 --> 00:37:33.389

Stephanie Bogan: right? That's a negative conversation. Do we agree that it has to be rooted in a negative story.

258

00:37:33.500 --> 00:37:39.799

Stephanie Bogan: Great if the story is, I'm not worth it, or I'm an imposter. I don't know if that's possible, or I have to struggle.

259

00:37:40.110 --> 00:37:48.730

Stephanie Bogan: I'm not going to sit in that place if I can charge anything Fee I want, because I know that I'm delivering 10 times the value of fees that I'm charging, and I know that I'm pretty awesome at communicating that to people.

260

00:37:49.403 --> 00:37:51.860

Stephanie Bogan: Now we have to get there, that's the work.

261

00:37:52.160 --> 00:37:58.693

Stephanie Bogan: But that's what what Liz and I are telling you is, you can actually right. It's the what's that saying?

262

00:37:59.270 --> 00:38:06.050

Stephanie Bogan: don't dress for the job you have. Dress for the the job you have want. Don't fake it right, fake it till you make it. It's actually true.

263

00:38:06.070 --> 00:38:13.350

Stephanie Bogan: You can start to rewire those those pathways and thought habits when you pattern, interrupt, right catch

264

00:38:13.460 --> 00:38:19.799

Stephanie Bogan: and then correct, hey? I can't double my income and time off in 18 months. Well, you can't with that attitude.

265

00:38:20.290 --> 00:38:27.310

Stephanie Bogan: But if you go in and you're like, if Stephanie did it, and Adam did it, and like Wow, if they did it. I can do it, too. Your brain's like. All right, let's do that.

266

00:38:27.850 --> 00:38:36.119

Stephanie Bogan: and so take a moment and ask yourself what's the biggest negative conversation like it's the one that shows up the most often.

267

00:38:37.520 --> 00:38:39.400

Stephanie Bogan: What's that conversation look like?

268

00:38:41.670 --> 00:38:42.809

Stephanie Bogan: And then

269

00:38:43.660 --> 00:38:50.550

Stephanie Bogan: Liz is going to take you through that in just a moment. So just think about that as we talk about like. Here are the 4 things

270

00:38:50.720 --> 00:39:12.119



Stephanie Bogan: I call it soothing the savage beast. Emma, my daughter will get, you know, like girl 13 year old girl drum is always fun, and I'll be like, Oh, are the monkeys out of the cage? And she'll be like, yeah. The monkeys are loud today, mom, and I'm like, alright right? Cause I'm just trying to teach her that she isn't the feeling. It's like a thing right. And that's awareness. The second Bridget, that you go. I don't feel good. I'm gonna think, to stop.

271

00:39:12.320 --> 00:39:20.310

Stephanie Bogan: That's like the hardest work of all. Yeah, because you have interrupted a pattern that you're 95 habituated to.

272

00:39:20.480 --> 00:39:23.050

Stephanie Bogan: If you can do that, you can do anything.

273

00:39:23.440 --> 00:39:49.209

Stephanie Bogan: I mean anything, because with awareness we can get clarity. Remember that 4 questions, what's happening? I'm really frustrated about XY or Z. Oh, wait! I feel frustrated because they choose to believe I have to. What's happening. Really, I'm choosing to believe that I need to be. Frustration is the right response here. Because da, da, da, okay, what's really happening. I have a story that I'm going to be let down. And someone just fed that story. Juicy cheeseburger.

274

00:39:49.600 --> 00:39:51.949

Stephanie Bogan: juicy double burger with bacon.

275

00:39:52.570 --> 00:39:53.590

Stephanie Bogan: Alright.

276

00:39:53.710 --> 00:40:05.229

Stephanie Bogan: What do I? Is it really true. No, it's not really true, not really. So. You notice how my frustration just became like, actually, not so much. All right. What do I choose to believe. What's the conversation I want to have? Hey?

277

00:40:05.810 --> 00:40:15.190

Stephanie Bogan: Right, this is what happened. Here's how we're going to address it like da da da, right like notice how it went from all this feeling to like, Okay, what practical, conscious action am I gonna take

278

00:40:15.400 --> 00:40:18.100

Stephanie Bogan: right? What am I gonna give my attention to

279

00:40:18.760 --> 00:40:28.169

Stephanie Bogan: is the really important part. If you have any negative, persistent feeling, fear, uncertainty, doubt, stress, anxiety, frustration.

280

00:40:28.260 --> 00:40:34.980

Stephanie Bogan: and it's not, you know, like, Oh, someone flips you off on the way to school, and you know you're upset, and then it goes away



281

00:40:34.990 --> 00:40:39.480

Stephanie Bogan: right? That's what's supposed to happen according right to to our biology in nature.

282

00:40:39.750 --> 00:40:49.180

Stephanie Bogan: But humans can lock on to things. We're the only creatures on earth that can create, induce the stress, state the fight or flight restate with a thought.

283

00:40:49.230 --> 00:40:52.470

Stephanie Bogan: All other creatures on the planet have to actually face

284

00:40:52.760 --> 00:40:54.189

Stephanie Bogan: an actual threat.

285

00:40:54.400 --> 00:41:02.119

Stephanie Bogan: And that's because our brains don't know the difference between what's imaginary and what's real. So that's the downside. The upside is, if you give your attention

286

00:41:02.170 --> 00:41:06.550

Stephanie Bogan: to the positive, the empowered, and the self talk, and you practice it.

287

00:41:06.970 --> 00:41:18.110

Stephanie Bogan: It goes the other direction. Right is, we get to soothe that savage beast, as we like to say, right? Instead of getting eaten by the Hungry Tiger, we get to go. Oh, cute little Kitty Cat! Not that big a deal

288

00:41:18.690 --> 00:41:30.349

Stephanie Bogan: right, and we reserve those catastrophe feelings in the Mac for actual events that warrant that level, and even those events ideally right, we want to come to and from a calmer, more conscious space.

289

00:41:32.230 --> 00:41:38.333

Liz Hand, CFP®: One thing that came up for me that I can't quite get out of my head, so I just want to say it for those people who

290

00:41:38.930 --> 00:41:43.479

Liz Hand, CFP®: hear the fake it till you make it, and there's like an initial like bristling.

291

00:41:44.160 --> 00:41:50.180

Liz Hand, CFP®: Remember that you can always go back into your history and find proof.

292

00:41:50.200 --> 00:41:51.970

Liz Hand, CFP®: but you have done it before.



