Introduction to Jennifer's Role

All right, everyone, welcome back. We're having a unique conversation here today that's going to be a little bit different than what we've been going through.

Everyone's been telling you how to fix your fibromyalgia, getting rid of your migraines, how to balance your hormones. Then you go home and you hit reality.

And reality is the kids want to get fed. Husband's grumpy. The staff needs support. Somebody needs to be driven to soccer practice. So we're really, really lucky here to have somebody today with us that could inspire everyone that's listening.

On how to thrive in that the reality of being a mother, being that female lead, you know, the matriarch of the home. So welcome, Jennifer Bet-David, thank you for joining us here today.

Yeah, of course. Thanks. Thanks for inviting me. I appreciate it. So just some background so people know, you know, there's some people that think, well, what is it like to be sort of managing for children?

What is it like to be managing one hundreds, if not thousands of employees? What is it like to be, you know, supporting or married to a businessman? What is it like being married to an influencer that has millions of subscribers that, you know, needs constant drama and support?

And guess what? Jennifer is doing all of these things, everything I just described. Right. So the load is heavy. And meanwhile, she is able to maintain ideal health, ideal food, you know, ideal schedule, ideal sleep, all of this stuff we actually worked together a little while ago on your genetics and you are very deeply involved and very thoughtful throughout the process.

And I could see the passion like this is important to you. And so we wanted to bring here her to show people that you can do it all if you know how to prioritize it.

And you were one that did that. So how do you even get here? How do you do all this stuff and make it all work? How do I get specifically to managing all of the kids, the family, the business and all of that?

And the big kid. And the big kid. I would say probably for me, then the number one thing is just having a great support team around me, you know, as it relates to the kids, you know, my husband and I, when we first got married, we talked about how life was going to be somewhat he tried to cast the vision for me as far as things are going to be busy, he's going to work a lot.

You know, there's always going to be a lot of things going on. So as we started talking about having kids and he knew that my desire was to continue to support him in the business is that we knew that we would have to have a great support team.

And so for our kids, we've always had a nanny that helps us with the kids. So it's a huge part of our life. Our nanny has actually been with us for 14 years because she was our nanny before she was our housekeeper, before she was our nanny.

Building a Support System at Home

So she jumped in and she plays this role with helping with the kids, which is a huge thing because that takes away pressure and a lot of the brain space really to help get things ready for the kids in the household and things like that.

So we've always had that support as it relates to the kids. But also Patrick's dad, I mean, he's a big part of, you know, running this household. He has a lot.

And so he entertains the kids. You know, he cooks meals. And, you know, he's just always been a big, huge support of this whole family dynamic that we have and just our support team, you know, with those folks that we have at the office and our assistants.

So it's really a huge team effort to make all of this work. So without that, I really couldn't be involved the way that I have been involved with our businesses from the beginning.

It's just always having that strong support cast around us and it's extremely important to have the people there that understand your goals and your vision and how your family culture is, how your business culture is.

It's important to have those support team, that support team in place so they understand this is how we work and this is how we do things. So having that team is very important.

So for somebody that's listening in, they may say that, Well, I don't have a nanny, I don't have these resources. I'm struggling, I can't do that. But what you're really saying, what I'm hearing is that you planned meeting that you and Patrick got together and aligned on a vision which is so important because people just start doing without thinking or planning.

And there's so much friction that comes out of that. And then they wonder why they're stressed and they wonder why they don't agree, and they wonder why they don't know what's going to happen with the kids next.

So you guys very purposely, the way you've been able to succeed in your business, brought that home. You created a structure and a structure which sometimes feels too hard, are not lovey dovey, and not only allows you to have that lovely homely comfort and zen and lack of stress because you plan it, you know what's happening next year and the year after and allowed you to bring those resources in. Yes.

All right. Yeah. And I can imagine, you know, you and Patrick getting together there. You get you get through these sort of phases where you guys have grown exponentially for those people that I don't know.

