

SSM Quarterly Mastermind Day 1 Part 1

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alright welcome everyone. 2 are currently masterminding day.

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So let's talk a little bit about just sort of how this goes, cause I know it's new for some of you and for those of you for whom it's not new.

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It's still been a few months since since the last time we did this.

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So. The basic plan for this is that we go for each person we'll have a set period of time.

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It usually works out in the 12 to 15 min range, but it does partly depend on how many people we have.

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Were you? You bring your masterminding question your question about something going on in your business?

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Did everyone get the email that I sent out about that? that was making suggestions and kind of the ideas of what what tend to make really valuable questions that make a difference for you?

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And you have The whole group focused on that to, you know.

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Give you feedback offer resources, help you get clarity, and then, after we do that, we also work.

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We do group healing on each person for about 5 min because it's the whole group working on one person and doing whatever type.

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And sometimes, you know, for people who are, you know they have.

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You have sort of a set. no doubt that you could just use that.

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It can also be just kind of tuning in and seeing what you're intuiting about the person.

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It could be doing a quarter of time, and it could be doing a meditation.

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It could be, whatever it is that you're moved to do for each person.

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And so we do that for about 5 min as well.

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And what I recommend with that is that you you know you take take any notes that you, as you would normally would for client, and then send that to the to the person afterwards, because it's really helpful to kind of get

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the notes and see all the different things that people found and and did for you.

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Okay, So that's the basic thing that we're doing and

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It's also. I wanted to talk about a couple of things.

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I wanted to remind you guys about the milestones document that I created.

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Who could, who hasn't looked at that recently alright and I was like before we get started, and it might kind of spark a little of like what your questions are.

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Some people may you're already all set with your question others like I still don't know what i'm going to ask.

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Don't sweat it if you don't know what you're going to ask.

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It actually happens all the time. How do you guys have done this you have your question?

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I'll set, and then, by the time it gets to your turn. You actually ask a completely different question, because you you actually come up with a better one, or your question already got answered by somebody else's question.

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Very you know You're gonna learn from everybody's question right so don't sweat it.

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You'll end up asking a great question at the time But yeah, why don't we just look at the milestones document?

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So I should have pulled it up but i'm gonna do it now

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Let me share my screen, and I created this for a number of reasons.

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A big one is that very? Sometimes we kind of lose track.

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How many of you feel that you're sort of like i'm i'm doing this?

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I'm doing that, and like your feeling like you're you're a little bit lost track of what what you're doing, or you're supposed to go it also because a lot of times we forget to celebrate we've got to we

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don't realize that what we have accomplished right so just as a reminder.

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And you guys all have a copy of this you know there's This sort of these 3 are kind of more foundational stuff.

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Okay, So things that this is about, you know, getting that you created your 12 month vision and roadmap.

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So you've done that you guys did has anybody really didn't realize.

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Oh, I have something to check off because we did the workshop right?

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We did the virtual. Then you created your 13 vision and your roadbound right

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Having a list of what you offer with prices just that like, hey?

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These are the things I currently offer They've all got prices I have that it exists.

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Check that off right? is your online scheduler setup right?

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Have you completed that soulful sales code intensive that we just did so.

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That's what we just did a few weeks ago. and Now we've moved on to the referrals made easy.

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Okay. So if you you know you, you did that or it could I?

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I would. I will count that if you've done it in the past, too.

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Okay, And then the referrals made easy stuff and actually doing the exercises.

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So that means, you know, making list of people like coming up with your email introduction template.

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Right. the specific pieces of the referrals made easy in those worksheets, actually doing all of them. Not just.

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I watch the videos. Okay, outlined your heart centered sales conversation.

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So I sent you guys it's part of the social sales code, a workbook, and then sort of a template right?

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It's it's called my heart centered sales conversation that you can use to actually outline like This is how my sales conversations can go, and someone books a free consult with me this is these are the things that

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i'm going to go through. Okay, so if you've done that you can check that off.

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It doesn't mean you might not continue to improve it and you know, add things to it as you as you work with it.

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But if you've done your basic version of that you can check that and then 2 play paid clients from referrals.

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Right. So that's where you got to really get an action and start asking people for referrals. and when 2 people and I know some of you guys have had at least one right and then you can check that off and then the Google business

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profile. we're gonna that's we're gonna be doing that later together later this month, or you can jump in, and you can, you know we can definitely do it now.

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And so that's the first one right and call with me then this one is just about engagement.

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This is just about, hey? I'm, i'm engaged with the mastermind of doing it.

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You know i've got a buddy I attended that workshop, or I watched the workshop on vision roadmap.

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You Did every I think everybody's done this now, you're You're one on one roadmap Call with me that airline call.

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After doing that you tend it. If you've attended at least 6 of the many calls with me at least 3 calls with Rob 3, and then I kind of broke it up.

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3 calls with Paccha or Maggie.

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This is you're gonna be able to check this off after today.

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The quarterly mastermind. had at least 6 calls with sherry.

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And then in the Facebook group, we just again, I created these around just being engaged like ask for support about something or feedback about something.

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And then, so you know, responded and we're sort of someone else.

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So when you've done all of those you get a one-on-one colleague Maggie, where she can do. she could do a reading for you.

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She could do. You know, whatever you know, she can help you get more specific into the intuition.

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However, you wanna do that, and then this one is a about creating a bundle or program.

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So we haven't got as a group we haven't gotten into this yet, but the more such as less sound more sessions, less selling training, which is another one in my certified to challenges is about repackaging what

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you offer, as instead of only selling sessions per say you're selling sessions as part of a sort of a bundle still just the one on one.

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But when you do, if you do this training, and you complete the different pieces of it, like the who and what's included in the description, and you have you offer it to 10 people, you have 10 conversations to offer it whether they say yes, or

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No, that you can check that off. Will you get one paid?

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Hi it for your new offering your new programmer bundle. And, by the way, you don't have to do this, I just highly highly highly recommend this.

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All of these are. just You choose right, So what you check When you get one can check that off when you've got 3 total, you can check that off.

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You want to go get some testimonials for that and then make sure it when it's listed online with like.

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Now i've done it free for arab done it at a lower cost, maybe, or if not, you don't have to.

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It's listed with no price. Then you get another call with meetings like, Go over and review it so, and I will go in through all of these.

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Then these are a bit more, the more advanced stuff, right?

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But creating a group program, some more stuff around marketing and messaging.

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And then these are just sort of ongoing milestones. That right?

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So. Is that a good little reminder about this is there it's really like Use this document right? Go back.

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And you should be like Oh, my gosh I did that I didn't remember I did it. I get who loves the endorphin rush that you get when you get to check something off, and you go

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Absolutely alright. And so, And looking at this and again, you guys are have your own copy of this, too.

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You know that might enforce what question your question you want to ask today again.

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It may be moving forward with something like that. Okay? alright.

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Before we before we jump in So for any questions about any of that, or about today in the credit, or anyone also who needs to let me know that they're leaving early. So Sophie won't be here till the very end I mean if If

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this is all who shows up for today by the way we'll we'll definitely go.

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Well, we won't be going on late till 6 okay there's So any questions questions concerns anything about either the milestones or what we're doing today.

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Yeah, all good, excellent welcome in We just did a little review of the milestones document, which i'll remind you about, too.

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It's a good thing to do in on be like Oh, I did that yay check, or I only I only missing one thing again. You might be like I've done all. but I didn't realize if I just did this one more thing that

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I get. You know my reward at the end. So do go in and view that.

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Okay, i'm sorry i'm late so engrossed and it's okay.

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I just love seeing your clearly real background

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It's lv full of birds. Okay, I need to run in and get my evenings soup.

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I'll be right out again. Okay, no worries alright so let's see

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Alright. So right now we have 10 people. Just allow me to do a bit of math.

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Okay, Yeah.

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Okay, let's go ahead, and allow for and you may not everyone may need this, but let's allow for 15 min perfect on your masterminding question.

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And because I think we there's a number of people there here we should be able to do that. and then there'll be the 5 min healing.

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So realistically what that means is we'll probably we'll get through 2 somewhere between 2 and 3 people per hour.

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Just cause there's always a little bit transition time and stuff, too.

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Okay, I know, for finding that we we don't need quite as much time.

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That's fine, too. and clear let me just see okay That's fine, Claire.

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If you want to, is anyone else besides Claire W.

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Would prefer to not do your masterminding question until Friday.

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So, Clara saying she because she's gonna wanna open me tomorrow, and she wanted to get clear.

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So is anybody else saying that you are Yeah, Michelle you think you'd rather wait till Friday.

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Okay, no worries. So we'll definitely in time we unless somebody inspires me or something ,

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Alright. who is all ready with your question. You know what you want to ask

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Come on. I wish I could say me i'm the way. cycling here with the wind hitting against me the whole way.

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I don't remember all the questions but I do remember that you know there's an area you'd like to work on, and I think one of the things I would definitely need to work on is fair a visibility .

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And accountability. Somehow it's as if I go visible then i'm accountable.

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Oh, yeah, you know what i'm saying and it's like Oh, so that is something I need to help with

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But I think that i'm getting a lot of good help like from doing the other classes.

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So i'm not sure I don't remember the question part for each person was 2 parts.

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There's the question you're posing to the group yeah might be about getting more clarity about something getting clarity on what you want to offer, or a name for something or a direction and then separate from that there's

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the healing where we're going to work on you and that could be.

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It could be just a physical thing. you could have the healing.

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You could have nothing to do with your business it's Great It could be just, and my hip is killing me, or it could. might have something to do like fair visibility or things like that.

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So just for everybody there's so there's the 2 pieces to it.

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Yeah, Well, and if I was to do something like that, like, you know, looking at then then it would be the actual time you give me.

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It would be the visibility thing, and but the even though the hips still still pain.

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But in the back. but I think it would be this thing of what to offer, because I have members.

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People have a huge queue. A huge queue means like around 1012 people, which is huge for me, right?

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I want to be members on my website and I.

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What are they gonna do there? I Don't have anything there for them?

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So that is my question. I I was going to work with you on it, but well, I think I think that's something we could work with.

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Can I ask. So what we're gonna do is i'm gonna work with, an a little to clarify that which I think will help everyone.

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So this won't we're not gonna go into her time yet. let's how per formulate her question which will probably help everyone formulate this question.

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Okay, and so let's let's start with that over so

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So when you say you have people, so I know you have.

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You have a membership function on your website right it's something So when you say people are wanting to become members, what does that mean?

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Like, What are they saying to you Like They just. they just want to join.

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But what what? I guess, what i'd say is what benefit are they seeing and joining?

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What did What do they think that we have no idea Okay, I have no idea, because it's like this I have 2 websites in one.

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So I don't know if the people asking to be members want to be members because of my art, or because of the healing.

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I have No, I idea. Okay, great. So so your question might be since we have plenty of time, let's dive in a little bit.

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Okay, and you do have you did make that choice to have your website has both.

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Which a lot of times I would say that that's not a good In your case, I think it's kind of cool.

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I think it. I think it works so something you separate them later.

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If you decide you want it. So when you but when they when you say so, the are these when they say they want when you say people are saying they want to join, How How is that communication happening?

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Like they're I just get I just get a a message from Wicks that listen.

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This person once, or you know this email address wants to become a member that's it.

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Oh, okay, so alright, I i'm really glad that I asked that.

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And you don't know who any of these people are is that right?