293

00:41:52.270 --> 00:41:55.650

Liz Hand, CFP®: and so fake it till you make it doesn't necessarily mean, like

294

00:41:55.960 --> 00:42:00.870

Liz Hand, CFP®: you have to construct something that hasn't been there oftentimes for those people that

295

00:42:01.170 --> 00:42:21.779

Liz Hand, CFP®: that bristle against that. Usually they forgot that in the past they've addressed similar types of things and overcome lots of situations that will prepare them for the future. And so I just wanted to save that cause. I noticed it hit me, and I was like, Oh, I can't just fake it. I'm too authentic for that, you know. I like all my emotions, are on my sleeve. So

296

00:42:22.170 --> 00:42:25.059

Liz Hand, CFP®: But that's that's the direction. I would go with that.

297

00:42:25.250 --> 00:42:35.319

Stephanie Bogan: Yeah, no, I think it's a really good point. Another way to say that is really to stand in your truth. Right? If you can right? Say, I hear those voices, and I have that feeling.

298

00:42:35.780 --> 00:42:51.689

Stephanie Bogan: and I'm doing the work. But in this moment, right, I'm gonna flip that switch, and I'm gonna catch it correct. And I'm gonna say, actually, I'm a committed conscious leader that's putting on right the the higher version of you before you feel it

299

00:42:51.740 --> 00:42:56.830

Stephanie Bogan: and fake it till you make. It is a really right flippant way to communicate that to Liz Point. It's right.

300

00:42:56.830 --> 00:42:57.690

Liz Hand, CFP®: Offering.

301

00:42:57.850 --> 00:43:02.369

Stephanie Bogan: No, it's a phrase we're all used to. But I think you're right. The deeper meaning there is.

302

00:43:02.380 --> 00:43:07.280

Stephanie Bogan: You are essentially creating a vision of yourself

303

00:43:07.990 --> 00:43:14.260

Stephanie Bogan: a higher version, right in Liz's case, more clear, more calm, more conscious, more confident.



304

00:43:14.540 --> 00:43:30.380

Stephanie Bogan: And then we're choosing via that awareness pattern, interrupt to to envision, and then step into that version of ourselves even before we feel it so. If I feel fearful, or anxious, or overwhelmed or frustrated.

305

00:43:30.420 --> 00:43:31.835

Stephanie Bogan: I can be like,

306

00:43:32.430 --> 00:43:38.989

Stephanie Bogan: not feeling very Gandhi like at the moment. But okay, right? I'm gonna step into

307

00:43:39.100 --> 00:43:46.210

Stephanie Bogan: how I would want to feel and respond. I'm gonna step into. I'm a clearing, conscious leader. I can be calm and patient.

308

00:43:46.540 --> 00:43:57.180

Stephanie Bogan: Right? That's right. You're claiming it before you feel it, and that actually aligns your brain and your biochemistry to catch up.

309

00:43:57.390 --> 00:44:08.499

Stephanie Bogan: If you believe it, your brain. This is so powerful, if you fundamentally truly believe something, your brain is hardwired to catch up

310

00:44:08.970 --> 00:44:22.080

Stephanie Bogan: the second, that Liz believes that she deserves to abundantly flourish with ease and joy, even if she's not pleasing and perfect in every way. That's the hitch there right. I'm deserving when I'm good.

311

00:44:22.930 --> 00:44:34.488

Stephanie Bogan: Can you feel deserving in that moment when you feel like you didn't like? That's the next level of work that we're all right, that coaches go through like, oh, I'm great! What if I messed up, and I still have to feel great about myself?

312

00:44:34.880 --> 00:44:41.280

Stephanie Bogan: So this exercise? This is, gonna take you through it, because I know we have kind of the the

313

00:44:41.410 --> 00:44:46.229

Stephanie Bogan: we talk about this in the terms of time. Now we want to talk about it in the terms of our self. Talk.

314

00:44:48.410 --> 00:44:49.480

Liz Hand, CFP®: So



315

00:44:49.560 --> 00:44:51.720

Liz Hand, CFP®: you can probably feel

316

00:44:51.910 --> 00:45:02.319

Liz Hand, CFP®: when there's a statement that you say that is below the line, like there's kind of a sluggishness to it. You can also feel just like stuff said when she was

317

00:45:02.340 --> 00:45:13.459

Liz Hand, CFP®: saying like she's a committed and conscious leader, and it's not even about me. But I'm starting to feel it, and it feels good. You can feel when the words start to elevate you so isn't it neat that we get to design our word, and we can elevate ourselves therein.

318

00:45:13.800 --> 00:45:30.139

Liz Hand, CFP®: So with this sheet, it's the pretty simple you've you've worked with above the line before, from the perspective of tasks that you do, ones that have that sluggish feel to them versus ones that you can get lost in year and flow. State. And so this is from the words that you're speaking perspective.

319

00:45:30.690 --> 00:45:31.670

Liz Hand, CFP®: Now.

320

00:45:32.060 --> 00:45:39.452

Liz Hand, CFP®: I'll just go through a couple of pieces of mine just to kind of get the to prime the pump, as they say.

321

00:45:39.760 --> 00:45:43.999

Stephanie Bogan: This is samples. This is samples in the chat. If anyone wants to open it up.

322

00:45:44.000 --> 00:45:56.380

Liz Hand, CFP®: Yeah. So the frequent one that gets me is, everyone is angry at me. So I am very reactive to the way that people engage with me, because I'm always looking to see if somebody's angry at me. So notice that.

323

00:45:56.450 --> 00:46:07.070

Liz Hand, CFP®: like I'm looking to see. Therefore I'm trying to prove my story that everyone is angry at me. So that's a below the line thing. And once once I perceive that then I start into all of these

324

00:46:07.421 --> 00:46:13.519

Liz Hand, CFP®: extra activities that don't need to be in the space which take up my time, my energy, my attention.

325

00:46:14.520 --> 00:46:25.849

Liz Hand, CFP®: another one. It's not on this list, because it's 1 that I am looking at right now. It's a new one for me, which is that I can't go as fast as I want to go. I need to stop and make sure everybody's



okay

326

00:46:25.880 --> 00:46:27.069

Liz Hand, CFP®: before I go.

327

00:46:27.200 --> 00:46:32.119

Liz Hand, CFP®: And so that is preventing me from some of the bigger goals that I have personally.

328

00:46:32.140 --> 00:46:34.279

Liz Hand, CFP®: whether it's impacting my family.