Like we're talking about Jennifer managing a team of thousand of saleswomen that are out there. A beautiful thing that you've done in terms of, you know, in the insurance industry. Right.

And you guys have now sold that company. And so it just to deal with that, the home has to be running smoothly. Yeah, right. So now going back to, you know, your secrets and what you're doing, how do you get the discipline to sit there and say, I'm going to plan, but I'm also going to follow the plan and everyone's going to follow the plan.

The kids, the family, everybody. How do you actually get that discipline and build it in? I don't think that anything is ever perfect. You know, you may have the exact plan and sometimes it just doesn't doesn't go that way.

So I think being able to sort of be good with improv is is a good way to think about things because you may have everything planned out perfectly, but sometimes it just doesn't roll out that way, you know?

So I think, you know, on a weekly basis is just kind of having a check in, you know, having your calendar, you know, things lined up like, you know, what is happening for each day of the week, you know, for example, like, you know, every Monday I know exactly what sports my kids are going to play, what outfits they need to wear, what time they need to be there.

So all of that is in my calendar. So if I have that lined up, it just makes it easier for the week to be able to be prepared. And then, you know, that way there's not like, you know, last minute, oh, my goodness, today is this day.

And we need to have this particular outfit ready for Dilan because he's got baseball today. So just being able to be prepared for the week, I would say is is a huge part of planning and being disciplined with that.

Now, among all that, you're doing what you're saying, but you're doing it also in a way where like everybody here that is listening is here for the purpose of how do I get healthy?

How do I feel better, how do I deal with my problems at the root causes level? How do I make my family healthy? And that's often where the challenges start because the matriarch, the head of the home, the female head is the decision maker, especially when it comes to health care decisions.

That's where it starts. Usually a man will keep doing whatever he does until he breaks his body and needs to get it repaired and a woman will think ahead and make sure things don't happen.

So how did you instill that culture and bring that into the home? Because I saw it when I was working with you. And even what we were doing at Patrick was being driven by you.

So how do you maintain that? So I will tell you that initially when I got really strict with the family as far as how we were going to eat and how we weren't going to eat processed foods, I definitely got a lot of pushback and the household was not very happy initially.

So to give you an example, I used to let my kids eat cereal all the time for breakfast, so I recently just threw it all out is a couple months back and decided we were no longer going to eat processed foods and the kids were just like, Oh, you're so mean, Mom, you don't want us to have any fun.

I mean, they were really giving and giving it to me. And of course, I felt bad. You know, I feel bad for for doing this. But I also had to tell myself that I know, I know this is good.

I don't want my kids eating sugary cereals every single day for breakfast. I just threw it all out. And it's just not in my house anymore. So anything that I didn't want them to eat, I just threw it all away.

Threw it all away or donated it or just made sure that it was not accessible to them because I catch them right before they were going to bed.

Planning, Discipline, and Family Structure

They're like downstairs, like, you know, looking for the cookies in the pantry and, you know, all these things that kids try to sneak off and hide. So I just made it like it was not accessible to them, you know?

And then I explained to them, this is what Mommy is trying to do. We're trying to eat healthier. We're trying to get rid of the sugars. You know, we're trying to, you know, just live a healthier lifestyle.

And then as I continued to talk to them about it, then they started to get it. Then my son's like, Mom, we can't eat that. That has so much sugar in it.

Realizing that what I was trying to convey to them was was really good, good for them. I finally caught on and my husband, he wasn't it wasn't difficult at all with him.

You know, he's a pretty decent eater. But recently I have enrolled the support of help to make dinners and lunches because I told Patrick, you know, we're spending so much money eating out all the time.

We're eating out like every day. And we entertain a lot. So we would spend sometimes a couple thousand dollars to go to dinner with friends and entertain.

But I'm like, We're doing this several times a month, doing big dinners like that, you know? And every single day eating out, it just wasn't wasn't good.

So, you know, I told him after we broke down all the expenses that I really think it would be it would be not only healthier for us to, you know, hire the help to cook the meals for us, but it's going to be cheaper in the long run

anyway.

