Introduction to the summit and guest

Welcome back to the Reverse Autoimmune Disease seminar series, everybody. Of course, you're joining us for the Ottawa Immune Detox, which is the fourth iteration of the reverse Autoimmune Disease Summit.

And I'm talking about I'm talking about all different kinds of detoxification when I'm talking about the autoimmune detox, things that are toxins, toxins in our lives that we may not even be aware of and may be getting in the way of happiness and abundance as well as health.

So my guest today is going to be talking to that. We're going to be talking about detoxing your money story, how to create abundance within and without katana habit.

Really sweet friend of mine is a retirement reinvention. Coach, certified financial planner, host of Smart Women Talk Radio and the founder of Smart Women's Empowerment.

For 30 years, katana has inspired women 50 and over to thrive by finding their purpose, creating lifetime income, launching encore careers, and preparing for the unexpected.

She loves helping women create the third act of their dreams and believes a smart woman doesn't retire. She simply reinvents. Welcome to this series, Gordana.

I'm really excited to be here. Thanks for having me. So you have a very compelling life story. We've talked about it before, and, you know, trauma is one of the things I talk a lot about and how it impacts our health.

And we have health that is in these arenas of financial health, physical health, relationships, health. Right. And we're going to be talking a little bit about that financial health.

But there's a saying that says how you do one thing is how you do everything right. And so I know this might be sort of like a why is she talking about in an autoimmune summit, you know, finances.

And I'm just trying to bring this to people.

Gordana's trauma and money story

That toxicity comes in so many different ways and shapes and forms and places where you might be struggling with your health. Actually, you might be struggling in other areas for the same exact mental blocks.

Right? So let's talk about a little bit about your story where you came from that has you doing what you do today. Absolutely. Thank you. Oh, so what you just said about, how money affects our health.

Everyone knows this, right? And everyone knows that money, affects our health. But I really believe it's our experiences, that really affect our health.

And, Anne Bancroft has a quote, but I just love. And she says the things we overcome in life really become our strengths. And I believe this, and I don't think this is some kind of random thing.

You know, all these things that happen to us, you know, I really believe that, you know, even when I look back at my life and I'll share, you share just, a little bit about it.

But when I look back at it, you know, the good and the bad, you know, I really see that it was, How perfect the good in the bad. And it was part of this journey that I'm supposed to be on, you know, and it's the journey I'm supposed

to be on to do what I do today, and and, you know, getting goosebumps when I talk about it.

I actually get kind of excited, even though the story is horrible and and I hope that those are listening or watching. You know, when I'm talking today, keep thinking about yourself and think about your own story.

So, by the time I was 20 years old, I had already experienced, you know, death and divorce and, abuse, financial abuse and, you know, and that's why I've come into this work.

My my father died when I was six. My mom had no idea what to do. She was left with three kids under six years old. He had drowned it. It was during the Vietnam War.

So she took that money and she, bought a house, paid cash for it, but she wanted someone to take care of her. She wanted her Prince Charming, right. And she ended up with a monster.

And so there were ten years of abuse, financial abuse, a lot of other stuff. Bad, you know, and, at the end of that ten year period, though, she had lost the house and he had sold it and taken the money, and then she was had breast cancer.

And right at that time I was going through my own nightmare. And, what I want to point out here is, again, these experiences, we start thinking that they're true, even though they're not.

And so, you know, quite often we go back to the familiar. So I went back to what I knew, and I married my own monster. And the thing is that, all of us have these feelings of intuition, which is our soul and then fear.

And so, in my case, I knew in my heart that he was bad just by things he was doing. But I, I thought I could change him, so I married him anyway. So you know, within that first year, it was again total nightmare.

He ended up, he just wanted this green card, and I ended up he ended up putting me in the hospital. And here's the thing. He came to the courthouse where I had, criminal charges against him and immigration was there, and he jumped in the car, and he threatened to track me down and kill me.

And so I didn't even go to court about this. That's how scared I was. And so where in your life are you hiding? What could have. How could my life have been different had I, somehow, you know, and I try to play it in my mind and walk up those steps and show up in that courthouse and confront him, you know? So at that point, I didn't.

But I will share that again, this this idea of being on this journey and having guardian angels and being on a path where you go, where all of this is for you.

I read Thinking Grow Rich by Napoleon Hill. I don't even know where it came from. And a light bulb went off and I said he talked about Burning desire.