329

00:46:34.310 --> 00:46:50.540

Liz Hand, CFP®: my business, my colleagues? My business partner, Clinton. And so when I'm in those States again, I'll stop my behavior, I won't go towards the things that I really want. If I believe I need to like, make sure everybody's okay before I do

330

00:46:51.580 --> 00:46:57.390

Liz Hand, CFP®: on the flip side, when I am above the line, and really feeling good and energized about myself.

331

00:46:57.420 --> 00:47:01.450

Liz Hand, CFP®: Some of the things that I'm saying is that money is always in motion.

332

00:47:01.700 --> 00:47:03.740

Liz Hand, CFP®: and I am ready for what's next.

333

00:47:04.550 --> 00:47:06.990

Liz Hand, CFP®: I am willing and ready for all that's next.

334

00:47:07.210 --> 00:47:11.319

Liz Hand, CFP®: and that is just looking at the things that I want to create for myself.

335

00:47:11.360 --> 00:47:13.829

Liz Hand, CFP®: I'm willing and ready for that. Bring it on

336

00:47:14.797 --> 00:47:19.709

Liz Hand, CFP®: I'm making room for next level, Liz. So as you look at that.

337

00:47:19.730 --> 00:47:22.629

Liz Hand, CFP®: I'm gonna stop talking for a moment and let you

338

00:47:22.710 --> 00:47:25.309



Liz Hand, CFP®: look at the yeah, the things that come up for you

339

00:47:26.150 --> 00:47:28.240

Liz Hand, CFP®: and fill out this worksheet for yourself.

340

00:47:29.430 --> 00:47:32.499

Liz Hand, CFP®: What's a predictable thing that you might say to yourself.

341

00:47:33.050 --> 00:47:34.980

Liz Hand, CFP®: self that stops you.

342

00:47:35.970 --> 00:47:37.160

Liz Hand, CFP®: pauses, you

343

00:47:37.380 --> 00:47:38.420

Liz Hand, CFP®: spend. What do you have.

344

00:47:38.710 --> 00:47:44.319

Stephanie Bogan: Yeah, what are negative stories that drain? You stall, you stuck, you make you hesitate like.

345

00:47:54.670 --> 00:47:56.550

Liz Hand, CFP®: Anybody want to come on

346

00:47:57.010 --> 00:48:02.279

Liz Hand, CFP®: and share what they learned? Maybe a new learning that you have yourself and for others that don't

347

00:48:02.310 --> 00:48:07.930

Liz Hand, CFP®: maybe put in the chat something that you've just recently learned about yourself just through this conversation today.

348

00:48:24.260 --> 00:48:29.479

Liz Hand, CFP®: Jenny, I see you on screen. Is there any? What have you identified as an above the line

349

00:48:29.560 --> 00:48:31.140

Liz Hand, CFP®: or below the line

350

00:48:31.300 --> 00:48:32.470

Liz Hand, CFP®: self-talk.

351

00:48:32.740 --> 00:48:33.800



Liz Hand, CFP®: That story.

352

00:48:35.420 --> 00:48:36.340

Jenni Chesini: Me Jenny.

353

00:48:36.500 --> 00:48:37.380

Liz Hand, CFP®: Yes, Eugen.

354

00:48:38.347 --> 00:48:44.390

Jenni Chesini: Well, you really spoke to me just now that you're the 2 that you mentioned about

355

00:48:44.810 --> 00:48:52.119

Jenni Chesini: people being angry at you, and then kind of validating that or look, seeking to prove that that is, in fact true.

356

00:48:52.550 --> 00:49:02.400

Jenni Chesini: And then the wanting to caring about making sure everyone's okay. Both of those are probably my top 2 psychological barriers that

357

00:49:03.130 --> 00:49:07.367

Jenni Chesini: I haven't really addressed. But Harry, and you say, I'm like, Yeah, that's exactly me.

358

00:49:08.030 --> 00:49:10.086

Jenni Chesini: So there's some work to do there.

359

00:49:12.320 --> 00:49:13.549

Liz Hand, CFP®: Let me ask you a question.

360

00:49:13.550 --> 00:49:14.640

Jenni Chesini: Yes, please.

361

00:49:15.010 --> 00:49:16.149

Liz Hand, CFP®: If you

362

00:49:17.030 --> 00:49:18.000

Liz Hand, CFP®: felt

363

00:49:18.240 --> 00:49:22.000

Liz Hand, CFP®: within you everything's great. People really love me.

364

00:49:23.180 --> 00:49:24.990

Liz Hand, CFP®: then what else would you create.



365

00:49:28.930 --> 00:49:32.692

Jenni Chesini: Yeah, it's a very fair question.

366

00:49:33.550 --> 00:49:36.309

Jenni Chesini: that it would just be more of all of what's good.

367

00:49:36.680 --> 00:49:46.379

Jenni Chesini: Right? It's all of the the all of what's good in life. So it's the good relationships with clients, good relationships with colleagues, and good relationships with family.

368

00:49:46.950 --> 00:49:49.330

Jenni Chesini: Then it's not that hard to create.

369

00:49:50.120 --> 00:49:50.740

Liz Hand, CFP®: Yeah.

370

00:49:52.000 --> 00:49:53.509

Liz Hand, CFP®: what about the above the line?

371

00:49:53.750 --> 00:49:54.540

Liz Hand, CFP®: Bring you.

372

00:49:56.947 --> 00:50:02.322

Jenni Chesini: Engagement. So deepening relationships. Knowing I'm doing a good job.

373

00:50:03.930 --> 00:50:12.730

Jenni Chesini: yeah, above the line. It's really the core of what we do for me is above the line, which is why I still do this job.

374

00:50:12.880 --> 00:50:18.289

Jenni Chesini: because I do believe that I'm good at it, and I believe I have very loyal clients who see my value.

375

00:50:18.350 --> 00:50:32.790

Jenni Chesini: It's the getting stuck in the other parts, and there's some very specific for me. Just situational things that are those anger and has everybody else. Okay, kind of

376

00:50:33.070 --> 00:50:34.619

Jenni Chesini: trying to resolve those.

377

00:50:35.640 --> 00:50:40.640



Liz Hand, CFP®: what might you say to catch and correct that place of

378

00:50:40.910 --> 00:50:44.299

Liz Hand, CFP®: those situational things? That came up for you in this conversation.

379

00:50:46.150 --> 00:50:50.683

Jenni Chesini: I think the teachings that I'm hearing it's

380

00:50:51.510 --> 00:51:05.564

Jenni Chesini: Just catch it correct. Just stop right, catch it. Correct to something I use with my kids, so that the thought of doing that with myself makes a lot of sense. I know I keep looking away from my camera because you're over here on my screen. I'm not good at this part.