So we would save money and eat healthier, you know, if we could get those meals to be cooked in our home every single day. So I did that. So we have that support five days a week, lunch and dinner at home that's made for us at the house.

So, you know, he he agreed and he's like, I get it, we're spending you know, we're spending so much money every single month eating out and trying to entertain because that's what we do.

You know, we entertain. We have lots of friends over. And now that that just comes to our house. And for you, there's a there's a business need. Like you have to do things that develop the business.

And there's certain things you just have to show up and you have to do things. But now you can instead of being sort of bought into the way things that are done, you can bring people to your home and you can show them there's a better way.

And same thing you did with your kids is that that it's that identity change. It goes beyond, hey, you're not allowed to have this too, educating them on why and eventually the identity does shift.

I experience the same thing with my kids where now we'll go to a birthday party and there'll be the treat bag after the party and they'll be like You.

What are you giving us? Because they now understand what it is right? And then the friends are sucking on the lollipops and having their bubblegum and they're they're grossed out by it. No.

Yeah. So, you know, so having said all that, when you bring this to the office, I know that the pace for you is a little different than most, you know, the traveling, podcasting, all the stuff that's going on.

So how do you maintain that stuff when you're shifting contacts? You have your home, your cocoon, right, that you control that environment. What happens when your kids go out?

What happens when you guys have to go out of town and plan for that and maintain those stuff? Yeah, that's really hard. You know, when you travel and you go on vacation, you just try to watch it, you try to limit it.

You know, my kids will ask me, Oh, Mom, can we have can we have Sprite at lunch or dinner? Or if we go somewhere and I'll be like, Well, do you want to have ice cream later when we go to the pool?

So if you want to have ice cream later, you should just drink water right now. So I make them choose, you know, I'll tell them, you know, if you have something that has sugar in it right now, you can't have that treat later on, you know.

So I encourage them to drink the water at lunch or if we're going out to dinner. So maybe later on they can have the treat, you know. So I just try to trade off, you know, with things like that, you know, and I only really let them have like the sugary drink like once a week or maybe twice a week, like because they used to always want to drink Sprite.

And I'm like, No, you cannot drink Sprite because that's just too much sugar. So I encourage them. The water's or like, you know, my daughter, she likes sparkling water with lemon.

So we try to we try to encourage encourage that. So not so much sugar trying to keep that other diet. Good, good, good. And then by day, getting rid of the cereals, you also got rid of the grains, the glyphosate.

It's like so many kids are having gut issues, mood and behavior issues because of all the glyphosate and plastics and the packaging that seeps into the food, we know what to do, the genetic level that people have different abilities to cope with all of that.

And most people are not doing well in the gut. It's kind of almost an assumption that if I were to look at your DNA that your gut does not do a good job of blocking toxins.

It's for the majority of us. So getting rid of that stuff does a lot more than just the sugar. It's like we're talking about preventing disease, you know?

So take us into your world a little bit. You're no longer doing this. And the next phase you realize what we're going to talk about, but you spend a long time working with Patrick in the business.

Yeah. What were those days like? What was it like? How did you manage? First of all, tell us about what that was like and then tell us, how did you manage four children at the same time?

Sure. Yeah. So Patrick and I, we've worked together for such a long time, even prior to us dating. So we've always had a connection as as and just a friendship.

We liked each other as people before we started dating, so which is very important. But once we started dating and then we, we got engaged pretty quickly and married pretty quickly too.

So we started working together in the same office, you know, three months before we got married. And then after we got married, we started a company. And so Patrick and I, we're very different people.

Our strengths are very different. So typically, my, my, my thought process is how, how do things work?

Changing the Family's Nutrition Habits

You know, if he says, we're going to do something, we're going to do this and we're going to do that, my mind automatically goes to the place of, Okay, so how are we going to do that?