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Okay, it's actually when I talked to my developer. and I said, I have people asking to be members before he says, Oh, well, you know, that can be just anybody.

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It can be people who are trying to you know fishing kind of thing.

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It's probably that so I actually wouldn't I have people every single day, every single day.

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I am 2 to 4 people who come, and they fill out the contact.

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Us Forum on my website, which which creates them as a contact in my crm.

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And they're just trying to sell me something and I have to go, delete. I have to, and i'm like it.

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Just irritates me because now, they're they're add they're technically another on my list, and and I do pay.

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It's not like a per person but it's kind of tiered like.

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So if I just let all those people join. So I had, you know, a 100 plus new people on my list every month, just because these people are doing that that that adds up to now and paying more and a pay more.

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And these are you're just standing me, okay, so so that if there, if you don't know who these people are, and they're just like wanting to become members, it's almost a 100% certain that every single one of

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them is just people basically trying to sell you something. so I would just ignore them.

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One thing you can do is if there is there a form that they're filling out now, or check with check with your website, Guy, because you can.

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One way you can. You can do little to help with stuff like that is put the capture thing right where people have to.

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So that way. at least it's not a you know it catches like when you have to like

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You know it'll be some code. in a box and you have to say what the code is, or on the pictures that have a bicycle in them. right?

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Do you guys know what i'm talking? about the security things those are to prevent bots like just online bots from joining your website and doing all that stuff those don't? because you have to a real person has to do

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that. but I still have I have capture on my contact. desk form, and I still get like 3 people a day where it's actual people who are wasting my time doing So I Don't think that this is this should not be your question because these are not people who actually want to do business

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with you they just want, or they only wanna they're trying to say something. okay.

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Well, then, I've done the right thing i've ignore that I would say, ignore that so further conversation.

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You and I could have Amy around what you might want to put in place.

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Yes, for that, but so good to just clarify that.

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And as the those form, not all of you guys even have a website.

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But as you as you do start to have that you'll also have that to deal with.

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Yeah, at some point. So now, you know, Yeah, okay, alright, Okay, probably. while it was a teaching moment in general probably wasn't as good of a clarification of a question.

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Not something important. all right, so and welcome.

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Well to so who thanks you? Let me put it this?

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Who thanks. You may not be like Oh, you know exactly what my question is, but I feel like, I know, roughly, and so we could. We could do this.

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We could kind of look at it together. Alright, great. So Hesh.

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Thank you. Let me lower my hand. can you hear me

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I've been toying with a group program so I have something that I started I mean, I kind of have done a lot of work in the last couple of years.

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I I joined, and now when I joined Sutra they had a transformational online program.

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So you can work with people that's how and what I created was

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So 7 week course on the Chakras, where we do meditation and do art. and it was really fun. the Taylor make it for a group, And so I would like help with that making that approachable.

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And also you know when you say art to people who haven't done, are they frightened? i'm not an artist, you know that kind of thing where everybody's creative and it you could be a business person.

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You could be anything, but it will help you open up your energy.

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Okay, alright great this. So this is this is a great mask my question.

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Let's hone it a little until we get it to be like this is the question you're asking a group, and again, everybody just sort of pay attention.

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And this will help you hone your question. So you you wanna create a group program.

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You important things around a group program and we'll be getting into this tomorrow in the transforming business group programs workshop for those of you who are attending.

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And you you guys are, you know, may you may not all be but those of you who you're looking at good programs.

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I would recommend it. So it's important to know who is the program for that. it's honestly usually the most important thing is to know who it's for because you can't market even if it's something that anyone

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would benefit from you can't market it to anyone you have to market it to someone.

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Okay, so. it's important to know who it's for even though other people might also take it. what their issues are like, What is it that?

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Why would they be motivated like? What are they dealing with?

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That would have them be motivated to do your program.

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And then what will your program do for them what's the essentially the promise of it?

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Not in a sense of guarantee. but just like what it's designed to do for them.

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Then there's also things you need to decide about What's the structure of it.

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We program. It is a 2 day workshop.

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Is it a ongoing monthly thing, you know, with the structure right?

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Once. You know all of those things. You can actually write a description of it, and then we can get into like having getting a price for it, and how to market it. and all this stuff, which is what we'll be doing in the 2 day workshop

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today, tomorrow, and and next Wednesday. So with me, having just laid out those things that was great.

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First of all, clarifying Yes, so looking at that sort of that's kind of the field right that you need to fill in all these pieces.

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What would. and you also have to sorry one thing I did the other thing I didn't mention, cause you have to have a name for it.

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Yeah, you don't have to have a great name for it to do do your beta pilot version of it.

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You will, and a lot of times you get the name doing.

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The pilot version, but you need at least a working it.

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Well, I started mapping chocolate's the art of you know, using it for mapping in chocolate is what I called it.

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Okay, So now that I laid out that sort of thing let's why you take another stab at what what kind of question might be helpful to get group feedback on look closely at. what I actually not because it's a little bit I had a little

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bit more to it than my. but mapping the chuckles.

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Okay, So i'll actually let me say a little bit more before we actually do that.

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So when it this this is kind of a great format to get feedback on on programs, right?

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Because you want a multiple people's feedback on it so a agenda. If you're thinking of creating a group or a one-on-one program, a a great way to ask a question.

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Would be You know. i'm looking at creating program for these kind of people like you that you've you've You're pretty clear about that.

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It will help, you know it will include this, this and this short version. right?

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And the benefit for them. Is this right? This is what I would expect them to experience from doing it.

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So that would be sort of the setup right like telling us what we need to know.

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To be able to answer your question. so a question, then the question might be something like

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If you were that person, why would you do my program and or why wouldn't you, or what questions would you have about it?

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Because this is getting at. How am I going to? What do I need to say about it?

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How people want to do it essentially right. So what why would you or would you not sign up to do this program?

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That's a great question. another would be here's here's 3 names i'm thinking of for it.

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What do you guys think? What should you suggest that that that might be another kind of question?

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You could ask about pricing i'm thinking. of this So those are some kinds of questions that we might be able to answer to help you with once we have that setup in place.

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Okay, so actually what I called it was the art of yoga mapping the chocolate journey into our creative beam.

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That's what I that's what the original beta project and I had about 8 people go through the course at the time.

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Okay? And are you gonna wanna do exactly the same thing? And now you wanna be able to charge full price, or do you?

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Are you looking at doing another beta version? there was some feedback, so I wanted to kind of change it a little bit.

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Okay, so you could do this as a second data and that's important because it will affect how you what you need and what you're gonna charge and things like that.

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Hmm. Alright, so I think we're probably ready for you Do you have a sense of what you'd want to ask

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I guess I would. I would want help on Why, people would be motivated to take it that I don't know if that's a good question. But now what would you it's It's basically like Why would you sign up? for it what would you want if you

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were to do a program like this, what would you want to get out of it, Nick come back and also be you usually can kind of combine with it and like, why wouldn't you, or like what would stop you that's

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really helpful. So you're gonna wanna like I mean this is being recorded, and everything but you alright.

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So here's what we're gonna do i'm gonna set the timer for 15 min.

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You have 2 min, you know, give or tag you have about 2 min to formulate the question which means giving us the setup, which, even though we we kind of just got that it's still good for you to like restate it right So who's it, for you know just the

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basics. Then 1 min for us to ask. we get.

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This is more or less ask any clarifying questions which I already just did some, but you might say something, and then clear might be like, Can you clarify, you know?

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Can you ask? Can you ask me, guys? You know just something to clarify?

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And then the rest of the time is for us to give you feedback. And then this is everybody.

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Pay attention. Okay, when you're the person who's asking the question, once people start giving you their feedback, if they have a question, you want to answer the question.

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Okay, but briefly, once people start giving you their feedback you don't want to.

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You don't want to be talking okay? you wanna just get as much from all the wisdom of this group as you can.

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So, for example, if let's say I suggest something for this and it's not at all what you want to do.

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You don't need to say anything but thanks for the suggestion you don't have to explain to me.

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Why, you don't want to do that that's just eating up your time.

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Okay, So you really wanna let you wanna be Muslim listening.

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Okay, got it good. So thank you for going first.

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And The other thing I would say for all of you guys, I would have like, you know, like a piece of paper or word document open up.

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You might want to take a little you know take a couple notes well, so has just given her setup, or whatever, or if it turns out there isn't quite time.

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For everyone's feedback. Then then you could write your feedback. Now it's then and send it to her later.

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Okay, So just you know, have something set in front of you so you can capture anything you really wanna make sure she gets okay.

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Alright. So please be good So I have this program called the art of yoga mapping chakras, and it's a deep dive into your creative being, and Everybody's creative you know whether it's creating babies or

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Macromay, or decorating your home or whatever it is you're creative.

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So what I want to know is, would you be interested in taking a course where you would learn?

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We do meditations based on the chakra so it gives you a really deep experience of a balanced energy field in that particular chocolate mode which you'd be interested in taking this course and What would you want to get out of

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it alright? great, so clarifying questions. What do you guys want to know more?

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That would help you answer the question so sure out

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I don't understand Chakra mode the mode part turns me off okay, and you don't need to explain that.

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Now you just want to get that. Oh, someone might be confused by that.

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Okay, thank you. All right. What other clarifying question either?

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You can go into straight, you know, straight feedback, or a clever.

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So I have a clarifying question, I shall say so How long is the program like?

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What's the structure of it? Well, it was once a week?

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For 3 h, and so that's something I want to restructure, because that's a lot of big time maybe twice a week.

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Okay, and for how long? An hour and a half twice week.

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Okay, But for how many? weeks for 7 weeks? Okay, great, just to have that structure in place.

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Okay, great, Or it could be there could be. It could be once a month for 7 months.

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Okay, so either. So that also could be feedback over which you think sounds more appealing.

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Yeah, alright. So if you were someone who, I guess, wanted to get more in touch with your creativity.

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Yes, Martha, as feedback to the timing I don't have an hour and a half twice a week.

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At the moment to just do work, so that would be.

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That would be an that would be really difficult I could probably do it once a month for 7 months.

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But it's it's 3 h a week is a huge commitment. that I don't think I could do.

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Not that you need me, but that as just from a a buyer's perspective right?

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That would be that would be an immediate yet don't can't do that right now.

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What other questions you guys have This is like there's no back you know it's all about.

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Just get helping get clarity. So, Ann, would you? Sage, be open to having both versions, because not everybody, is working there by off all the time.

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So you have some people who need you know the once every month, and you have other people who just love to get it done in 7 weeks.

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Very cool. Oh, that's great great claire that's not clarity on mapping the shakers, or the sign

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And and again, probably it's probably best to not answer it right. but know that that's something that you would need to explain. You would need to make it clear so that people understand what that means a second comment about the

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timing someone who's doing great programs and Then I have hours every week, and you inevitably get behind doesn't have to be an even 1 3 h once a month.

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You could probably do what you would do in a week. over a month, or someone's getting something small love every week, and they'll feel like they get a volume of the program over the course of it without getting you mean sending

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things out once a week. Is that what you mean Oh, I mean you know

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I don't know if you have to have like an hour and a half a time for your meditation, but if you did something, maybe like 3 quarters of an hour a week, or so something like just smaller chunks that might break it

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down more for people So it's not So overwhelming. And that gives the time for integration to Yeah.

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Alright, Michelle. yeah. the time thing. It would be a problem for me, too.