381

00:51:07.330 --> 00:51:14.129

Jenni Chesini: but yeah, catching myself, and just don't do. Don't allow myself to get in that mindset. Don't say.

382

00:51:14.736 --> 00:51:17.229

Jenni Chesini: Oh, he's mad. Oh, I'm just like.

383

00:51:17.420 --> 00:51:22.799

Jenni Chesini: I shell right? It's like, Okay, now, my focus is on trying to correct, to

384

00:51:23.540 --> 00:51:29.970

Jenni Chesini: appease or to make sure everyone else is okay, as opposed to just saying, Well.

385

00:51:30.210 --> 00:51:33.260

Jenni Chesini: I'm gonna push that back and have it. Be your problem, not mine.

386

00:51:33.740 --> 00:51:34.330

Liz Hand, CFP®: Yeah.

387

00:51:35.420 --> 00:51:37.280

Liz Hand, CFP®: are you open to a reflection on that.

388

00:51:37.980 --> 00:51:38.630

Jenni Chesini: Sure.

389

00:51:38.880 --> 00:51:52.159

Liz Hand, CFP®: So when I asked, What is the like replacement? Catch and correct phrase you, you said the words don't feel blah or don't do blah, and our subconscious is like a little child. It wants to take

390



00:51:52.330 --> 00:52:03.619

Liz Hand, CFP®: action on what you say, and so, perhaps, instead of saying that, don't feel this way, or don't go to that word. These above the line phrases, like everything, is working out for me.

391

00:52:03.850 --> 00:52:08.999

Liz Hand, CFP®: All things are working for my good, everything is being made new. All of those types of phrases

392

00:52:09.230 --> 00:52:20.119

Liz Hand, CFP®: are a great replacement that take it out of. Don't do this because then your subconscious will pay attention to the do of that versus what you want to create.

393

00:52:20.760 --> 00:52:24.329

Jenni Chesini: Okay, I like. That's positive, too, as opposed to a negative.

394

00:52:24.840 --> 00:52:31.230

Stephanie Bogan: Yeah, our our brains. It's really interesting when we don't. When we say, you know, I don't want this.

395

00:52:31.490 --> 00:52:36.110

Stephanie Bogan: Our brains don't register the don't they only register the this.

396

00:52:36.940 --> 00:52:43.279

Stephanie Bogan: So to to Liz's point, if we're like, Hey, I'm I'm tired of being broke all the time. Our brain just here's broke.

397

00:52:43.430 --> 00:52:46.229

Stephanie Bogan: and it perpetuates Brooke, if we're like, Hey.

398

00:52:46.460 --> 00:53:00.440

Stephanie Bogan: I, you know, am creating a business that flows more and more money to me with greater ease than ever before. Your brain goes money, ease, effort. Okay, we'll keep tuned. So you're literally telling your brain

399

00:53:00.440 --> 00:53:18.950

Stephanie Bogan: what to tune into and whatever your brain tunes into like a flashlight. It believes that's what you want it to, right deploy all its resources around. And so when we get out of survival state and we focus on things like we're so often stuck in survival state and thoughts that, very much to Liz's question. To Jenny

400

00:53:19.140 --> 00:53:29.449

Stephanie Bogan: we lose right? We don't get into that flow state. We're not doing our best work. We're not having those creative ideas. We're not being as impactful right? Because when we guard

401



00:53:29.550 --> 00:53:33.139

Stephanie Bogan: right, I, as I tell my kids, all feelings come from the same place.

402

00:53:33.480 --> 00:53:42.480

Stephanie Bogan: So we really want to make sure that the conversations we have in our head are all conversations right? If we just took out the keywords, would be things that we want

403

00:53:42.600 --> 00:53:54.019

Stephanie Bogan: right. It's not. I don't want to be broke. It's I want an abundance of money. It's you know. I hate managing people. It's I love having people who work really autonomously at a super high level

404

00:53:54.630 --> 00:54:03.040

Stephanie Bogan: right? And our brain continues to filter everything through that lens right? Even the subconscious stuff. So we're just relaying tracks.

405

00:54:03.080 --> 00:54:05.809

Stephanie Bogan: right? Better thoughts, better habits, better life.

406

00:54:09.470 --> 00:54:17.459

Liz Hand, CFP®: Yes. So one area that this can come up quite frequently for people is apologizing. So I'm sorry or absolutes.

407

00:54:17.480 --> 00:54:18.620

Liz Hand, CFP®: And

408

00:54:19.040 --> 00:54:19.830

Liz Hand, CFP®: so

409

00:54:20.020 --> 00:54:21.480

Liz Hand, CFP®: maybe a

410

00:54:21.490 --> 00:54:28.030

Liz Hand, CFP®: an invitation for you just to be aware of is to notice the places where you are using an apology.

411

00:54:28.570 --> 00:54:34.279

Liz Hand, CFP®: I can catch myself in an email writing that I'm sorry that I forgot to get back to you, or I'm sorry this is late.

412

00:54:34.930 --> 00:54:36.000

Liz Hand, CFP®: Pause.

413



00:54:36.310 --> 00:54:37.290

Liz Hand, CFP®: erase

414

00:54:37.550 --> 00:54:39.380

Liz Hand, CFP®: that email, and say.

415

00:54:39.550 --> 00:54:42.880

Liz Hand, CFP®: I'm excited to deliver this information. Here's what you need.

416

00:54:43.260 --> 00:54:46.800

Liz Hand, CFP®: and if somebody needs an apology from you, they can assert that

417

00:54:47.080 --> 00:54:52.679

Liz Hand, CFP®: you don't have to come to a conversation already self deprecating and saying, I'm so sorry.

418

00:54:53.280 --> 00:54:53.913

Liz Hand, CFP®: whatever

419

00:54:56.060 --> 00:54:57.340

Liz Hand, CFP®: And

420

00:54:57.910 --> 00:55:07.780

Liz Hand, CFP®: thinking about the ways that it can show up in a conversation for me with the team is, if I am feeling like somebody highlighted, something that I shouldn't that I should have known

421

00:55:08.080 --> 00:55:11.599

Liz Hand, CFP®: part of me can sink back into that shack state and be like

422

00:55:12.150 --> 00:55:26.099

Liz Hand, CFP®: suck. Not a good manager, or I can say thanks for highlighting that. Yes, exactly. Give them a pat on the back. Make it about them. That's awesome that they made that contribution to the team versus making it about us.