What are the steps? What's the plan? Let's write it out. What's the system? What's the technology that we're going to use to do all of this? So when we started the company, his vision is very big and we're going to grow this huge company.

And I thought, That's great. Well, we're going to really need some good systems to help this company grow. So I am, you know, immediately took on the role of the person that implemented all of the technologies that we use to grow the company.

Because my background is insurance. I was an insurance agent for seven and a half years prior to starting the insurance agency. So I had that background and that knowledge of how the business works.

So I had that. But then I took my area of strength, which was, you know, things need to be structured and organized. So I wouldn't apply that to creating all the technologies for the company.

I pretty much led every single project as it related to software and technology since the beginning of our company. So with Patrick, his strengths being though, you know, big dreams, big vision, very strong sales, you know, just the biggest and largest, you know, life that you can meet.

And I'm the very opposite, which is, you know, I want to be working in my desk and just, you know, banging out like my task in making sure that these things are in place.

So because our strengths are so different, we never got into each other's lane. If you understand what I'm trying to trying to say, like I never tried to do the things that he did because he's very good at those things.

And he never tried to do things that I did because he don't want to do those things, you know. And anyways, so I did what I was good at and he did what he was good at as well.

And so because those strengths were so opposite of each other, those things coming together makes for a very good partnership and a very good marriage too, because neither of us tried to get in each other's way, you know?

Like he was always like, Babe, go do it, you know, let's, you know, let's go and do this. And me too. Like I was always behind him, cheering him on, you know, as it relates to whatever crazy idea he might have for for the company, I'm like, Holy cow, that sounds like gigantic dreams and aspirations, but I'm like, Okay, babe, I'm behind you.

Let's do this, you know? So it was always just like, we're like the yin and yang. We are like a great partnership. And so working with Patrick, a lot of people may think that, Oh wow, he seems like such a strong personality, which he is, but he's also very supportive.

You know, like I would come to him and I would tell him, Babe, you know, I really think that we need to put this in place because this is going to help us in this area.

It's going to save so much money and it's going to make things so much faster. And he'd be like, Okay, well, what's the numbers? You know? So you go back and we talk about negotiation, but he'd be like, Okay, all right.

I think I think, you know, you guys got a point with this, you know, so both of us, we would have, you know, the things that we were working on to grow that company.

But it was always a complement, you know, complementary to each other and very supportive each other. You know, I'll tell you this as far as Patrick and who he is on a daily basis, he's a very tough personality.

He's very high standards, very, very strong, very bold. But he's a lot of fun. You know, he's a fun person to work with. I mean, there's always something new and exciting that's going on.

There's always some big dream. You know, at this point in our careers and where we are in our life, you would say that we've done pretty well, but Patrick continues to sell me the dream every single day.

Every single day he's got something up his sleeve that he's talking about or that he's doing. And I'm just like, Man, he just never stops dreaming. And I love that.

I love that he's always got this new and fun, exciting adventure that he's got planned for us, you know, and our organization and where we're going to be going and the organizations that we will continue to start and grow over the next couple of decades.

So there's always something fun, you know, but it's high standards, it's a high standard and it's a high standards for our family. We have very strong expectations for our kids and what we expect them to do and the type of citizens that we expect them to be and school treat people right, get good grades, don't procrastinate, do your homework, but you're also going to be active.

We encourage our kids to be involved in sports. We let them try everything. We encourage them. We push them because we feel like sports is something that will keep them out of trouble later on.

But it's also very good for their health. So our kids do swimming, basketball, soccer, football, just about everything that comes up as the afterschool activity.

I'm like, boom, we're there. You know, our kids are going to be involved in everything. So that just kind of gives you sort of a little glimpse of Patrick and our relationship and a little bit about our family and how, you know, how we are, you know, as a family and what we expect, you know, in the culture of our family. So.

You know, I'm listening to you. It reminds me of first of all, it sounds amazing and it reminds me of successful business partnerships, where there's the CEO, the visionary, and there's the CEO who runs the show.