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It sounds really interesting. I don't know if you were going to do some kind of recordings or whatnot.

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But yeah, like, if you did some shorter ones that could be sent out a few times a week, or something like that.

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Was just an idea. And then I really loved when you said creative.

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And I think that even if you said bringing creativity, out or something like that, that might be inspiring to people, because maybe they don't feel like they have.

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But bringing it out would be like, Oh, okay, I agree, Martha.

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Yeah, can you? So hush! Can you repeat it? Just one more time, cause I wanna make sure that my question makes sense.

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So the course was called the art of yoga, mapping the chocolate of journey being that was the what I titled.

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Okay, is it? Is it suitable for beginners? Is it more of an advanced class?

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I if you don't know much about chakras or you don't know much about Yoga, is it?

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Is it you wouldn't you wouldn't have to know that much you could have had some experience, maybe, with meditation or not, because the exercises are not particularly hard.

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We actually do a Korea that opens up your creativity, energy.

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And then I walked people through creative exercise we had time to work together.

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That's why it was 3 h so we did the Korea and then we did Art Claire

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What you're still muted. Sorry sorry just following on from what Michelle said about bringing out your creativity. I think.

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Yeah, quite like what you said, because I think like you said a lot of people don't think that they are created, And And so I like that word more than a journey into your because i'm someone who you know you're not creative so I kind

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of have to believe that i'm not creative in yet. There's probably some creativity that's like bringing out with Yeah, I know I need to be creative I wanna i'll add something in.

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I I think the fundamentally it sounds like the main the the main benefit of it is that it's about bringing out your creativity.

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And so I think creativity needs to be in the title or creative or creativity, because it's not really about.

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I mean I yoga is your how it's your methodology as opposed to it being the result.

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So you want to have the name of it. Be more about the results and less about your process. right?

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So I would Look at it being something about I don't know maybe journey into creative, and I don't know that's it.

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But like that, that's more like what you want to lead with, because you want to lead with the benefit to that say is, what is the benefit to them of and mapping their creativity.

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Right So We'll be looking at that because it's they need to see like how's that going to show up in their life.

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How about journey into creative locking unlocking your creative energy and helping to reestablish you as a creative being?

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It's a little too long but I like it right so I think there's something in there you can play with right in terms of

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Yeah, So I would like keep going on that one and let's keep going.

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So michelle Oh, sorry I didn't know I wasn't needed so I think that would I I agree with that, and I was just going to say that the mapping part I don't know about anybody else i'm having a

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little I understand the whole mapping thing, but I think that a lot of people, and I have a little bit hard time with that, or I think that might be something.

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People don't really need, or that might get their brains going a little bit too much.

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Maybe I think it's distracting yeah yeah yeah alright surell

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I also like the presence of creative, and we need to when someone asks you about the difficulty.

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And you explain. This really could be done by a beginner I think that's a really strong point, and I would take that into consideration in your title.

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I like mapping, but maybe this is more of a treasure map.

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Yes, to make it more fun and i've done 3 h, 18 years of art in the middle of creative things.

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So she wanted to i'd love to hours works on a Saturday.

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Yeah, yeah, yeah, I mean that's the thing if you were doing like an art workshop or that kind of thing and yes, doing that, you would think 3 h is like normal And and for some work I agree.

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It's required. you just need the time people can't Anyway, that's enough.

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I'll also throw in for creating like the structure of a course you can do kind of a hybrid.

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You could have a course that's a 5 week course plus a one day a day long workshop, right like and plot, or it starts off with a half day workshop, and then I have to work up at the end

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or a so you can mix and you can mix that up so they're sort of the spread out part, and then there's an intensive part that can work really Well, what's it for that's a really good idea So all right?

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What else? What else would have people when we would have someone say at least i'm interested right?

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Or i'm in something like this and what would have you not What would have you be like? and i'll i'll put in, and then come to you yourself.

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Some of how this is coming, what we've talked about so far I feel like it would occur to people as a little too much of a nice to have, and not enough of a must have, and when we all have lots of must have, in our lives so

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the nice to have 10, even though the nice to have actually are often the things that we totally feed our soul.

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We we keep. We keep not doing those because something else seems more urgent.

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So that's where I was getting into the like What are they?

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What are they going to get from it? right? So I think that they need to be a little bit of that.

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So Michelle, and then Claudia it was.

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I was just going to add to before you said that when you said when you said the workshop, I mean it, just doing it.

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I think so like doing so. People know that there is like a 3 h, half day workshop, but you have also have other things in there, and then it's recorded.

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So somebody can't make it then they would have that so they're still paying and getting you know.

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I think that's great. Yeah. can be a great way to do it, especially something the creative thing where you need some time set aside for some things.

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Okay, So Claudia. And then, Kelly, Okay, I would.

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I was just thinking for those that don't understand the Chakras.

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It would be very beneficial to have the benefit of haggling the shock from mapping.

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What is that benefit to you

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That's great

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Alright cool, and then Kelly

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They're sure to unmute you know pressing case.

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Yeah, they should it totally should be anyways.

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I think so. I agree with. and in Michelle using creativity in your channel.

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I like the way that i'm mark the benefits of what somebody is going to get. Can you hear me?

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I feel like I froze and you're spreads but we can hear you Okay, perfect.

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Because somebody said the needs and the want right like. We need to do this, and we want to do this, and I feel that the creative part, what they will benefit from this is even if

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When you cut out can. You are still there

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Kelly, We can't really hear you or You're breaking up.

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Okay. I broke up. Okay.

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Even on my phone, it was slow. You guys are Okay, perfect.

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It's. funny anyways. the creative process the benefit that people get from taking your course is even if they are very busy, and they're like, Oh, my gosh! I can't I can't give myself the liberty to

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be creative. And all this other stuff, the benefit is that once they do even the strict job, or whatever they'll be able to find creative solutions to those problems because of them brace their creativity.

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So it is so crucial to embrace the creativity, to be able to solve all those other issues.

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So if you could maybe put that in there somewhere, I don't know, because and said something, and that you said i'm like, Oh, yeah, i'm like totally like, Yeah getting into the you need this you need super

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beneficial.

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Okay planning for this statement and then I couldn't get what I can get find out taking your class, and which is the benefit wasn't clear, and then the wording itself, you know sort of vague, and then and we need to find

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the language. Okay, people won't you are so bad that's a did .

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And then sort of I was looking for for the warning.

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Do I really need it? Then it

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Got it alright. And then, lastly, Martha, okay again.

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Sorry I I have so many, so many thoughts I I love I didn't understand from the first that bringing out the creativity, or having creativity meant doing art right met, doing something creative, or bring bringing that out It is is the first thing so I love

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the idea of narrative, of making that giving clarity to that.

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And the other thing is, I I wonder if the language is is so?

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Expert driven right because you're an expert and there, there are these these words: and i'm like That is so way out of my league at this moment that you want to bring it bring the language more

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out of industry to just common language that that makes makes it seem accessible to to those who may not be in the industry.

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Yeah, I actually like to talk to people who aren't artists a little bit, because I just had one person who was not an artist, and she did really well.

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In fact, she was the one who was involved the most. so Bye. I would love to talk to you more and more, if there'd be ever time in your schedule to talk, because it is really creative.

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It is really essential. But people don't know it's essential.

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I would. i'll just say that if you didn't already get testimonials from the people who already did the Beta version you definitely want to make sure you do that, especially her right? So Well, that we just their

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first one. Okay. great job everything. and i'd love to hear from 2 or 3 people other than before.

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So hash what you got out of that like what opened up for you?

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What became clear. What? so? Who and that, And just speak up so just

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So you go forward. So what what did what happened for you, or what did you get clear on from that conversation?

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Realizing the importance it's sort of what Martha was talking at the end of the wording.

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I choose for a title or a little short summary, to really fit the audience that I know fits this work right absolutely. Who else?

00:48:41.000 --> 00:48:47.000

Just something quick that popped for you out of out of this conversation that you know that we can.

00:48:47.000 --> 00:48:56.000

They'll help you

00:48:56.000 --> 00:49:06.000

I don't make it so. that they understand that it's a need, not a want, even though it presents itself as a want, not a need. Yes, that's what it.

00:49:06.000 --> 00:49:10.000

Has to be alright excellent, alright and sash!

00:49:10.000 --> 00:49:22.000

What did you get from? This was very valuable to get just feedback cold from something that you you know you make up in your head.

00:49:22.000 --> 00:49:32.000

You do it you're it's part of course and it's a similar thing where you you're kind of like, you know I don't know how to make a course, but I learned so much from doing making the course it

00:49:32.000 --> 00:49:39.000

actually made another course that i'm much more successful in and your feedback.

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I think I could actually make a really good course from just a simple feedback.

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You know how the title hit you where creativity is, how much time all of that was really really helpful.

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So I appreciate that. Thank you, everybody alright so let's do.

00:49:59.000 --> 00:50:04.000

I could see, I find it tends to work for us to then move right into the healing for that same person in that way.

00:50:04.000 --> 00:50:08.000

If someone does need to leave, or whatever we make sure everybody gets both right.

00:50:08.000 --> 00:50:15.000

So what we're gonna do Now so has is i'll set the timer for 5 min Once we're ready to get started.

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And is there something business related or not, that you would love to have the the healing resources of this group doing for you.

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So checking in clearing stuff, tuning in for you.

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So what would you want? And it really could be absolutely any could be something physical, could be something about the business can be any area if you like.

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I guess what came up was I felt really vulnerable just talking about that.

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And being in front of the group, and which I really appreciate it but it was.

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There's also just a little bit of fear just being like the the guinea pig.

00:50:58.000 --> 00:51:14.000

Well, so is that something that's an error in general that yeah for me, I mean, even though i'm i'm very used to speaking in front of people and teaching in front of groups and stuff especially around art i'm very

00:51:14.000 --> 00:51:19.000

i'm a very private person, and I keep even though it can be sort of open and blah blah blah.

00:51:19.000 --> 00:51:27.000

There are certain areas that I don't I don't have clarity around how to present it.

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Well, so I guess that's this was helping me get clarity, and I guess the clarity and the to because, yeah, clarity around bring things into being is that makes sense.

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I don't know i'll tell you what I heard tell me the thing is that you? we' some some clearings and healing mark around vulnerability and visibility and clarity, but especially around art, like at like how to

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how to be public with art, and how to present the that yourself, and that create a set of yourself.

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So is that along the lines yeah I mean I think my my art has always been something that's deeply healing to me, and I wanted to, and I've exhibited it.

00:52:17.000 --> 00:52:26.000

But I don't like to talk about where it comes from Okay, and that and that's something you'd like to have a break breakthrough in Okay, great.

00:52:26.000 --> 00:52:38.000

So everybody clear. So we're gonna do, 5 min and just whatever you do, whatever whatever your move to do, you know for some of the because straight up learn trapped emotions, others it might just be tuning in and seeing what's there

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you might just be sending energy, whatever it is that you do.

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Please begin.

00:57:35.000 --> 00:57:47.000

Go ahead and kind of wrap that up

00:57:47.000 --> 00:57:57.000

Alright Come back.

00:57:57.000 --> 00:58:04.000

How is that? So You know you're muted because I needed everybody that was amazing.

00:58:04.000 --> 00:58:12.000

That was like having a 1 million teeny hands working all over you

00:58:12.000 --> 00:58:17.000

Beautiful. I mean a lot of work on my chacrone heart.