423

00:55:28.710 --> 00:55:29.380

Liz Hand, CFP®: yeah.

424

00:55:29.780 --> 00:55:56.710

Stephanie Bogan: We sit in sorry way to. I mean, how many times, if you, my daughter, like you, bump somebody in the kitchen they're like, I'm sorry I'm sorry. So I constantly reinforce that Liz with my kids, which is, tell me hard like sorry is, for when you've right, really done something wrong, or you've done something with intent. This is just an excuse me, or thanks for your patience right up. That sorry state is when we're in that right lack, state or feel like we have to make up for



425

00:55:56.997 --> 00:56:04.459

Stephanie Bogan: and our goal is to really operate from a more clear, conscious, empowered state. Hey? Thanks for your patience. Some things caught me behind today.

426

00:56:04.540 --> 00:56:14.899

Stephanie Bogan: Right? So our goal is ultimately to operate from a positive, empowered state. Right? Our brain frequency. If you go up the frequency levels right? Beta theta alpha, etc.

427

00:56:15.392 --> 00:56:23.220

Stephanie Bogan: Interesting. The highest frequency one of the highest frequency. Brave win brain wave States even higher than love is gratitude.

428

00:56:24.230 --> 00:56:25.240

Stephanie Bogan: gratitude.

429

00:56:25.903 --> 00:56:38.360

Stephanie Bogan: And here's the really interesting thing. I was doing some work recently, and someone challenged me, and I thought it was really powerful. And they're like, Hey, it's really easy to be. It's really easy to be grateful for things that are good.

430

00:56:38.960 --> 00:56:40.680

Stephanie Bogan: It's easy anyone can do that.

431

00:56:41.220 --> 00:56:45.609

Stephanie Bogan: How often are we grateful for things that are tough that challenge us

432

00:56:46.080 --> 00:57:14.690

Stephanie Bogan: right? Can we sit in the space and say, I'm really grateful for this experience. It's growing me into a more committed, conscious, confident leader. I'm grateful for this experience because it's helping me see areas where I need to right love to write love my planning presentation or right. It could be very practical. I'm grateful that that prospect said No, because, you know, it helped me to see that my my presentation isn't as dialed in as it needs to be, and that's work that I can do to really nail it all the rest of the times. I'm grateful.

433

00:57:15.060 --> 00:57:31.110

Stephanie Bogan: This is a really hard thing to do when we're stuck in that negative state, because the self talk is not operating from a place of gratitude. It's like grumbling and complaining and victiming and catastrophizing and magnifying, and our work is to sit in that place and say, Stop it right now.

434

00:57:31.499 --> 00:57:41.460

Stephanie Bogan: Doesn't remember that little commercial with the dog. I can't remember. It's 1 of the I think it's like the Et company, or it's a sit uber sit like the dog comes out and they go sit ubu sit

435

00:57:41.950 --> 00:57:48.819



Stephanie Bogan: like that's what our minds get like, and we have to like. Hey? It's sort of like literally training a puppy. You have to go hold on a minute.

436

00:57:49.130 --> 00:57:57.810

Stephanie Bogan: That's not the response that that response doesn't feel good. I'm choosing that response because I've been conditioned to feel fear, anxiety, or frustration, but

437

00:57:58.000 --> 00:58:18.410

Stephanie Bogan: catching correct right, I choose to be grateful for this challenge, because it is forcing me to face my discomfort, figure out what the breakdown is, and ultimately do whatever work I need to do to get to a better high vibe in place with this team member, with this prospect, with myself, with my spouse, with my, you know. Crm, it doesn't matter what it is.

438

00:58:18.840 --> 00:58:30.779

Stephanie Bogan: It's are we conditioned to have positive thoughts and conversations which in turn create habits and realities? Or are we conditioned to do the opposite? So we're going to take a little time

439

00:58:31.090 --> 00:58:34.270

Stephanie Bogan: we're gonna have you break out into groups of 3

440

00:58:34.696 --> 00:58:52.490

Stephanie Bogan: and go through the exercise. Liz started. You? You can do this one deeper. But we want you to break out in groups of 3 just allows for a little bit time for everyone to talk. We're gonna do this for 30 min. And we're gonna have you identify your negative self story that you think is most

441

00:58:52.570 --> 00:58:53.850

Stephanie Bogan: holding you back.

442

00:58:56.250 --> 00:59:03.780

Stephanie Bogan: And then the goal here is to work to catch and correct it. So you can use this as a framework. Right? What's the negative self talk

443

00:59:04.100 --> 00:59:13.000

Stephanie Bogan: challenge it? Is it really true? Right? Do I have to be nice all the time. Mine, my big one, is right. Aside from Big Break. I can't let anyone down.

444

00:59:13.020 --> 00:59:14.290

Stephanie Bogan: Can't let anyone down.

445

00:59:15.100 --> 00:59:25.219

Stephanie Bogan: So okay. You love me when everything's great and I'm being awesome. But, man, if I let you down, it's a lot harder for me to love myself. I'm like, oh, I really blew it. Can I still really love myself?



446

00:59:26.240 --> 00:59:33.899

Stephanie Bogan: You know there've been a lot of blow at some like that's the work, and I'm thrilled right? That's a lot of the work that I'm doing right now in my coaching is

447

00:59:34.160 --> 00:59:56.810

Stephanie Bogan: right. I don't have to be perfect. I don't have to not let anybody down ever to be worth it, to be good, to have amazing impact on the planet like, in spite of every mistake that I've made, whatever it may be. I have a long list of people who are like, Wow! You've changed my practice. You change my life. Thank you so much, and my brain loves to focus on this one thing or that thing it loves to forget about this long list of things.

448

00:59:57.090 --> 01:00:00.110

Stephanie Bogan: Right? So that is your exercise.

449

01:00:00.430 --> 01:00:08.279

Stephanie Bogan: Can we get aware of one or more of the stories that are have right? The conversations that are have? We're having with ourselves in our head?

450

01:00:08.600 --> 01:00:16.370

Stephanie Bogan: 2. Can we catch and correct that like? Let's pattern interrupt. And then what is the new better conversation story?

451

01:00:16.420 --> 01:00:22.150

Stephanie Bogan: Right, Jenny, when those thoughts come up or you get frustrated. It's like, Hey, instead of this, I choose this.