Right. And and if you look at homes that aren't working and this is such an important lesson for everybody that's listening, because you can't be healthy if your home is toxic and full of stress.

You can't be healthy if there's disorganization and chaos and, you know, things aren't going the way you anticipated or planned. And there's this very clear delineation between the frontline visionary and the operator.

Right. And it sounds dry, but if you can't plan to that level, then go ahead and enjoy your chaos right there. Is that the reason you don't have that is because you implement the same thing that allowed you to succeed in the office is allowing you to succeed at home, which allows you to look so young and healthy and for your kids to be thriving and for Patrick to go do his job and not feel any burden, and to come home happy and to be excited to get home.

Right. So if there's if there's one thing that I've heard from you that I think everyone needs to apply is to understand this is a partnership, right?

This marriage that whatever you're doing in your life, this this partnership that you have at home, and if you don't align and support each other and understand that one of you is the visionary and one of you has to execute and you need those two pieces and you got to plan it like that, and you got to proactively structure it and you got to think about it like you're running a business.

And if you do that, you can enjoy then and then you need to spend very little time on this once you've structured it. And then it's all about the pleasure and joy and everything that's operating so smoothly.

Right? So one big thing I learned from and I'm actually going to take that home today and remind our whole household that we've not been paying enough attention to that.

So now you're you're you've sold the company. Patrick has new ideas, a new vision. And he's never going to stop. No. What are you. What are you? How are you?

So now you're at this place where you don't need to do really anything.

Balancing Business, Marriage, and Parenting

Yeah, I know. I saw you at the vault event, by the way. And just so everybody knows, there's an annual event that John and Patrick hosted called The Vault, which is incredible.

Some amazing speakers will blow your mind and motivate you and get you going. And it happens, though. Last was in Miami. I don't know if it's in Miami every year, but yeah.

It will be in Miami and this coming year. So I saw you there. And as much as you say, the company's goal that I'm taking a step back, I could clearly see that the structure is still dependent on you and like you're integral to what's going on.

So what is your plan now? You know, you what do you want to do with what the time that you now have? Well, I mean, I'm still involved with with the company.

Even though we've sold the company, I still have a role and and I'm still involved with helping with more of on a kind of consulting side. And I do a lot of stuff with the technology team.

It's really just from a place of We need to do this. Is this the right way to do it? You know, so there's a kind of questions I get, you know, or here's the next lady that we want to feature.

So I still am very involved with the Ladies Addition and ladies initiative for the insurance agency. So we do our monthly newsletters. We have a feature every single month that we do.

So we're getting ready to put that out. And then with with value tainment, I have a role there as well as I help with

the events and I'm working with the technology team on implementing some softwares.

This year we've implemented a couple of new things, you know, some new technologies that's going to help us with the organization and just overall improvements of some processes that that we need to use to be able to make the business run.

So those are still some things that I'm working on. But, you know, for myself, I'm also very interested in always learning something new. So I too am taking some classes on the side, some online classes and just doing some studying on my own just to be able to learn something new.

What are you studying? Well, so I'm studying well. Just recently I had a bunch of continuing education for my real estate license because I'm actually a licensed realtor in California.

So I had to redo all of my education for Florida because I live in Florida and I wanted to get that transferred over. So I'm studying all those classes to be able to get my my license in in Florida.

And then I'm also studying nutrition. So, yeah, so nutrition and holistic medicine and things like that. So I'm very interested in those sort of things.

You know, I started to become very interested in nutrition because when I did the the program with the DNA company, I got very interested in just understanding about food and how that plays a role and plays a huge role in, you know, our health.

And so I started to become very curious about what to eat, what not to eat in the way that things are prepared. And just those sort of things became very interesting to me.

So I wanted to study more about that and just how the human body works as it relates to nutrition. So what I love about what you're saying, which is so key to your story, is you got intrigued and you didn't go call the nutritionist, you went and took a course on nutrition to become that person.