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It was, I felt everybody's energy I felt very loved very accepted.

00:58:22.000 --> 00:58:27.000

And Yeah. : 1 million teeny hands working all over.

00:58:27.000 --> 00:58:37.000

Yeah, alright. So now that's what's that's what we're doing today. i've seen seen inside of it.

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So let's let's do one more and then we'll see how the time is.

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Maybe i'll take a quick little by a break but so who we'd be ready to go next Martha Oops, you army just here.

00:58:56.000 --> 00:59:03.000

Why not alright? good! Why not you're all ready with your with your question?

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Hi, My question is gonna be similar to sajas and that's I have a group program. Well, it's a one on one program as well as a group.

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Program and Facebook group name So the the name is the roots of abundance a journey for people pleasers so far, and i'm pretty sure that I could.

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I I can make that better based upon feedback it's about a people pleaser a heart centered people plays or is so busy chasing people's acceptance.

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People's love people's people's to survive right?

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That's that's our sole focus I say are because I I I spent 50 whatever years as a really accomplished people please are in chameleon.

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And it is one of the things that blocks abundance.

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Abundance as an energy and abundance of love and abundance of joy and abundance of money.

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Right? Yeah, it it completely block blocks that because the sole focus and the sole thing you want to receive is acceptance.

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Right? So okay, So that's the program and what's the question.

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You want us to answer about the firm title? Any thoughts about it?

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Okay. So prim primarily feedback on the title And then we could see, yeah, whatever feedback on any of that So first first clarifying questions.

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So. So if you do have a clarifying question I just want to to.

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I missed the first bit of the title something with abundance.

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Okay, the roots of abundance immediately interested that that root of abundance a jet.

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What was it? a journey for people, Please, I I think the name's great.

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Yeah, me, too, I really do, and we it might be maybe we could make it even better.

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But I think it's very good it's a very good name and you.

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So why don't we just see yeah any other feedback on the name?

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And then maybe we can go into some other stuff. so clear I was just gonna ask if more about what what the program was, what was in the program.

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The details like we had with the hash details that help us to pull out So a little more about what the program will be right.

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The the program is I hate keeping it anything to 6 months on or to 6 weeks, so i'm going with 3 months, even though I know that the thing is is something else.

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It's a 3 month program to get someone from a people pleaser to a a bean of abundance.

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Once a week group coaching slack availability.

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And if painful, there's 2 2 healing sessions as well.

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If you want. Do you want more details than that I think that that's probably we'll do it for now.

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So and I i'm gonna pause for just a second So this isn't coming out of your out of your time.

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Just because I oh, so you're out posting and the thing which is totally fine.

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What you posted trail, and I just wanna say I wanted to be clear around when we're doing the healing stuff.

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If any notes that you have about that should be set to the person later.

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Not that that's exactly what you're doing sure all that I just thought, Oh, man, I should just say that because you on you might have come up with you might have tuned in on something that marty's going through that

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marty wouldn't want posted in the group like it could happen So anything that you're tuning in, or something you cleared it's it's really nice to get that afterwards.

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So if you have done this before, it's really great but just just like emailed to them afterwards.

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And not within the chat. So I just wanted to clear and find that.

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Okay, So back to Martha, and I wanted to give you feedback on the title Martha, because I thought it was great title. I was the same thing.

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I was like, i'm on that and that's my husband he needs that. Yes, I mean a people pleaser is They're so wonderful.

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But you know. sometimes they're just like then they'll give till the point where there's nothing left there's just like nothing nothing left.

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So to me it was like very clear who that person was for you. know who that workshop was, for. so I really appreciate your title, and thought you did a really good job pinpointing thank you exactly who is for thank you and i'll point out if not only did you

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identify who it's for but in colloquial language that people use.

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People will say God i'm such a people. Pleaser right? So if that makes it even more powerful, alright anything else about the name, cause I think we could dig into other stuff. Yeah, michelle I being one of those I

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almost was, or just getting out of it. I almost feel like starting with it, like from people pleaser to.

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But you're going to be would catch my attention more because it almost went.

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I almost was like for me. oh, almost like journey 4 people pleasers like I don't know if I want that journey I don't know it.

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Just I can see thank you. So you might.

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You could look around. You play around with something, but it has all the winning pieces, you know. Thank you.

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Yeah, thank you. anything else about the name and including if you didn't like the name.

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Not everyone in the world is gonna like the name so you'd find if you didn't like it you could say and knowing why, would be helpful, I I find it strange enough confusing about the roots of abundance.

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Okay, i'm. sure. i'm not sure what that means Now, that's really weird, because I understood i'm a largest right? .

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Yes, yeah, and but so the roots of abundance was that that's great.

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So look at that. And then, Claire, I was kind of gonna say something like that, because abundance, as you clarified, could be, many, could be relationships could be so many different kinds of abundance, some sort of clarity about

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what the abundance is this? Specifically so? Because the the the people please your everybody, instantly knows what that means.

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The abundance. Now, what kind of events are we talking about money?

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Are we talking about something else? Everyone in the group may have a different view of what area of abundance they want to to work on.

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It could be spirituality, it could be any number of areas of abundance.

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And there'd be an intake form as to what they want but the journey to get there for a people pleaser.

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It is going to be the same process. It's the same journey for everybody, and then the focus for the abundance is a little different, right but easy to do.

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It's also something that you suck you can't put everything into the title right?

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You know 3 sentences, so it could be that you still use the word abundance.

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But in that copy, or in this really short description you get into that in more detail.

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So don't feel like you have to come up with something that completely clarify everything.

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But but the more crew the better. so I just wanted to say you know you could put something around claiming your birthright, claiming your abundance, birthright planning, claiming, claiming it for those those people

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pleasers because they're not going to play you know that's the thing they're just going to say Oh, it's for somebody else.

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So, and I I worked. I did a course that was with Christian.

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Marie Sheldon called unlimited abundance, and she cooperated that.

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But it something along those lines, cause she worked on all those clearing all those blocks, because there are so many in the abundance arena.

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But when you're working with just people pleasers it seems like Claire makes some clarifying questions as to since you are one, you know.

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Would you want to clear? Yeah, thank you very much we are the this isn't?

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Probably about the people. the the I don't know if I could say it. The people, please.

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There's path unlimited abundance or something like that. right?

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So that would be the putting the people please, or in front that would so play around with with that.

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Yeah, but you're muted

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We're still playing around with the shortcuts anyways whatever I want the name.

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But I was thinking a little bit further. it just on on me.

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What if your people please are section like the journey for a people pleaser?

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It becomes a series and it's like a whole different things of things that you're working on like this orders going to be the route to abundance.

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And then the other one's going to be like weight loss or health, or whatever. I think you have something in your hands right there.

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I think it's like the kind of harry potter and i'm like all these different kind of like that I think you have a series enhance.

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So I just wanna say that awesome. They said for that the people of users right sort of like the Danny's guy, too, like the people who use this guide to this.

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The people. Please just go to that. I could see you sort of in a way almost owning that phrase to.

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I don't know like even read-defined What have you even is to be so there's some rich stuff there.

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Alright, anything else on the name or or any other aspect to we So i'm just finding out. so or is there any new question you want to do now?

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Well, i'm gonna throw a slight ranch into it. I think Roots is an incredibly powerful word in getting people to step into their own power instead of being a people placer.

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Right. I kind of love that aspect of abundance, because for me it it has a different, or maybe it it calls me to be really in myself and in my power.

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So you don't know how you match the both I have plans for this being a series for years.

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So she will be there. great, awesome. Thank you.

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Oh, just kind of wrapping that those beautiful what Cheryl said. but you could claim your unlimited abundance groups where, however, you could say roots where you could say your foundational birthright, really

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there's some similarity some there's if they're not the same.

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But there's some similarity there. yeah alright so Martha, do you have with the clarity you've got here?

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Do you have any like any kind of following question? How about it?

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A lot of just looking at it and and and seeing what how it settles.

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But I I love all of the feedback, and I think the title name.

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What i've come to is the title name of the course is going to be different.

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I love that Kelly is going to be different than the Facebook group. Right?

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I I I think that they're not gonna be exactly the same potentially.

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So I I have a lot to play with. Thank you. It was awesome.

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Any other thoughts.

01:12:37.000 --> 01:12:46.000

Or questions.

01:12:46.000 --> 01:12:54.000

Yes, Marty

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I kinda lost it. I I mean I was immediately drawn to the title.

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It was like, I don't know I guess so maybe I have issues there.

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But it was like, yeah, the the 4 people Pleasers part I mean duck that could be like all the different books that there are for dummies, because I mean there's I just thought it.

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Was really good. I liked it, and I was drawn to it.

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Thank you. Party

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Alright cool. Anybody else last minute thoughts or questions things about up, anyway.

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Alright great, so i'd love to hear from one or 2 or 3 of you.

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What you saw for yourself, your own business, your own thing, from this discussion, and then from Martha.

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So what was helpful about this clear yeah i'm still all over the place with her? My niche is in here, I'm working with but what I saw from the way in issues people places like that as a way to describe a

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group or type of people, and then bringing in lots of different things.

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Although I think for me more the kind of the high chief, or energy achievement is the joining force.

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But that's what leads to But i'll paying like a whole lot of things. But also there's a lot of positive stuff that you could bring into that yeah, So it just kind of got my mind thinking and i'm

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i'm gonna press this anymore. But it it says in Nisa, that was useful to kind of think about how you can just describe a trait of people and then help them different ways.

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Yeah, and i'll i'll just say that that so people talk a lot about, you know, trying to define yeah defining units.

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And there's the there's the demographic aspect of that right if they're female or what country or the age group, or the income level or the right and that's actually very important when you're doing like like

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advertising like how to find those people but when we're talking about what we're talking about.

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That's more of a lower level or not lower level but like you know.

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More hands on sort of just marketing getting the word out reaching out to people the the other side of the it's the language that people will I self-identify with that's the more important niche part that we tend to

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be working on right. So just to make that distinction right it's less about It's women between 55 and 70 who blah blah blah blah it's less about that and more about how would they actually

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describe themselves. So has you had your hand up for you.

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Anything you wanted to say about what you got. you know, Clara really clarified it.

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It just The language is very direct and very, You know you just what your visceral like.

01:16:13.000 --> 01:16:22.000

Oh, I get that! I understood exactly who is for why it was needed. And so these 2 questions were really beautifully answered in the simplicity of the language.

01:16:22.000 --> 01:16:28.000

So appreciate that Mark Alright and Martha, What did what did you get from this?

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I I got validation that I'm on the right path, that that this is this is this is my jam that I could reword that the difference in the Facebook group versus the program, and some additional language putting people please

01:16:49.000 --> 01:17:02.000

are first it is absolutely right. where i'm going with that because it it draws your attention immediately, and then you can see what the others is.

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So I got a lot of really juicy language and information and validation.

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It was awesome alright. So now let's do it's just inhaling.

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So what would you like us to work on right then? I I am a start.

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Stop. kind of girl. I put on the gas, and and I get to a certain place, and then I have tended up until now.

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To then put on the break. whether it's fear and I continue to work on this right.

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It there. It's layers it's like an onion so I peeled a few of the the layers of showing up, and I loved.

01:17:44.000 --> 01:17:49.000

Who was it, who said, and I think who said it's the accountability right?