452

01:00:22.370 --> 01:00:39.820

Stephanie Bogan: and then that becomes your anchor, and so each we'll talk about that as you come back. But as you get that anchor each time, Tim, that you're faced with that a situation, you can go back to that anchor to get back to a positive feeling state. I know this is really challenging and grateful for the opportunity

453

01:00:39.830 --> 01:00:55.009

Stephanie Bogan: to learn how to be a more conscious, committed, confident leader. Right? I'm doing my best work. I'm here to help people. I know. Everyone's not always gonna agree with me. I'm always my intent is in the right place. I'm learning and growing like everyone else like, Okay, here's how I'm gonna handle this

454

01:00:55.280 --> 01:01:15.529

Stephanie Bogan: right? And as we do that, that becomes the New thought habit. And over time the New Thought habit becomes the new identity right? It will not be work at some point. Liz will just every day show up in a conscious, committed state, because that story is just so like, say, a little bit like that tiny right? The big scary monster in the closet becomes a tiny little thing

455

01:01:15.640 --> 01:01:19.786



Stephanie Bogan: each time we hit new, big up levels, they tend to like to show back up again

456

01:01:20.120 --> 01:01:22.700

Stephanie Bogan: right? Cause we're going to that next next level

457

01:01:23.032 --> 01:01:35.629

Stephanie Bogan: and that's how you know that there's work to do, and that there is an up level on the other side of it. If you're hitting your set head on a persistent negative feeling. That is your brain body. Sole way of saying.

458

01:01:35.690 --> 01:01:52.050

Stephanie Bogan: Let's do something about that, please, because when we nail this man there is something so awesome on. There's a whole nother level of leadership, or success, or health or wealth, but not until we do that work. So step one is just to get really clear and conscious. We call that awareness

459

01:01:52.230 --> 01:01:59.550

Stephanie Bogan: about what are the conversations right? Roaming through the hallways of your mind. So team is gonna break you out into groups of 3.

805

01:36:41.112 --> 01:36:46.560

Stephanie Bogan: So for all of you did. Were you able to take away some, identify some stories anyone else

806

01:36:49.560 --> 01:36:51.369

Stephanie Bogan: who's got a story to share?

807

01:36:52.850 --> 01:36:56.750

Stephanie Bogan: I mean, everyone wants to air their weakest moments in front of everyone, don't they?

808

01:36:57.570 --> 01:36:59.340

Stephanie Bogan: Liz and I are doing it.

809

01:37:03.230 --> 01:37:08.419

Stephanie Bogan: Tim? How about you? Did you identify any negative beliefs or conversations.

810

01:37:12.090 --> 01:37:13.730

Timothy Pope, CFP®: Yeah, so

811

01:37:15.682 --> 01:37:17.430

Timothy Pope, CFP®: when thinking about

812

01:37:17.540 --> 01:37:18.250



Timothy Pope, CFP®: like

813

01:37:19.460 --> 01:37:25.750

Timothy Pope, CFP®: future plans and feeling like I I can't. Well, 2 things like i i i can't relax yet.

814

01:37:26.616 --> 01:37:37.453

Timothy Pope, CFP®: So one the one above the line phrase to put in, there is embrace, step X, which is whatever step I'm on. And then, Jeremy.

815

01:37:38.380 --> 01:37:42.233

Timothy Pope, CFP®: He had a fantastic line that I've I've put down, and it says,

816

01:37:42.560 --> 01:37:51.679

Timothy Pope, CFP®: I'm a highly adaptable person. It can be flexible for whatever comes my way, which I absolutely love. Yeah, cause things are, gonna things are gonna come up so.

817

01:37:51.680 --> 01:37:55.870

Stephanie Bogan: Do you guys notice how he started smiling when he said it? Am I the only one that noticed that

818

01:37:56.540 --> 01:38:06.090

Stephanie Bogan: his like? If I go into Tim's brain right now. His chemicals are changing right as we have those conversations our biology has to keep up.

819

01:38:06.681 --> 01:38:10.339

Stephanie Bogan: Pardon me, I'm also catching up with the tail end of a cold.

820

01:38:10.920 --> 01:38:12.120

Stephanie Bogan: Who else.

821

01:38:12.510 --> 01:38:15.489

Stephanie Bogan: Phil? Sam? Anyone else want to jump in?

822

01:38:21.610 --> 01:38:22.709

Stephanie Bogan: There we go, Phil.

823

01:38:22.710 --> 01:38:23.989

Phil Telpner: Alright. You got me

824

01:38:26.890 --> 01:38:29.749

Phil Telpner: The takeaway for me from this is, I think.

825



01:38:30.080 --> 01:38:31.120
Phil Telpner: awareness.

826
01:38:32.810 --> 01:38:33.630
Phil Telpner: I've

827
01:38:34.210 --> 01:38:37.380
Phil Telpner: been working on it, I guess, whatever that means. But

828
01:38:37.900 --> 01:38:42.290
Phil Telpner: it's been reinforced here today. So I'm grateful for that.

829
01:38:43.400 --> 01:38:45.120
Phil Telpner: One of the the

830
01:38:46.140 --> 01:38:51.059
Phil Telpner: voices or the reoccurring self talk for me has always been.

831
01:38:51.250 --> 01:39:01.039
Phil Telpner: and it started. You know, you're too small. You're too slow, you're, you know, short Jewish guys don't do that. And this and that, and

832
01:39:01.100 --> 01:39:04.372
Phil Telpner: pile on whatever bullshit that is right.

833
01:39:05.270 --> 01:39:10.739
Phil Telpner: And that's cool, and I'm grateful for that, because it made me gritty and like

834
01:39:11.640 --> 01:39:13.000
Phil Telpner: pretty resilient

835
01:39:13.620 --> 01:39:15.239
Phil Telpner: other side of that

836
01:39:15.540 --> 01:39:17.279
Phil Telpner: I can be difficult

837
01:39:19.110 --> 01:39:22.830
Phil Telpner: sometimes. Not the greatest thing for personal relationships.

838
01:39:23.620 --> 01:39:28.460
Phil Telpner: Thank God, my wife is fairly understanding, but but not.

839

01:39:28.970 --> 01:39:30.929

Phil Telpner: it's a challenge. Right?

840

01:39:31.550 --> 01:39:34.359

Phil Telpner: so getting back to the awareness it. But it serves me.

841

01:39:34.670 --> 01:39:41.580

Phil Telpner: I I'm scared to let that go like I don't even want to let it go, cause it serves me. I'm like, that's me. It's cool.

842

01:39:42.390 --> 01:39:44.431

Phil Telpner: But the awareness is key.