Right. And people think in a box often like, oh, who do I call? Who's a specialist? Well, you're going to get that person's limited perspective and now you have this valuable time and you're using it for something so valuable, which is incredible, because now the whole family benefits from what you're doing.

Yeah, I mean, and that's it. I mean, these studies for me, that's that's really like, you know, they ask people, do you have hobbies? Yeah, that my hobby is I'm studying, I'm studying something, I'm learning something.

You know, real estate is just something that I've had in my life since I was 23 years old because I've been a licensed realtor since that time. But I wanted to get my license transferred over to Florida.

So that's one area of study that I'm just continuing to improve my knowledge there. But with the nutrition in, it's not just nutrition, but it's really about the environmental effects of everything that's around you, you know, because I started learning about like the sun and the benefits of the sun and how important it was for our body.

And then I started learning about why I should not be letting my kids eat on plastic plates, or why I should not let them drink from a plastic cup because of the microplastics, you know?

And I so I started replacing the plastic wear with stainless steel, you know. So these are just things that I'm learning because I'm trying to improve our lives.

But I feel good though. Like when I'm learning and when I'm, you know, growing my own knowledge, I feel good as a person because yes, I have my role with the companies and I'll still continue to do that.

But I think on the side you've always got to have something new that you're learning, because I think learning something new brings that excitement in your life, you know, where you don't become, I guess, bored really easy.

Have something that you're aspiring to learn. So I think with that, that brings that fun and excitement in your life. So I'll share stuff with Patrick all the time.

Like he recently got a convertible and I used to always say, No, I want to drive a convertible because I'm going to mess up my hair. And now I'm always like, No, put the top down because I want to get that, you know, ten or 15 minutes of sun because I know, like how important the sun is for our bodies, you know, just being able to have that sunlight, you know, one helps you sleep better whenever you trying to go down at night.

And I'm one I'm one person that has struggled with you know, sleep since I became like maybe my late thirties, you know. So I think also because of my own personal health challenges, that really inspired me to go out and learn more about what are some things that I can do or change or implement that can help me live a better life and help me feel better.

It helped me be healthier. It's helped me sleep better. So there's a lot of things that I've done to to reach that goal. So that's. Cool. Yeah, I learned that because I was studying because I became curious, you know, and it's almost like I became desperate because I struggled so much with like my sleep habits.

I really became desperate to want to learn what are the things that I can do to improve this. So because I became that person, you know, I sought out the help from you guys at Dana, but also I went and had a meeting or saw a doctor that helped with like hormonal therapy because, you know, I'm becoming that age in life of a woman where things start to kind of go a little bit crazy and your hormones get off balance.

And so I went and did all those tests and everything and I realized in my doctor, she says, Yeah, you know, you've got some abnormal things going on with your hormones.

And so she gave me some different supplements to take. And so those supplements have really helped me sleep better and to have a better life because, you know, when you sleep, you feel great.

You don't sleep like dirt. Oh, sure. Anybody you know? So I would say that, you know, because my own personal health challenges that really, really sparked an interest for me as it relates to nutrition and health and what are all these things that I can do, these practices that I can implement to feel better?

Life After the Company Sale

Yeah, I think having health as your hobby is a very admirable use of time, right? Yeah. Yeah. Especially given the American health care system and the reality of what you're going to get unless you happen to know the right doctor or have access to some information like this.

Right. It's almost a requirement on everybody in our health care, reality that you have to be learning, constantly learning. And I mean, we're we're honoring the type of people that are here.

That's why they're here to learn, if you're listening to this, that's why you're here. But it doesn't matter what level you're at, whether you just started, whether you've healed something, whether you are a practitioner yourself and have a lot of knowledge, don't stop.

There's more to learn, right? I'll never stop. So yeah, that's a beautiful use of time. So yeah. So now we take all this back to, you know, if you see your future in this sort of I'm this health enthusiast, right?

I'm going to be a nutrition master, I'm going to be a hormone master. I get to know everything about everything. I've never going to practice. But when I learn everything and I know that you inspire women like the way you do in your in your work, that people may not realize it, but you built an amazing team of what is it, 5000.