01:17:49.000 --> 01:17:54.000

The the once you do it, then you have to do it right.

01:17:54.000 --> 01:18:02.000

Then you're accountable to showing up and and doing it and I think there's a hitch in my giddy up from that.

01:18:02.000 --> 01:18:13.000

Okay, So any anything there that has that stopping go hit the gas at the break.

01:18:13.000 --> 01:18:20.000

Get the guys send these up very, very clear. Hello, alright!

01:18:20.000 --> 01:18:50.000

So please begin

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Alright. one can wrap up whatever you're doing

01:23:27.000 --> 01:23:35.000

Martha, how are you doing? That was amazing. Just the the feelings of love?

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And the sage really described it beautiful it's like hundreds of of of healing.

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Enter all around you. I could feel in various Chakras as people move through at my crown. It was.

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It was amazing, was amazing cool stuff. It is it is it's a little vulnerable to to to just open yourself to receive whatever.

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But it was. It was awesome it was awesome alright.

01:24:11.000 --> 01:24:15.000

So. Why, don't we take like a quick little like a 5 min, Bio, break right.

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Just get yourself some water, that's my opinion to whatever, and come back at 1235 Eastern and

01:24:24.000 --> 01:24:29.000

Who's gonna be ready to go Then why don't we So we have 5 min to prep.

01:24:29.000 --> 01:24:36.000

So who's gonna volunteer to go next and okay perfect so let me come back.

01:24:36.000 --> 01:25:06.000

We'll do that. So see all 5 min Okay.

01:29:15.000 --> 01:29:23.000

Everybody! Welcome back!

01:29:23.000 --> 01:29:39.000

Should have has the recording you didn't need to so it'll be 5 min of nothing there

01:29:39.000 --> 01:29:53.000

Alright. Hello! Hello! hey? So, Anna, you ready? I think.

01:29:53.000 --> 01:30:01.000

So I decided I would try because everybody else so so far i've been talking about program.

01:30:01.000 --> 01:30:05.000

I would do the same. And this is it. Okay, So hold on.

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He'd be good Yes, so I have a program called Finding your Sunshine with tools to manage not how to manage the clouds.

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And this program i've done the v beta version already, and the next step is to get it on line, and that needs to be done.

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I've got a bit stuck there the content is that I've decided so far is group sessions of one and a half hours one to one and a half hours per week online.

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There are exercises there will be meditations that need to be re-recorded there's journaling that they can.

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That's also online. it's already. There and I am thinking of providing 2 sessions in the in the period of time, which is 5 to 6 weeks.

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That is to say it's it's a 5 week with A.

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With a And so the question is, would you do this workshop?

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What the tracks or what repels you and I I said I've I've put just to have something I put the it's for women over 40. but it doesn't have to be it can be anybody alright so what

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clarifying questions Do you guys have? That will help you answer the question, Michelle.

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Can you say what it was Again, finding your sunshine with tools to manage the clouds?

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I can. I can put it like this that it began as called I'm an anger program, and then it developed instead into talking about the benefits.

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So that was you know you go beyond whatever it is you're feeling doesn't have to be just anger you know it can be depression, or whatever you're finding your sunshine and getting tools to manage the clouds so it's a

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double a double W. me on benefit? Alright, What other clarifying questions do you guys have?

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Clear right. Can I just check again? So it was group sessions for one and a half hours.

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How many of those one a week, one way. And then you said online meditation and journaling and something else.

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And they kind of missed something else access

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And as most of this like information that's provided online my and then they're doing nice stuff, so high in the need to see the one on one of our session exactly that's the idea.

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Yes.

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Alright, Sophie, i'm sorry I now have no idea what the program is about.

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No idea. Well, that's important feedback right so what does it mean?

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Yeah, yeah, Okay, i'm not i'm not good yeah, just take that for now.

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I kind of agree I liked it when you said that it was about anger, and Anne laughed a little bit like that kind of being more direct.

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Is his sunshine finding your sunshine it's like oh, I was going to the beach, I mean it could.

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It's very big it's very broad

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Thank you. What other either clarifying or or feedback?

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Yes, So

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Like I felt like I got it, and I felt yeah you might have a a tagline that clarifies a bit more.

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You know it's about you know anger or whatever but I like that.

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It was a positive kind of looking at in a positive way, and effects was on the positive on the benefit.

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Hmm, cheryl! and then I I have some.

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I thought on that

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Where I get stuck is it? sounds like i'm gonna do this kind of you know, big shift and it doesn't fit in my concept of 5 weeks.

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Hmm And so then it's kind of like you're offering more than I think you potentially can't.

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It's just the wording I think going from you know anger to joy. and I don't mean those words, but applying that kind of this is going to give you a step ford breakthrough, and then and that sounds like I

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can do that that's what Pops in i'll tell you what. So, according to me, that I think you could stick with the finding or sunshine. I think there's other things that could also work, too but with tools to manage the cloud it's just it's just it's sort of too.

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much it's a little i'm left a little confused like what exactly am I getting?

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We're findings something and Then i'm gonna have tools to do you know what I mean?

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So it's not it's a little distracting so if you, if you stuck with the finding your sunshine instead of whitel's, man it could be some kind of like maybe like a colon and

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it's like something that would i'm not coming up with exact right now.

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But that would imply you know, having the ability to shift your state of being right like having you know that you know something like that.

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That I think it would be I think you'll be better off with a call like a colon like binding section.

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There's Colin, and then a completely separate that would stand on to that makes sense.

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Michelle. I was just 20 clarification, I guess.

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Are you wanting to work with people that are depressed or angry? and and you're trying to find a breakthrough like breaking through the clouds to see a glimpse of sunshine?

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Or is that is Is that the type of people so I just if if that's where you are, or if it's like, or they're breaking through, and they want to find their sunshine.

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So. Hello! I guess I didn't get the difference there Sorry So if you're in the a deep dip deep ditch.

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Yeah, is that where you're running 2 that are in that in the deep ditch, and they need to come through and see through the clouds to see the sunshine or actually they're more in

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the midst of it, and they're neat needing to get through that breakthrough.

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I guess that would be the clarifying I don't know if that made sense that. No, I get what you mean.

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Yes, we're. Wha where are they on the Yeah. Got it? and maybe there's 2 levels there for you.

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Yeah, good question. I haven't thought of it that way entirely because I think that it would bring 2 different types of people.

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I I can explain this much in that is that when I was presenting it and working on it. I was talking to people who are on that second level of wanting to break through.

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And they're aware of things So it's for people who are a bit more aware of what's going on.

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Yeah, Okay, aware and ready to break through Yes, and Can I just say the sunshine was going to be much easier to market to cause they're actually they're looking for a solution.

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Yeah, they're deep down in the Trenches Then they're not.

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They're not likely to actually be able to to actually take action right now.

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So shine just pissed them off. Yeah, exactly

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That's a good clarifier Sophie I just want to know what results can I expect to get if I go and take this course.

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What is the result?

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Wow! that's a really good question that's stumped it's such an important question.

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But that's where you need to get did you get some testimonials from the people who did. the Yeah, yes, I I have.

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No, I haven't got testimonials directly about the the program, though.

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Okay, So that's one of the things to do is to get this.

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Yeah, let's call it your meeting bye as you're dealing with both anger or depression, or whatever the reason that they both want is mood management.

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They want to be able to manage those moods and that's doable.

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It's. not like a pie in the sky it's something that you could actually help them have a result for is managing their mood.

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Okay, which is what I offer the tool is the speaking to Shrell's point. You you don't want it to sound like you're promising this complete Now, to break through in 5 weeks because you can definitely have a breakthrough you can have a breakthrough, in

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a second, but it also needs it needs to be believable.

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And yeah, and they're not like moon management I would agree that really is what they're gonna get it's also not a language that they're gonna use like no one wakes up.

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And say I really mean me now, right but so it's getting back to that piece of you.

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It's as it is right now it's probably would sound to 2 people to people.

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So there's some lack of clarity and also it's probably a little too much in the nice to have versus the must have.

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So we want to look at that. What shifts it into must have like?

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What is it that this, the their last of ability to manage, you know, and to actually get into the sunshine?

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What is that costing them in their life because that's where the juicy stuff will be, and i'll have to say that the wetter the weather metaphor?

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It's not powerful enough right now, but I think it's worth exploring, because I think people do relate to weather and moves right.

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They do So I think you you may want to stick with that metaphor.

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We just have a little bit more power it's a hatch and I just wondered.

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Who were you marketing it to? Was it women? Was it man?

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Was it everybody, It all came about when when I talked, because, you know, I was learning to do the program.

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So I talked to my clients about it. how was it, You know?

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It was just my client base and they were between 35 and 65.

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Yeah. and and it it seemed to me that they well, they got a session.

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They got a lot of sessions. They got 5 plus 2 sessions. so they got a lot of sessions out of it, and they got the group sessions and one of the things I learned there was that

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Swedish people are not comfortable doing group sessions with American people.

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They're they're so painfully shy that they would all. Most of them just sat quiet while the American group. sort of they were sharing, and there was the sharing was fantastic.

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So I got the impression that people felt that their level of awareness was raised, that that they had actually moved a step forward.

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They were. they were, you know, really giving each other good advice, especially about the the journaling.

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Yeah, that was it was really cool alright michelle. It's just going to say that something something around the fact of like even somewhere do need some sunshine in your life, or I need like I need some everybody needs a

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little sun trying in their life. But so I mean that resonates with me.

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So I mean I like the sunshine part but just maybe even a question like, Do you need a little sunshine in your life, or breaking through with the little sunshine in your life? just giving a little I don't know

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exactly a lot of stuff you could play around with and That's what you have to.

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But that letter you know it's like i'm like does your stormy Monday tend to last all week, you know.

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You know, breaking through from stormy Monday to good day sunshine, or whatever like.

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There's a lot of stuff there, that you could play around with that could be very fun, and that people relate to Oh, So how do you do?

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Is your hand up again, or just from before okay i'll i'll lower it, Sharon.

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I don't even recall quite who said it but it was the phrase, something like everyone needs some sunshine.

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It it moves them from being separated over here as someone who has a problem to.

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We all deal with this right? We all need this and that also.

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Then opens up here potential people. she was saying.

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In the culture. The Swedish people don't really want to talk about their problems outside somewhere, but especially not in in English.

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They all believe I mean pretty proficient at English. but you know have these Americans speaking, and it's like they go.

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The only one who spoke mostly was my doctor, and you know she was having way over time.

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But while that's having your daughter in your program it was great.

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No, really. she had some fantastic responses and it. Oh, yeah.

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And and it got the others going to. Yeah, alright. So the 15 min is up.

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Thank you so much. Yes, i'd love to hear from one or 2 of you like is what you saw about that it's just as we go deeper into these names.

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Right. it just open things up. So who got something from that?

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And that popped for you Besides, Dan.

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I would just say that just it. It just kind of brought that.

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We all need things, whether in different level, you know. So it it shows that you know, no matter what we work on in programs, we work on that.

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Everybody needs something. Yeah. and that distinction that kind of came up in the tea party of it's. It is really important to just like we wanna have, you know, a part of the who is it for is defining where they where they are

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on their journey. it's for people who are in this space right That's a really important part of it.

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Claudia really like how you made it positive it wasn't a negative thing.

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It was a way to a positive and in a it what they didn't focus on the darker.