843

01:39:45.010 --> 01:39:47.290

Phil Telpner: because I need.

844

01:39:47.670 --> 01:39:52.989

Phil Telpner: I need to know when I'm way out of that.

845

01:39:53.140 --> 01:39:56.540

Phil Telpner: When that the the pedal's too far to the ground.

846

01:39:56.800 --> 01:39:57.600

Phil Telpner: so.

847

01:39:57.600 --> 01:40:05.229

Stephanie Bogan: Can I give you just one example of where self talk just shows up so insidiously, even in a conversation like the one we just had.

848

01:40:05.230 --> 01:40:05.939

Phil Telpner: Of course.

849

01:40:06.220 --> 01:40:07.610

Stephanie Bogan: So. One.

850

01:40:08.147 --> 01:40:24.612

Stephanie Bogan: I've been working on this with my coach. It's really true. No feelings are bad, is, we is, especially when you're mad at other people. And you're like, how could they? No feelings are bad, like all humans have them. Because right, we all have our stuff, as you know, and everyone's reacting to everybody else's stuff as we bump into each other.

851



01:40:24.900 --> 01:40:30.089

Stephanie Bogan: But the thing that Phil said he's like, well, you know, I'm being difficult. Da da, da, no.

852

01:40:30.190 --> 01:40:37.310

Stephanie Bogan: this is where like this is, where, like love like, I'm like, this is the work we all do. Phil. You're not being difficult.

853

01:40:37.430 --> 01:40:46.949

Stephanie Bogan: You may be deploying strategies that you learned right to survive. Stay safe, be guarded that are not in service of your relationships.

854

01:40:47.150 --> 01:40:53.470

Stephanie Bogan: But you are not showing up and going. I want to be difficult and see. That's a level of awareness that says, Hey.

855

01:40:53.780 --> 01:41:03.229

Stephanie Bogan: I'm using strategies that aren't serving me. And that's the work, hey? Because everybody, when there's conflict, there's only one reason for conflict, only one.

856

01:41:04.320 --> 01:41:06.939

Stephanie Bogan: Somebody's not getting their needs met.

857

01:41:07.420 --> 01:41:22.550

Stephanie Bogan: And when we don't get our needs met, it's usually because a we're not even aware of our needs. I'm coaching a billion dollar firm right now. I'm talking to the partners. And I'm literally teaching one partner to say to the other partner, very intelligent, successful men.

858

01:41:23.640 --> 01:41:26.849

Stephanie Bogan: I have a need for my partner to be considerate of me.

859

01:41:27.190 --> 01:41:39.290

Stephanie Bogan: I have a need for my partner to not just go off and make decisions without me. I have a need to have a partner that's considerate. This is what that looks like to me. So one he wasn't even aware that he had the need. He was like, I just don't like it when he does that.

860

01:41:39.370 --> 01:41:48.449

Stephanie Bogan: Why don't you like it? Well, it's not right. Why isn't it right? Well, because I'm his partner. Okay, well, what does that mean? Oh, that means she should ask me, and he should be considerate. And I'm like, Oh.

861

01:41:48.690 --> 01:41:59.669

Stephanie Bogan: so you want to be considered in the relationship? He said, Yeah, of course I do. And I said, well, this is the 1st right, if you're aware of it now we can speak the need. Hey, Bob?

862



01:41:59.770 --> 01:42:01.240
Stephanie Bogan: Name's not really, Bob.

863

01:42:01.410 --> 01:42:12.470
Stephanie Bogan: I really need to be considered in this really right. And there's a conversation there. And now the 2 partners are learning how to identify their own needs, speak their needs. This is our individual work

864

01:42:12.750 --> 01:42:26.829
Stephanie Bogan: right, Leanna, when she's there on a Saturday, and she's uncomfortable. It's because some need is not being met. Some story says you have to be productive, I'm using me right to be worth it. Alright. Well, I need to be worth it, because if I'm not worth it, that's awful

865

01:42:27.169 --> 01:42:30.349
Stephanie Bogan: alright. I guess I'll go to work. That checks the box

866

01:42:31.400 --> 01:42:35.669
Stephanie Bogan: right? So anything we've got is an unmet need.

867

01:42:36.060 --> 01:42:44.810
Stephanie Bogan: It may mean that we need to be heard in a really, it like, it may need that. We need a process that's more efficient. And we need our team to step into that space and help us create it

868

01:42:45.720 --> 01:42:55.050
Stephanie Bogan: right? If we're really aware of the need behind the feelings, the frustrations, and the breakdowns, then we can speak our need.

869

01:42:55.490 --> 01:43:11.910
Stephanie Bogan: That does not mean that the other party will always be able to receive it in the way that you want to. And that's the real work. Right? Liz, like, okay, I've done my side of the street to the best of my ability, from a place of good intent, and you are not get. Emma was like. I don't like all this coaching stuff.

870

01:43:12.329 --> 01:43:19.069
Stephanie Bogan: and I was like, why, she's like, well, I said so and so to that girl I feel this, and she goes. It didn't work, mom.

871

01:43:19.160 --> 01:43:37.680
Stephanie Bogan: And I said, Oh, I forgot to tell you that just because you get conscious doesn't mean everyone else does, too. That's your side of the street. Your job is to offer an open, constructive relationship. Her job is to choose whether she can participate. She was like she chose not to, and I walked away, and I was like great. But now you know that

872

01:43:38.440 --> 01:43:49.200
Stephanie Bogan: so, Phil, like, what's the need when our needs aren't met, there's always conversations

in our head. Often we're the victim, or we're blaming, or we're catastrophizing, or we're avoiding

873

01:43:49.240 --> 01:43:54.639

Stephanie Bogan: all strategy. So even in your personal relationship, whatever the difficulty is.

874

01:43:54.650 --> 01:44:02.339

Stephanie Bogan: it's a strategy designed to meet or fill a need gap. And if you can have that conversation in the relationship

875

01:44:02.690 --> 01:44:04.640

Stephanie Bogan: they get, they tend to get better.

876

01:44:05.100 --> 01:44:07.070

Stephanie Bogan: So our job always

877

01:44:07.400 --> 01:44:11.700

Stephanie Bogan: right and really circling this back to where we started. Self talk

878

01:44:12.080 --> 01:44:13.230

Stephanie Bogan: is

879

01:44:13.280 --> 01:44:23.099

Stephanie Bogan: the a, the internal reflection of our stories in our state, our self talk creates right, and the actions that follow create the reality that we experience.