Am I wrong with that number? All right. Are you referring to the insurance agency? Yeah. Your team? Yeah. Oh, in the company total, we have probably about 30,000 contracted agents.

That's overall like, you know, one. Yeah. And there are some. I know you had a heavy focus on women. Yeah, yeah. We, we have, you know, with the insurance agency, with we we have about 53% of our our our our field force is female.

Yeah. Yeah. And you've been celebrating that in a big way. Big time. Yeah, I know. We have a women's initiative program. And so we really take the opportunity to highlight our female leaders, the female performers, you know, and this this sort of evolved, you know, from the beginning, you know, because when we first started the company, I really I wanted a way to kind of get the women together.

And a lot of the women at that time were just really, like, supportive spouses of like the husbands that were, you know, the sales agents. But over time, it kind of evolved to where the spouses got more involved.

And then we started to have, you know, the females be like, you know, the primary earners. And then we have right now we have so many really strong power couples, you know, lots of power couples where like the husband and wife, they're both like just really incredible performers.

They're both involved in the business. So we have a lot of really incredible examples as it relates to that. But just the women in in HP, they really other women maybe that are outside of the company looking in, they see these women and they're like, wow, that woman is incredible.

And I relate to her story while she was a single mom at one time raising her son. And she came in and she built a business, you know, and now she's married to, you know, for example, another person maybe that she met in the business.

That happens a lot, but there's just some really incredible examples and stories of really successful women, you know, and that's very attractive, you know.

So we attracted a lot of women that want to, you know, have their own business, have that freedom, you know, to build a lifestyle to make great income, you know, to live in great communities and send their kids to great colleges and things like that. So they're attracted to that.

So we have really attracted a lot of women to the company because of that initiative. Just I think it's because, you know, we really did a great job of telling the story of the women and really like sharing their stories and putting it out there and saying, you know, here is this particular woman and she is so and so and she's doing an amazing job and, you know, just really highlighting that, you know, so that's been seen, you know, for over a decade and has really paid off because of such a strong presence we now have with the female leaders in the company.

Yeah. Yeah. And this was, I would say of everything, the reason, you know, I was anticipating speaking to you today and what we wanted everyone to hear from you is that this that I don't think there's any coincidence that you're seeing all these power couples emerge from your corporate culture because they're seeing you and Patrick and they're seeing that you built this relationship, you built this home, you built this business.

It didn't. It's not a coincidence, right? Very purposeful for both ends. And now you're building more of them within your business. All these people that are coming along with beautiful relationships that are thriving financially, emotionally, in every possible way.

And it's something that they're learning from you, the example, and now they're expanding that example. So this is why I wanted to be able to hear and see today that whatever is happening at home, you know, that foundation that to be sort of your it's your your home base that needs to be your cocoon, your escape from everything that you control and manage and is healthy before you can get healthy.

Or you can't go home to toxicity. You can't go home to a place you don't even want to be. You can't go into our relationship that you question daily, right?

You need to go into something like this that is just innate and feels amazing and you would never question what

you're doing with it and it and I wanted people to see that not only have you done it, but people around you are doing it because they're seeing what you do.

And it's in a nutshell, you have to purposely it doesn't just happen. You don't just find that fairy tale. You have to structure and you have to build it and then you create the fairytale.

Right?

Health, Learning, and Personal Growth

Well, I think, you know, from the get go with Patrick and I in our marriage, you know, like I have always had like the utmost respect for him because I've always really, truly believed in him as an individual, you know, even prior to us being either one of us having any kind of success, I always really saw Patrick as someone who was just extremely charismatic and just a phenomenal individual.

So I knew that he was going to go places. So, you know, when we got married, I just I had trust and faith in him with like whatever decision that he was going to make for our life and what we were going to do.

I was going to be behind him because I believed in him 100%. And I never question, you know, even in the beginning when things were not good and we didn't really have very much money in the bank account was really low.