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The difficult or the problems get focused on the call. I really like that alright.

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And again, what did you get from that? Well, it it's really interesting?

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I think the big one was who was it for and and you know where Michelle was, you know, which group, and also needing to remember what results i'm expecting, and that you know people can expect it's like that sort of

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haven't been activating it recently but that's that should be like Oh, it should be on top Delta is right.

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It shouldn't be it shouldn't drop away so i'm i'm hearing that that's really cool.

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Thank you so much alright. And what would you like us to work on for you?

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Yes, it it was this thing of of visibility and accountability.

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If there is somebody who feels that they're more drawn to to helping me release the the whatever residue there is left of the the pain in the back, which is still a problem.

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Okay, that that would be fine. it's like in my Oh, okay, all the muscles around the hip So if if you're in one sort of more drawn to you're just getting to work on the the back

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stuff and but also and what I heard you say about before.

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Was It's visibility and have that sort of ties into accountability, like if i'm more visible than I have to be more accountable, was really good point by the way, I go out there and then i'm great and i'm amazing then people are gonna keep

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extended to keep being great and amazing, and they expect you to know a lot of stuff their expectations Now they're gonna have these expectations that's a it's a juicy one So

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alright, so inside I didn't say this explicitly before.

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So I just really wanna say it say it Now even though we already did a couple of sessions is that yeah, we're we're everyone's just working in and it's all inside of right within her highest and best

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good and and nothing that's too much like nothing that's going to be, since we're all working on her, and sorry I apologize for not saying it earlier.

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I don't think there was probably anything but right so just have your intent, be it's whatever's in her eyes, and best good, and you might find that you only find a few things and then you're getting a like we should stop and

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that's probably cause there's a whole bunch of us working on her right right?

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Right. Everyone can wrap that up. Hi! dan how are you doing Well, it's the strangest thing I felt like nothing.

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So I started asking myself, you know, are they doing the healing?

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Yeah, sure enough, am I accepting it? I getting a No.

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So interesting it could be because i'm like over over being a lot of releasing could be so.

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And also i'm totally whacked after the stuff i'm doing in the daytime.

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Yeah, So it's like a huge thank you for attempting to get through.

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I think I I I do think that so sometimes yeah we're just. We're not as open, and I also think things can have a delayed right that they can be a sort of like you Can You can tell your

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subconscious to to put those on the shelf to accept when you're ready for them.

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I tried doing that. Yes, So I think we're in agreement there.

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Okay, what's it you have to say about that just it's so funny that you say that I am because I got no will to support.

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So there you go!

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So Yep. So I like I mean I don't know.

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But I like to thank whatever we were doing it's Still, sort of there and ready right? Yes, and that you'll take it in when you're ready for it. perfect.

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Thank you so much. Everybody so let's see if we can do 2 before we take the break.

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Okay, So who's gonna go next sarral okay perfect so you already with your question.

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It's very basic and it's going to sound really familiar

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Need to select a title from my one-to-one programs.

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One is 2 months, and one is 6 months But I think they can be relatively the same title I've been playing with your quantum self and opened an email from a friend this morning.

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And she went, I think unstuck for good is where you need to be playing between those 2 because they kind of just like that area.

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And I play with that energy. But this is this is about getting people unstuck.

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We start with birth, or even prebirth burk up through the Chakras stuff, comes up, comes out, goes away.

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So as we were talking about having a title that is readable by your potential client, unstuck for good, either as the main title or the subtitle strengths me as being the one that's as direct as

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possible. So Martha just put in getting i'm stuck for good exploring.

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Your quantum cell. There, you go i'll i'll i'll so first any clarifying questions

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Martha? Who Who are you targeting? Who Who is your audience?

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Primarily it is women above 40 that's just kind of what has been happening.

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But I have one man who just signed up this week another that we're talking, and several others are on my listed.

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Do they tend to be, for example, entrepreneurs, or primarily for entrepreneurs.

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Okay, great people who understand that they're stuck and they don't know how to get and they wanna and they they get that.

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They have to invest something on themselves or that? Okay, yeah, any other clarifying questions, Sophie?

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What does quantum self mean that's that's Why, it's not the best sale.

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You don't need to go into answering that actually.

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So. but yeah, let's jump in a 100% unstuck for good.

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And I actually would say, just straight up, unstuck for good.

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Not getting unstoppable good cause then that's a because getting is like the process and stuck for good is the result.

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Who here wants to be unstuck for good. Yeah, right, like I will send you the paper to sign up.

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Okay, So i'm stuck for good yeah and then I think i'll tell you something that occurred to me, because it's how you talk.

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It's how you talk about that and this may or may not be in the actual tagline.

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It could just be in the description. But you need to talk about the quantum flag.

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Oh, my quantum playground, and round table and stuff yeah yeah the content like I think there's something about that, that, even though people won't totally get it.

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They'll be like I I like to play right but it's it's not what you would lead with It's probably doesn't even belong in the subtitle i'm stuck for good but you

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does need a tagline cause here's here's what i'm stuck for doing that it makes a big, bold promise, and that is great.

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But standing on its own. This that needs a subtitle that will make it believable.

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It's it's so gold that your mind immediately goes okay, but really like, really, could I get unstuck for good?

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So you have to have something and you could have something about the quantum in there, even though people don't totally understand it, because it can actually play the fact that they understand it.

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But they know it's the quantum is like cool or weird or wild or wow, right?

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So you probably wanna have upon them in the subtitle somehow.

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I'm just not sure how yet? Okay, so that's my first thoughts.

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Who else?

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Well, you like the quantum shift. You know what I mean.

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Like the ability to make that shift for good.

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You know. Hmm. nice, sir, that's kind of colloquially.

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I don't know in terms of physics what a quantum shift actually means, but colloquially, when we say a quantum shift.

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What we mean is something has shifted for good. So yes, I have a testimonial .

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And they referred to shifting that they're that They realized their life had shifted to a new paradigm.

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Yeah. So then that's it that would be a Okay.

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So it's a head should you have a follow up on that yeah good

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Also, you know, even though we say 1 2 be peeled forever, we're actually scared of our higher sales.

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It's just something that we we everybody has because it's like i'm really comfortable, you know.

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So you might want to soften up hmm yeah the the

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I I still think i'm stuck for good as the bold.

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The whole title is great, and the a tagline that alters it a little bit.

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It gives a little like, and hence that and here's where how we're going to do that have I have a work.

01:58:28.000 --> 01:58:38.000

I have an actual way to do that right but they might also soften it a little, too, as to have said that would be ideal, and not that I have the words right now.

01:58:38.000 --> 01:58:47.000

But that's what i'll come on who are that yeah so I love unstuck for good that's fabulous.

01:58:47.000 --> 01:58:55.000

I really think putting quantum in there right because that's that's what sets you apart.

01:58:55.000 --> 01:59:01.000

That's that's what goes Oh, she does I I I quantum. Wow!

01:59:01.000 --> 01:59:18.000

That's really cool. Yeah, that might be possible. Oh, thank you again, just for all of you guys. a a good it's not like the only formula, but a good formula for this is a good formula for a sales page in terms

01:59:18.000 --> 01:59:26.000

of the headline of the sales page it's also a good formula for the name of the program when you can. is that it makes a There's a right up front.

01:59:26.000 --> 01:59:29.000

This big, bold promise that has people like, Oh, my God, I want that!

01:59:29.000 --> 01:59:33.000

And then you and then something that backs it up. Okay.

01:59:33.000 --> 01:59:42.000

John. Yeah. So when you first, when you said unstuck for good, I mean I love the promise.

01:59:42.000 --> 01:59:50.000

But it also scared me a little bit like think you better deliver. so with you.

01:59:50.000 --> 01:59:54.000

What's the one? added the quantum shift to it it made more so.

01:59:54.000 --> 02:00:05.000

It softened it a little bit to where someone like I don't know if that makes sense like the unstuck for good is like, Okay, Now, are you gonna give me my money back?

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If I don't, but when you add the like unsuck for good like, then quantum shift it's like, then the shift gives it that extra part that there's something about quantum shift that it implies

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a number of things versus on flies that you have a secret thing that we, the rest of us don't know about, which is good.

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It implies that it's not what we think that whatever's on the other side of the quantum shift is not like that.

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Even the being unstuck for good, which from our current paradigm is scary, might not be scary on the other side of that contract.

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Right. flies a number of things. I agree when you needed to find a way to put that in the September.

02:00:50.000 --> 02:01:00.000

Thank you. How else is this striking? What other questions?

02:01:00.000 --> 02:01:08.000

Hi, Clinton, that would clear. prep just made your stuff kind of like what we said with Martha.

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It becomes a series cause, if you say, because it could bring it into smaller pieces, because unstuck for good could be huge right?

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And if it's a huge promise and that's what you're saying like my whole life is going to be that's huge.

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But if you break it down into like, oh, your relationships might be unstuck, or your finances might be a sex, or your feeling of abundance and health is going to be on stock.

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We just have a series here. Now again again. I love that.

02:01:36.000 --> 02:01:47.000

Kelly is thinking big with the name but I see and once I saw that it's like, Oh, yeah, we have another Seriously, I think it's on.

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That's so great alright, claire I think you'll always next.

02:01:51.000 --> 02:01:58.000

Yeah, I think I was just gonna say i've typed into the chat already, but just because you didn't see in the chat.

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I typed i'm still for good a quantum leap into, and any bracket and some other benefit.

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Yeah, I think that and that's where my big thing came out of.

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Because if you just put the different benefit, that some other benefit, you have the serious. that's why you referenced you, Claire.

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I I got that. I got that. I I currently have 4, 6 month versions.

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Yeah. and was brilliant. I start with the 2 months, so we had gives them a very easy entrance. Yeah.

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And then their mind for the next several years. Personally, I think quantum shift is gonna work better than constantly, partly because it does.

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It is, it feels a spontane leap could also be scary, whereas for me, quantum shift.

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Somehow it sounds i'm not sure why but it sounds a little softer, whereas constantly implies i'm gonna be on the edge of a clip.

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But i'm going to Yeah, but you don't wanna leave with that personally.

02:03:10.000 --> 02:03:18.000

That's I would use shift rather than me That makes sense.

02:03:18.000 --> 02:03:32.000

Yeah, what else? What else you guys thinking? are the questions that you have

02:03:32.000 --> 02:03:37.000

Question. Oh, go ahead. The question was you You started it?

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I thought, with the distinguishing between 2 programs,

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Do you need a distinguishing characteristic there, or were you looking for that just about mention it?

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Okay, my sense is, and I talk to my clients as they're coming into the first session.

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They know there is expanded version of this because we talk about the amount of time it will really take to completely clear everything which we don't know, since we constantly take on new blocks.

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You know, so I could see a tagline a piece a little something as they evolve.

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I was thinking, i'm stuck for now and then well, one could the first one the softer one could be the shift right.

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It brings people in, and then the next leap I mean it could or could be that the first one is actually getting unstopp, and then the second one is kind of stuck for good that actually could work that's

02:04:59.000 --> 02:05:05.000

where they're getting, because there is a place of just getting and stuff.

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And then it is a different thing. 2. How that continue So you can play with that

02:05:22.000 --> 02:05:28.000

What else you know. Just your mind goes in all these different directions.