880

01:44:23.430 --> 01:44:25.650

Stephanie Bogan: If we elevate our self talk

881

01:44:25.680 --> 01:44:29.290

Stephanie Bogan: right, and through that our stories and the state behind it.

882

01:44:29.430 --> 01:44:35.650

Stephanie Bogan: Then we ultimately elevate our ability to sit in that clear, calm, conscious.

883

01:44:35.710 --> 01:44:39.980

Stephanie Bogan: non-reactive, nonresistant state and say.

884

01:44:40.000 --> 01:44:41.369

Stephanie Bogan: it's really happening here?

885

01:44:41.790 --> 01:44:43.380

Stephanie Bogan: What's it in service of?



886

01:44:43.450 --> 01:44:45.210

Stephanie Bogan: What's it costing me?

887

01:44:45.960 --> 01:44:54.349

Stephanie Bogan: What am I able to do about it? What's that next? Best, most right step, hey? I might need to call Coach Liz and do some work I might need.

888

01:44:54.370 --> 01:45:01.780

Stephanie Bogan: you know, to just practice. Catch it like literally start on your success, shifter catch and correct right there every day for 30 days.

889

01:45:01.860 --> 01:45:10.409

Stephanie Bogan: So this is a conversation, but we want it to be a catalyst for activity. So I want everyone to take the next 60 seconds

890

01:45:10.570 --> 01:45:24.990

Stephanie Bogan: and identify how you're going to apply this lesson. Are you gonna track it, are you, gonna you know, stop and ask yourself about catch and correct 3 times a day. Are you gonna do right? Part of a daily practice? Are you gonna right? Do the belief worksheet

891

01:45:25.030 --> 01:45:44.040

Stephanie Bogan: and then start practicing your catch and correct, right? So if we can turn it into something tangible, our brain loves to check stuff off. Let's give it good stuff, hey? I'm gonna practice catching correct every day for the next 30 days is a really easy one. Put a post it on your computer on your bathroom mirror everywhere that you can see it, so that when every time you see one, Tim, you're like.

892

01:45:44.350 --> 01:46:00.669

Stephanie Bogan: I'm practicing catching correct, hey? Over the last half a day have there been? So even if you're not in it, you can reflect on it. Remember, your brain doesn't know the difference between what's real and what's imaginary. So if I do, I started a Pm. Reflection where I sit down. And I it's really hard, by the way.

893

01:46:00.850 --> 01:46:04.730

Stephanie Bogan: and I ask myself, did I show up as the highest version of myself that day.

894

01:46:05.970 --> 01:46:12.689

Stephanie Bogan: and I'm like I showed up here. Hmm! I showed up here, you know, not like life, Alt. But I was like, wow!

895

01:46:13.100 --> 01:46:26.976

Stephanie Bogan: What are the conversations I had with myself today? It was like, Oh, oh, that was a good one that was really great. Oh, I caught that one. And so what I'm really working to do with these Pm. Reflections is mornings, as you all know, I believe, really set the day I meditated this morning. Right?



896

01:46:27.370 --> 01:46:45.800

Stephanie Bogan: What I'm now doing is adding the backstop of well, how did it go? How did I show up so I can then sit in the gap of. Now. I'm telling you there's some real learning. I texted the team the other day. I was like I was doing my reflections last night, and I realized I showed up this way, and I meant to show up this way. That's a learning for me. Just wanted to let. And they were like cool. Thank you.

897

01:46:46.390 --> 01:46:53.110

Stephanie Bogan: So, however, you do it. Please write something down that will be your way to inventory.

898

01:46:53.340 --> 01:46:57.570

Stephanie Bogan: and hold yourself accountable to better self-talk for the next 30 days.

899

01:47:01.670 --> 01:47:03.820

Stephanie Bogan: I'm gonna give you 30 seconds to wrap that up

900

01:47:05.370 --> 01:47:08.110

Stephanie Bogan: when you're done. If you would drop something in the chat.

901

01:47:12.910 --> 01:47:19.279

Liz Hand, CFP®: While you're doing that I'll give a little share. Show and tell share. This is my most recent reminder

902

01:47:19.830 --> 01:47:20.940

Liz Hand, CFP®: for myself

903

01:47:21.200 --> 01:47:26.589

Liz Hand, CFP®: to not opt, to not go to the. It's always this, or it's always that. It's either this or it's either that.

904

01:47:26.730 --> 01:47:33.139

Liz Hand, CFP®: And to remind myself that I can be badass business woman and be an excellent mother present.

905

01:47:33.210 --> 01:47:40.609

Liz Hand, CFP®: I can be someone who enjoys a thriving life and enjoys rest at home.

906

01:47:42.850 --> 01:47:47.040

Stephanie Bogan: I noticed myself getting frustrated about little stuff a lot lately.

907

01:47:47.300 --> 01:47:56.089



Stephanie Bogan: and it's really because that whole like I'm getting let down. It's totally not worth it. 100. So this morning my account and I literally wrote on my arm.

908

01:47:56.280 --> 01:47:57.540

Stephanie Bogan: what would love do?

909

01:47:58.110 --> 01:48:02.040

Stephanie Bogan: That's just what I'm gonna ask myself every time something frustrates me and be like, what would love do

910

01:48:03.037 --> 01:48:08.740

Stephanie Bogan: the real? I heard it the other day, and it's a really powerful question fill in relationships. What would love do in this moment?

911

01:48:09.510 --> 01:48:19.579

Stephanie Bogan: And I don't know. Years ago you guys remember the little billboards that were everywhere. What would Jesus do? What would Jesus do? My mom had all this really cute right? Whatever. And I realized, it's not even about Jesus, Jesus. Just love

912

01:48:19.750 --> 01:48:24.079

Stephanie Bogan: the real fundamental question, there is, what would love do? And I was like, Wow.

913

01:48:24.620 --> 01:48:29.939

Stephanie Bogan: that's really powerful. I'm gonna try and operate through that lens. So that's what I'm working on right now. What would love to do?

914

01:48:29.940 --> 01:48:30.640

Liz Hand, CFP®: Love, that.

915

01:48:31.420 --> 01:48:49.530

Stephanie Bogan: Alright, ladies and gentlemen, that is today's conversation on self talk. I really hope this helps you stuff up. Step up the self talk that you have, because when you do that, you create new levels of success. Here's the kicker with greater ease and joy without the suffer and the struggling alright. We'll pick it up next call you guys have a great day. Make it an awesome week.