I never questioned like the steps that he was going to take or the steps that we were taking, because I really, truly believed in him as an individual.

And I think that's very evident because if you see how we are as a couple, you see us, you know, the way that we are in front of people in the public.

We are like that at home too, you know, like you. I'm very respectful with him in our home. I'm very respectful with him, you know, in public places because he's the leader of our family, you know.

And I trust him to to make those big decisions, the big choices about our life and where we going. I trust him. And so for him to be the leader of our family, I think people see that and that we are that example and we have that kind of relationship that we are duplicating ourselves.

I guess we would say, because there's a lot of other couples that are aspiring to have the kind of business and marriage that we have because we we are who you see as a very respectful couple to each other.

Patrick is very supportive and respectful to me when I am to him as well. So it's not fake. It's it's we are who you see on a daily basis every single day.

We have fun, we have a great marriage. And I think we have a great not only great marriage, but a great business working relationship. We have fun, you know, I would never want to have it any other way.

I can't imagine not being able to work with Patrick every day. Yeah, that's amazing. I wouldn't. Enjoy that. That would not mean I would miss him. Yeah, it sounds too good to be true, but you built it so that that was possible.

And I know one last thought I wanted to ask you about, because I know this is important piece of where your act is. You have a strong faith. Let's say your religious beliefs are very important part of what you do.

And not everybody has that faith. Some people have call it spirituality, a connection to something some people have. They're oblivious to it. They don't even think about that part of their life, this sort of quadrant of, yeah, there's health and there's physical and there's mental, but there's also spiritual.

So if you don't mind, what are two thoughts on how for the whether you believe in whatever there is to believe in

the benefits are you derive what should people be doing there.

And I think you know for for me, I feel like faith has always played such a role in our success because I feel like we've always come from a place of one.

We're treating people right. You know, we're doing the right thing, but we're also very grateful. So coming from a place of having the utmost gratitude for where we are in life, you know, no matter what phase it's been, I mean, from the very, very beginning, just always being grateful for the opportunities that we have for the place that we were in, you know, for our health.

Oh, my gosh.

Faith, Gratitude, and Closing Thoughts

Thank you for our health, because not everybody can say that, you know, so just coming from that place of always having that gratitude, I think it just puts you in a better attitude and spirit to approach the day, you know, because there's people out there with way worse situations.

So I think coming from that place has always played such a huge role. I'm I'm grateful for that. So I feel like we've always just had like very strong faith just knowing that wherever we're going, it's the right it's the right way and we'll make it the right way, you know, or whatever the circumstances.

Maybe the circumstance that we've come upon is maybe not the best circumstance, but what can we learn from it? We're here for a reason. We were put in this position for this reason.

So God, what do you want me to learn from this? And how can I take this back to later on impact someone else's life, you know? So we always just come from that place, no matter what the circumstances.

And I'm I'm one to I told Patrick the other day that I, I often will have just informal conversations with God and just thanking him for just very simple things about the day.

You know, thank you for letting me feel the sunlight on my face because it's amazing, you know, simple things like that, just very simple things. I'll just have those informal conversations with God and thanking him for letting me be who I am, the place that I am, and for all the incredible blessings that are here in our lives.

So kind of gives us a tour. Yeah, gives me a picture and it gives me chills because it's such a beautiful place to be, you know? And a lot of people will experience financial success and move away.

And the key thing there is the gratitude, right? Yeah. No, I mean, I think what you have can be taken away at any moment. So enjoy it where it is now, but just be 100% grateful for where you are now.

So just always try to come from from that place. Yeah, that's beautiful. Well, Jennifer, I want to thank you for taking the time with us. I know, you know, there's four kids, a giant kid and a business and all this stuff.

You got this time out. So thank you so much. This was awesome. The exact inspiration we were seeking, which I hope people enjoy. This was a pleasure. Thank you.

Thank you. Yeah, of course. Thanks for having me on. Appreciate you.