And mine was, I'll never be a victim again. And so I started on a path of personal development from then on. And it hasn't stopped. You know, I've spent I don't even want to say how much, you know, like a master's degree at a really expensive university.

And not so many here, you know, are doing the same thing. But it changed everything, and it gave me tools, so I, you know, I could move forward, but, there's this, there's this.

So now I just want to share. I, you know, I live on a my mom ended up with a wonderful husband and a great life. I want to share that, you know, she got remarried and it was a love story.

It was great. And, and then I met my prince Charming, and he really was. He came into, bought a car for me. And we've been married 35 years. We live in a lake. And, you know, we have a great life.

But for my career, I have been focused on educate. You guys can't just stop teaching. Can't you stop? I said no, it's

just I can't help it. So I'm. You know, I'm a teacher, and and I.

And I want to help women stand in their power with money. I mean, that is just like, I guess, my purpose in life. And so all of us, we we have this purpose and we may not know it.

And I'm going to, give you a tip you can do. It's very easy. Sit down with a piece of paper and just go back to your beginning of your life and break it up into decades and do a 0 to 10, 10 to 20, 20 to 30 and, write it like this, you know, like, write down who were the characters.

What was the experience, what happened? What was the, you know, the theme and then go to the next one and then, you know, go to the next one, go to the next one, and then go back and say, what were the lessons for each time?

So that's the key. When something happens, good or bad, find out what the lesson was, what did you learn from it and do it for all of that. And I promise you, you're going to find the gift or the very first thing I said because you're going to go, oh my goodness, if that didn't happen, this wouldn't have happened.

And that person, even though all these bad things happened, you're going to I, I promise you, you're going to be able to heal through that. So it's a great exercise.

I just call it a decades exercise but is really great for healing. It's beautiful. I know you did a survey of women and you asked, what's your single biggest financial challenge?

I'd love to hear what the results were. Okay, so you let me know what you think. If if this is what, you would have guessed, but we've had 229 women that have taken the survey, which is, you know, a nice number and interesting, 68% are over 50.

So, you know, there's this demographic that we're reaching and and, you know, I didn't know we were going to reach that demographic, but that's who we're attracting.

So the number one financial challenge and I and I had listed in the survey maybe six different things. And they could pick any that they want. Or is what are the six I don't have them all in front of me.

Survey results and money beliefs

And I think I know, I know. But the number one was they said this eliminating self-limiting beliefs, false beliefs, that they knew it. And number two was earning enough.

Now how how related are these. Right. Yeah. If you, if you, have these beliefs like, I'm not good enough, you're going to under charge. You might be afraid to launch something or to accept a speaking engagement if you don't, you know, that's a huge one.

And, so I think they really nailed it. The second thing we said then what were your goals? And the number one is enjoy creating more ease and joy in my life.

So it wasn't to make money. And I'll bet you with men it's going to be make more money, right. But with women, the second one was to retire with enough money, because we all know at some point we need to replace the income that we're earning.

Now. More women are working later, way later, but, creating more ease and joy. And so we're going to talk about that today. The because, there's another study by fidelity.

It's called the Fit study. And they said that half the women that have a money manager. So these are women that have money, maybe in A41K or an IRA or brokerage account or they inherited something, they 50% have not even talked to the advisor.

And when asked why they're uncomfortable about talking about money. And, the second thing, they asked about the biggest roadblock and they said that, they had they found that there was a lack of confidence and it's too personal.

And so I realized, when I do a money course, like I have a course money drama breakthrough that I did years ago, and with that course, we do not start out with budgets, you know, or debt or anything.

We start out with your money story and finding out what we just. What I just did with the decades to find out, you know, your belief system. And that's really where we need to start.

Because the key to all of this, as you'll find, is going to be our beliefs and our money beliefs and just our beliefs about ourselves. So, well, along with that money story, you talk about five money personalities, and I would love to hear more about that, because this is I guess those beliefs are going to inform your personality.

I have the hurt model, the healing unresolved trauma, model that, you know, came from my study when I was in my PhD program in 2013. And, you know, one of the things that I talk about is that that old trauma, you actually, it's not about the trauma, it's about the meaning and the belief that you have as a result of it that you made up with your brain that's not fully developed yet in childhood.

Right. And then at the age of 26, you finally have a fully developed brain, but you also have this belief system already in place. And unless you really intentionally go back and start taking a look at it, it'll just stay there and inform you for the rest of your life.