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But I wanted to say the universe. doesn't work. in native so un is kind of like kind of making a little bit of a block for me, and I was thinking, well, what if so, we wanna get unstuck and we all want

02:05:40.000 --> 02:05:57.000

to get unstuck But maybe we could come up come up with a way to say, you know, like get out of your way, you know, something like that, and brainstorm on that so that we're cause you're quantum shift just means that you know you're

02:05:57.000 --> 02:05:59.000

going into hyper drive you're going into hyperspeed.

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You're going into warp speed. you know and you can move your head, and that's great.

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But like, how can you integrate? You know? So those 2 things have to be.

02:06:06.000 --> 02:06:13.000

Somehow it has to the gentleness that you bring the the the pace that you create.

02:06:13.000 --> 02:06:21.000

Somehow that's gonna be in the title hmm alright Claudia.

02:06:21.000 --> 02:06:26.000

What if you just kind of simplified it? and you you kept the and step for good?

02:06:26.000 --> 02:06:40.000

But then you just said discovering your quantum self, or uncovering, uncovering that's even better.

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Yeah, because uncovering is well discovering, yeah, either way.

02:06:47.000 --> 02:07:02.000

But the stuck is because they don't know rediscovering, because uncovering is another negative.

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Again, it is but the I I take your points ahead, but I also we fundamentally this is It's the marketing piece, right?

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And so it's how is it going to land for the majority of people that it's that it's designed for is ultimately what's gonna make the biggest difference.

02:07:20.000 --> 02:07:28.000

I think it's because it's things people say I say that I just i'm the fact I need to get under that.

02:07:28.000 --> 02:07:39.000

Yeah, i'm trying. Oh, man, so I I lean towards I think it's fine, and I and partly I was, as you're saying, that was like, So what would the opposite be But the opposite is going to be words that people

02:07:39.000 --> 02:07:45.000

just use all too much like freedom and liberation and momentum.

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I just don't I don't know that I just don't think they're any as powerful.

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So that's my take on unstuck for me felt like the frustration that people hit and that's what I wanna click to yeah exactly.

02:08:00.000 --> 02:08:06.000

I won't let them do an in an affirmation I promise.

02:08:06.000 --> 02:08:18.000

Yes, big catcher at all

02:08:18.000 --> 02:08:37.000

What you saw in that and clicked for you I really enjoy Kelly's things about programs, and sarah I think i'd like to have a session with kelly here. that's really cool I didn't get it

02:08:37.000 --> 02:08:44.000

first, and i'm getting it and there was something else I think It's all the distinguishing that we're doing it.

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It helps me a lot. it helps me a lot and I find that i'm noticing that I you know I I don't live in the States, so you're saying this is what people say all the time and I

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don't have an idea so i'm l'm learning, you know language the same time for sure.

02:09:03.000 --> 02:09:12.000

So that's cool, Thank you, alright, alright and just an interesting time, Cheryl.

02:09:12.000 --> 02:09:20.000

How is that for you? What did you get from that I don't feel stuck on my title?

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No, I I it feels really good and I and to sort of mix well to go back and pull this up and mix pieces so I can get what I need written this week i'm going to Defcon next week.

02:09:39.000 --> 02:09:47.000

So I want a digital piece to get people perfect. Yeah. So thank you all.

02:09:47.000 --> 02:10:08.000

So very much and welcome. Alright, and what would you like us to work on for you?

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I want to release

02:10:15.000 --> 02:10:26.000

The fear and resistance around talking to people at Def. con about my new world,

02:10:26.000 --> 02:10:38.000

That's very specific that's great I can just go right into that

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Alright. So everyone inside of our intention, as we created earlier, Please begin

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Everyone can kind of wrap up there

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Alright, Cheryl, how are you doing

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But you're muted cause I muted everybody

02:16:03.000 --> 02:16:14.000

Thank you all made a very crowded home now, and some tears.

02:16:14.000 --> 02:16:24.000

Thank you. well, alright, so let's do one more person and that let's say how many people do stuff to go.

02:16:24.000 --> 02:16:42.000

We have 1, 2, 3, or 5, 6 more. people yeah So we're gonna we'll take the hour break from 2 to 3, and then we'll come back. So who So Selfie, you wanna go next.

02:16:42.000 --> 02:16:50.000

Okay, Sorry. Sorry. Sorry. Yeah. So let's do sophie and before and then we'll do a break .

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And hit it. Okay, this is completely different. has nothing to do in program, so that can be great.

02:16:59.000 --> 02:17:21.000

And I did something, and and I know you said don't do this but Anyway, I I put up a poster in a spiritual group with this 19,000 people and in my own group as Well, and that I wanted to

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clear some emotional, broadly blockages for free Okay, and it what they would, just overwhelming over 2 to 2 or 300 people signed up for this.

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So and so so. So this is a group thing, a group thing that you did.

02:17:46.000 --> 02:17:52.000

Yes, you offer no individual They just have to say yes.

02:17:52.000 --> 02:17:57.000

I want some emotional blockets released so, and they just had to write.

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Yes, please, okay. in the group, so it's not my group.

02:18:02.000 --> 02:18:07.000

But it's it's a spiritual group so you got over 205.

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Got it. so it was a hello a lot of work and I'm still not done.

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But I got so much visibility in that. group I I didn't expect this because I've been offering free sessions before, and only a few people were actually saying Yes, to this, so I I do expect more than maybe 20

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They signed up with my group, my private group, and

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I had some requirements also, for they wanted to work some more with me.

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So This is only and I would say my confidence raised to so much, because so many of them wrote back to me and said, you are spot on It's exactly I mean I recognize everything and it's crazy how spot.

02:19:13.000 --> 02:19:18.000

On your. This is just what I wanted to, you know. release and so

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So I was like whoa it's so so that was great.

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So, even though it was a lot of work, I learned a lot as well.

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And I I did get some benefits, but of course I want these people to sign up with me

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For paying sessions right? So any ideas what I do now I mean, I have.

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I have all these people know my name now in this group.

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Right. so So any ideas of what what the next step could be.

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So these people will still no my name and you know eventually sign up as a client, the paying client and getting to the group, and so on.

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So that's the question alright great well actually let me i'll just i'm gonna pause the timer just a second

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I do want to say I I don't have any problem with you doing that in particular.

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I think I don't think we want in general to off to work on from the food, but something like that where it was like it was to just to generate a lot of visibility.

02:20:39.000 --> 02:20:42.000

I don't really have any problem with that I think that that's really great.

02:20:42.000 --> 02:20:52.000

And now the key is to turn it right so that's good

02:20:52.000 --> 02:21:02.000

Either clarify question or jumping right in michelle but you're muted clarifying question did.

02:21:02.000 --> 02:21:13.000

So if you did, you do a full session on all 200 people, or just like I mean, what did you offer?

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Just a few. Yeah, and I wrote it. I I I put it in a poster that I provided in the group so everybody could see.

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So they had to say yes to that. They had to comment to your post to say, Yes, yeah.

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It's like the instruction exactly I didn't go into any personal stop.

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Just I just wrote what I found and I cleared it. that's it, and then and can I actually click on question.

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So when you So someone said, Yes, please, you went and did some stuff on them.

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And then did you just send them like a private message, with the results? put it in the I put it in the group.

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I was, i'm thinking if I should do it in a messenger.

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But then I did it in the group, because not everybody could see and they could see them saying, Oh, my God, how did you know that, or whatever

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No. So So yeah, it was quite good. alright cool.

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Did you have more, Michelle just that question Well, I don't know my head spinning.

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Did you do it all right then, I mean or over days or I had to do it over days, because there's so many people saying, Yes, I I didn't expect that you know so i'm i'm still doing it so, even though it was last

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week. Very good, I I have a day job that also had to attend Tuesday.

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You know I didn't have and they all agreed to have it everybody else. see?

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That's what they say asked to because it was I specified that if the answer will be in the group, but nothing personal, I don't go into personal.

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Things. So I just clear whatever I find, Okay, And you just did like 2, each, or something or 2, 3.

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So yeah, yeah, Okay, alright. Cool: Alright: Sharon.

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I guess first thing is more in the questioning thing. when you came into this group, did you make any agreements in terms of connecting with these people in the future?

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Do you have any hesitation there? I don't know I don't understand your question.

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Sometimes when you go into a Facebook group there's some questions you have to answer, and it's like you can't promote this or you can anything. and you can ask questions. if you have a business, round healing, and and spiritual things

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you can promote. one I think it's one post today you can put in.

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So yeah, God helps we don't have to do more than that, a day I would look at maybe setting up like almost a weekly or bi-weekly sort of members. group.

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They could pay a little. Just so they kind of get more in touch with you, maybe it's a 6 week thing a circle.

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And don't forget for them to be referring you to people

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I spoke to Sherry about the last week, and she said.

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Well, ask them if you can use the testimonial because all the people who were saying, well, this is fantastic, and I feel great.

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And all of this i'm going to ask them but I haven't had time to ask them if I can use it with or without their name.

02:25:06.000 --> 02:25:14.000

For my marketing right. So I think it might be too early to ask them for Referral.

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So since I've only done they sent it with their response, they've already told you. I think.

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Yes, you want to come from that And I did a I did a sequence of like 11 emails to my general group, each one based on a tag out of testimonial.

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Have you had this happen? All my client had this really sweet, short email.

02:25:47.000 --> 02:25:53.000

I like that, so i'll real quick before then clark your next

02:25:53.000 --> 02:26:00.000

So this is something like, if you since this is works a lot in the group. once we come up with a good thing, this is something you could probably do.

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We can do it all the time. But, yeah, we do it in this group.

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But each then next time limited, you could, say the first 10 people, or the first 20 people, that's what we're and then I can go in and you can you I think I don't I know the admin can but I think on your

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own post, you might be able to stop commenting like you can say that it so it literally doesn't accept any more comments

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If great, so yeah i'm just trying to connect to the more like at least 5 messenger, or something, or like friend, you know, like So that?

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Oh, is that getting them in the great? But you could feel that alongside asking for permission to use the testimony knew, so that you you then kind of taken a little bit off, and then you can kind of ask more questions and try and kind of keep

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the conversation going off. but you've got a really valid reason for kind of going into that.

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The end first, alright martha so did you So he you didn't get emails or anything right?

02:27:17.000 --> 02:27:22.000

Because you did it. You did it straight So when you're going in to get referrals right?

02:27:22.000 --> 02:27:36.000

You can ask them for their email. So that you can send them a copy of what you're gonna post right with their name or ask for the picture or whatever, and that gets them on your email thread, right?

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You can ask if they want you know to stay in contact with you, and so that they're part of your email.

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You can write their names down and then invite them to your own group.

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Hmm. I I will clarify if you just get their email for the purpose of you sending the testimonial for anything that isn't the same thing as getting getting getting their permission to be on your email list, right right

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things like sign up, or opt in in some way one thing is when, since you're already inviting them to join your group. Do you have something for your group where, when I didn't invite them to the just found it? themselves? okay we'll start inviting them to you .

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Yeah, since some of them are doing anyway. And do you have something?

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When people join your group where they in the questions that the answer is an option for them to join your I think, based on the rules with the opt-ins and the rules with the group, I think more politically correct it would be

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to set. Tell them, hey? if you want, or interested in knowing more about how I work, or when I hear my updates or anything, and put your opt in there so they could click it.

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And then from there send them the emails to your group and everything else that way.