So like an upset six year old can be driving your car, right? So it's it's an important piece. I think, around money too. And I would love to hear about these five money personalities.

Well I'll share I'm going to I'll hit all of them and maybe just give an example. You know, a real quick example of each one in and how they I see I've seen them play out.

And I want you to know when I say these things and if you recognize yourself, it doesn't mean that these are negative. These are things that happened because of things you heard or saw or witnessed.

And all of us, can take this and turn it around and and stand in our power with these. But this is the best thing is look at the symptoms. Right? Right.

What are you saying? So, Yeah. So I there's five.

Five money personalities explained

And when I say them, see if any of like just the words if I, when I say them, if any of them, you know, trigger you. And as we're going through this maybe write a little note and I will say I'm giving everyone my book, The five Biggest Money Mistakes Women Make and How to Fix Them.

And there's a chapter in the chapter's called, why would you let a six year old run your life or something like that? And that's what's happening, is that a little girl is running it.

So love security. Value status. Recognition. Any of those same like jump out at you. Yeah. So love is I think you and I have done this before because I've been on some of your programs before and, and we can have a combination of two also.

Right, right. Yeah, yeah, yeah. Me one that's primary love is my prime one. Okay. So so let's see. So the desire with love is belonging. And the challenge is self-acceptance.

So how this shows up is there's a belief and, you know, it could happen any way. But I need to do whatever it takes to get love. And so the way this shows up.

So again, these are the symptoms would be over. Spending. And usually it's to fill a hole in the heart. You know, they're, they're feeling like there's something missing.

So they're filling this hole in their heart. It's a perceived hole. Everybody it's not really a hole. And I just to someone yesterday who has a real hole in her heart.

But I mean what that money. Money you think it's going to fill. It's a persona at all. Yeah. Right. Right. And, they can even in one of my clients actually called it monopoly money because they, they feel like there's, there's always more where that came from.

And like, if there's debt, it's just going to work its way out some way. Well, because of this belief, these people, these women who I've worked with, who often build up debt and even file bankruptcy.

So I was, working with one woman and a group of young people, and she was a love personality because I did the session for her, and she had all this makeup and all this jewelry and all these clothes, you know, just, like, real extravagant.

And she told, told me, you know, she she figured out she was a love personality and she was about to go bankrupt. And so I always have someone, that person.

Well, I'll have them state what that belief is and then go to where, it is in their body. And then we'll close our eyes and they will go right to that experience.

And the first time you go through this, it's really good to do that. And so hers was, when she was little and wanting something like McDonald's from her mom and her mother.

Oh, her aunt said, no, you don't need that. Your mom can't afford it. And her mother said, of course I can afford it. And she got it for her. And when she realized that she was, oh my gosh, I'm doing that to my son.

See how that happens? Yeah. So she. So then when I talk to her the next time after we did this, she was really working on changing the whole thing. It was really great.

I was excited for her. Yeah, I've worked on it over the last 20 years, and it's no longer a problem. But I definitely used to run. I don't anymore. I don't have any debt, but I used to run high credit card debt when I was in my 20s.

Now it's definitely, you know, in that space. And I had to really evaluate it and take a look at it and, and, realize it's pattern I was running it wasn't who I was.

I know hopefully ways. Right. Yeah. Healthy ways to to feed your soul that way. Right. It's the same with when somebody chooses food to fill that space or, you know, it's like shopping, food, porn, gambling, sex, drugs, alcohol.

It's the same thing, right? It's all addictions. They're all that seeking. Yeah. Because you think there's something that it's going to fill and it's, you know, not true.

So my, my viewers have seen me flash this picture a lot. You know, I keep this little picture by my computer right. Yeah. And so it's like keep, keep that little one next to you.

And when she's feeling abandoned or feeling upset or feeling like there's something wrong, that that something outside is going to fix, you go to her.

Right? You don't you don't go to Amazon or. You go to her and pick her up. You know, I still have I have to say. And I told my husband when we got married and I said, the thing I spend my money on these days is books, travel and education.

And I have a very, very, wide and diverse library. And so I allow that, like I just go, okay, books or what I buy now,

you know, and it's not like buying something that's going to put you into bankruptcy.

So I choose what I want to, like self-improvement. Yeah. Well, I mean, there are all kinds, like Tibetan Buddhism and spiritual, you know, just all kind of thing. You're educating yourself. So.