02:28:59.000 --> 02:29:06.000

They opted in. you do have their email you could send them reports, and you could send them to your group without

02:29:06.000 --> 02:29:14.000

I'm doing a conflict of interest directly on the Facebook group with another Facebook group.

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That's just my opinion. because they did touch based on the getting the emails.

02:29:18.000 --> 02:29:24.000

Do you want those people on your email list because they already know like and trust you?

02:29:24.000 --> 02:29:36.000

And so their soft market. There are a warm market. but you could, if you have groups or any sessions, or any packages, you could put them there and be like, hey, like Thanks So much.

02:29:36.000 --> 02:29:55.000

If you because you're a part of participant here i'm, offering you whatever like a 10% discount, So those are things that you could do, and only for a limit of time, like within the next say 7 days like if you sign, up

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you know special pricing Oh, sorry, Anne.

02:30:03.000 --> 02:30:16.000

No just yeah that it's really important. to put that It's what it's called a limiter, and you say in marketing parlance, that they the the limit is either on that How many or the

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time. Those are or an extra bonus that they only get it something like that exactly.

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But I also was thinking about making, because people were asking me about the way I was working.

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So making some kind of a Facebook live or webinar, just explaining what the different what different things means, and and something that wrapped.

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And and then in the end of that I will offer them the next 24 h you can get so and so many, 3 session, 4 until this is like 30% of 25% of the price of I I would I would do it.

02:31:00.000 --> 02:31:12.000

Through an invite, though, like have their email, so that they could go to that life. you're explaining it or whether you do a recording, and email it to them that way. they see it they digest it.

02:31:12.000 --> 02:31:19.000

And then they could send you their passions. The one thing that you want to do is capture their email. cause. if not, you're gonna lose them.

02:31:19.000 --> 02:31:23.000

You know you. you want their email, and you want them to opt in.

02:31:23.000 --> 02:31:33.000

Once you have that you have gold. Yeah, you know so awesome all of that awesome congratulations.

02:31:33.000 --> 02:31:40.000

Thank you. Where? Yeah, I mean, I think completely cute came.

02:31:40.000 --> 02:31:49.000

But yeah, I was gonna suggest inviting them to a cool Maybe it's a zoom call like webinar kind of thing to learn more. and they have to opt in.

02:31:49.000 --> 02:31:59.000

And you get that email. Hmm: Yeah, Yeah, i'm not a I think county pays.

02:31:59.000 --> 02:32:03.000

Alright, Michelle, I was just going to say it, so I wrote down.

02:32:03.000 --> 02:32:13.000

Your question was, What do I do now? So you have 200 people that have raised their hand to remove blackages, so Oh,

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It sounds like they might. At least some of them would be interested in maybe possibly a group program, because they were okay with saying the results publicly.

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So it sounds like you might have several people that are willing to do a group program for removing blackages.

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Possibly I mean they're really that's very broad yeah, I mean suspicious specifying what those are maybe getting

02:32:42.000 --> 02:32:48.000

There's 200 people so finding out what their interest is interests are

02:32:48.000 --> 02:33:09.000

What types of blocks I guess. And then, concentrating on Maybe there's 3 different things so making different. Maybe 10 people want to work on removing blocks about this or like, that Yeah, that way you have group program with lots

02:33:09.000 --> 02:33:17.000

of people in in your time is yeah I don't know

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Absolutely I was. Actually, I was thinking that as well. because I have done another program.

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And there was not really interest there. So 2 programs actually, but I haven't put them out.

02:33:33.000 --> 02:33:35.000

Well, I put them out there, but people were not really interested.

02:33:35.000 --> 02:33:44.000

So. but riding, or saying emotional blocks seem to be.

02:33:44.000 --> 02:33:53.000

Yes, people are crazy. So so you're there time is up and but let me let's let Kelly just go quick.

02:33:53.000 --> 02:33:57.000

We have a lot since we're gonna break on the hour anyway. Kelly, what were you gonna say?

02:33:57.000 --> 02:34:01.000

Especially if it's something specifically about yeah like what she could do.

02:34:01.000 --> 02:34:03.000

Now. Yeah, Well, Claire put it in, you know, and based on.

02:34:03.000 --> 02:34:10.000

And you guys are gonna laugh at me now because michelle touched it, and i'm sure i'll set it.

02:34:10.000 --> 02:34:13.000

You can make a group, and it's a series of things blockages on again.

02:34:13.000 --> 02:34:21.000

Abundance. And if you have their email and you do the question there like an assign you get what blockages they have.

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And then you could do an email series like, Okay, this week i'm gonna be working on blockages on this who wants to be part of this group healing.

02:34:29.000 --> 02:34:35.000

And then next week i'm gonna be working on blockages on this other topic, who wants to be part of it?

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And you send them the link, and then they sign up so here's one thing I would

02:34:42.000 --> 02:34:53.000

I I love the idea of you doing group thing and getting bunch of people signed up, but I don't want you to do that at the expense of not signing some people up for one on one who would have done that Okay, so

02:34:53.000 --> 02:35:07.000

you want to also offer that. So yeah so I would you might wanna since it's so many you might wanna kind of triage it a little bit like which are the ones who were the most the ones who tracked you down and

02:35:07.000 --> 02:35:08.000

joined your group, the ones who were like, Oh, my God!

02:35:08.000 --> 02:35:12.000

This is the most amazing. But by how do I get more of this?

02:35:12.000 --> 02:35:16.000

You know how to reach out to them directly. Right? so

02:35:16.000 --> 02:35:23.000

And right now you would have to do that via messenger that's really the only way you can do that because you don't have their stuff yet.

02:35:23.000 --> 02:35:34.000

So and you do Obviously, you want to do it well because we've all had that thing where we connect to someone, and then they immediately try to sell something on messenger, and we're like get out of my bit right so so you

02:35:34.000 --> 02:35:39.000

want to. It would be an invite I would invite them to if they haven't already invite them to join the group.

02:35:39.000 --> 02:35:48.000

Appreciate. You know that their their interest, and and that they seem to want to know channel more.

02:35:48.000 --> 02:35:59.000

Let them know that you're you could say i'm putting together. since some things i'd love to find out more about what you what really interests you and I would invite some of them to just get on the phone with you

02:35:59.000 --> 02:36:05.000

or messenger with you. you know you can mess you can do with your messenger, and they won't all say yes, that some of them will say yes.

02:36:05.000 --> 02:36:09.000

Right. So now you really can just do a consult with them.

02:36:09.000 --> 02:36:12.000

What had you when when I posted that? What had you say?

02:36:12.000 --> 02:36:18.000

Yes, please. what's going on in your life right just the whole, You know the whole.

02:36:18.000 --> 02:36:24.000

The training done all right, and go through the whole thing, and then invite them to work with you.

02:36:24.000 --> 02:36:27.000

Make you recommend to use your expert opinion post based on everything you told me.

02:36:27.000 --> 02:36:37.000

I recommend this, and if they say yes, great if they say no you can say, Well, there's this other thing that i'm gonna do, which is this group thing which you'd be interested in that and they're almost certainly going to say

02:36:37.000 --> 02:36:44.000

Yes, to that And then the thing you also could include that with anyone who's doing what I want to do.

02:36:44.000 --> 02:36:50.000

That's an option, but so yeah don't just go straight to the lower cost group option.

02:36:50.000 --> 02:36:54.000

Because some of these people are gonna not only or they'd be happy to pay for what I want to work to do.

02:36:54.000 --> 02:37:03.000

But they need to be invited first yeah alright that's a good one. alright, who i'd love to hear from one or 2 of you.

02:37:03.000 --> 02:37:09.000

What did you get from that

02:37:09.000 --> 02:37:12.000

I'm gonna check if there's a group like that in Sweden.

02:37:12.000 --> 02:37:24.000

Most groups are not allowed to promote and that's in that tends to be good because a lot of groups where you are allowed to remote. they just turns into a pitchfest like all the the only thing that's happening in the group is everybody's

02:37:24.000 --> 02:37:28.000

just promoting and no one's paying any attention so it's kind of a sucky group, right?

02:37:28.000 --> 02:37:31.000

But sounds like this is an exception which is great, Right?

02:37:31.000 --> 02:37:41.000

So any yeah, I mean, so be on the lookout right for for situations like that, where you are all allowed to do that.

02:37:41.000 --> 02:37:50.000

Anyone else.

02:37:50.000 --> 02:37:55.000

Exciting. Alright, Sophie, how was that helpful for you?

02:37:55.000 --> 02:38:02.000

What did you get from that? Oh, great! That was amazing. I got so many ideas.

02:38:02.000 --> 02:38:09.000

And yeah, I don't know what to stop oh, you catch it on, and it is all in the I mean.

02:38:09.000 --> 02:38:15.000

Make sure I post not only the recording, but the transcript, which I do for every call, but i'll make sure I do.

02:38:15.000 --> 02:38:24.000

The transcript for this because I haven't read any of the well, and so i'll do the transcript, and i'll do the chat as well cause those are 3 separate things.

02:38:24.000 --> 02:38:30.000

So i'll actually do all 3 i'll do i'll do the transcript and logical chat it was really helpful.

02:38:30.000 --> 02:38:35.000

Thank you so much, everybody, and what would you like us to work on for you?

02:38:35.000 --> 02:38:40.000

And can I say, by the way, you're out you can also decline the healing part?

02:38:40.000 --> 02:38:44.000

If anyone's in a space where you're like I don't I just right now that doesn't feel quite right.

02:38:44.000 --> 02:38:49.000

You can decline I know i'm clear you don't want to.

02:38:49.000 --> 02:38:54.000

I just wanted to make sure I thought that's fine right you just may not be as much space right now.

02:38:54.000 --> 02:39:13.000

So what would you like us to work out Well, I i'm still a bit nervous, or something when I when I have to, when i'm in a group, even with you guys when I have to say something at least, in the

02:39:13.000 --> 02:39:22.000

beginning, and and when I get just get when I get going It's, it's no problem, but I can I can feel it still.

02:39:22.000 --> 02:39:39.000

Just stop old. Yeah. So yeah. is that nervousness, that fear like what underlies nervousness?

02:39:39.000 --> 02:40:03.000

To to speak to people I have no problems, writing all this stuff in in the group and everything. And but speaking integrate, it's all different. Yeah.

02:40:03.000 --> 02:40:19.000

Okay, alright. So everyone please begin.

02:40:19.000 --> 02:40:25.000

Alright, please finish that up How are you doing?

02:40:25.000 --> 02:40:40.000

Oh, that was great! that was wonderful. I felt like a safety blanket went all around me in the beginning, and then waves of warmth going through my body.

02:40:40.000 --> 02:41:00.000

And oh, it's just like whether come and and easy, and hmm alright, Oh, thank you, alright.

02:41:00.000 --> 02:41:05.000

So let's take an hour break right so if everyone can feed themselves.

02:41:05.000 --> 02:41:16.000

If for those of you, who are in Europe if you can't come back at the other end. we get it and if you want to come back for part of it, that's fine, too.

02:41:16.000 --> 02:41:22.000

But we will take it an hour break now. and come back. who's gonna be ready for when we go back.

02:41:22.000 --> 02:41:32.000

We still have Let's see. Claudia, you go, Michelle, Marty and Kelly. So who's going to be up when you come back? that we know.

02:41:32.000 --> 02:41:56.000

Okay, Marty. Okay, alright. So I will see you all in the middle in in an hour.