Yeah. Exactly. Yeah. You know, well, it's a wine instead of clothes or, you know, things, jewelry or things like that. Yeah. Exactly. Yeah, yeah. So books are my thing. Well, the, the second personality is that I want to cover is security.

And so this is not the opposite of love, but it sounds like it might be because, the desire is freedom and my husband's and security personalities are we talking about is mine. He wants to retire.

He wants to retire so we can have freedom. But then his challenge is trust. So you want freedom, but then you don't trust anyone. You don't trust anything anymore.

So the, belief is I never know when what I have, could be taken from. It could be love, money, job, or, it could even. Yeah. Money people your your career.

That kind of thing. And so how it shows up is hoarding and self-denial and overshot overthinking purchases. So it's the opposite. Yeah. You're thinking mine.

Yeah. And, you know, this is the other thing I want you to think about. If this is a spouse, then you have to look at, you know, how can you bless each other.

And so this security personality, if you're married to, one of these other personalities, when you can sit down and share side by side, then I did that with my husband because I'm a recognition.

And so I take these pie in the sky ideas and, and take a lot of risk. And it used to freak him out. Now we'll sit down in advance and talk about it. And before when I would try to talk about it, he would shut her down, you know, and then I would get mad thinking he doesn't want to even hear my idea.

No, because he was scared I would do it. So you do that makes sense. Yep. That's exactly my husband. So the value personality is the next one. And, I have I have a really good friend that's, value.

And so I, you know, I get to see this played out in family members. The desire is significant. And the challenge here is setting boundaries. So if you know someone, they have really hard time with that.

And because they're trying to prove that they're that they're good enough sometimes even a good person. So of course that's going to be over giving, being taken advantage of, you know, helping people out even if you have to borrow it from your credit card, going into debt for others.

And, you know, it can, again, be very detrimental because you can end up in a lot of debt and no savings. And then again, that whole self worth of I'm not good enough, that's, you know, huge, huge.

So all of us, there are a lot of us as women, we still have a little bit of that value. You know. And so I actually do these sessions with people and then I have exercises they can do in empowering words, you know, that are good for that person.

When you have a status person, they want to be validated. And the challenge is balance. So they're go, go, go, go, go all the time. Right. And the belief is that whatever I achieve or whatever I have, it's never enough.

And it's almost that gluttony in the Enneagram. Yeah, I think 88. Yeah, yeah. And so, it shows up compulsively spending, picking up the tab even when you can't afford it, but having to have the newest and best thing.

And so I know someone who, you know, has a, you know, a fancy sedan, a big pickup truck, a motorcycle and a

sports car. So that's an example, you know, and, you know, we can definitely afford it.

But I mean, it's just this idea of of just not enough, you know, nothing ever satisfies. Do you see how that could happen? Yeah. And it's a lot of time overpowering parent that, you know, you're trying to live up to.

You know, that's when we go into the back. So the last is a lot of entrepreneurs will find themselves as a recognition personality. And so they want respect.

But then you know what sabotages that? Is there there challenges realism. So they come up with these, you know, pie in the sky ideas like a lot of entrepreneurs, like going to the moon, you know, going to Mars.

Right. And so they feel that their belief is I need to prove I'm right or that I can do it. And a lot of times it's doing it on their own because of a belief that they experienced they had where they didn't get supported.

And something horrible happened when they were a kid. So now they have these ideas of how they can make the world better. They can improve their life.

They never give up, always looking for the big win. So there's a three step process, when you're looking at these and, you know, if it's Enneagram or if it's money personality, you want to identify what that belief is.

And boy, when you believe, when you understand what that is, you want to release it. So I'm just going to tell you what you can do would be great to have someone with you who knows tapping, who knows breathwork, who could help you through this.

But when you realize what that belief is, you want to say it out loud and close your eyes and see where you feel it in your body, and you're going to say, it could be your throat, it could be in your heart mind.

It's always down in my stomach. And as soon as you notice that, then what you want to do is close your eyes. And if you can go to. Where was I when I first felt that feeling in my body?

And it will take them to an experience I. It's like magic. And when they go there, then they can see what caused it. And the first thing they better do is, well, they'll see their levels themself.

As a little girl, I always say, get her out of there, you know, take her to safety and then do inner child breathwork, blow out candles, do something to shift that energy.

Let your little girl know she's love. She's saved. Thank her for what she's gone through and tell her what to look forward to. That's you.

Releasing money blocks and healing patterns

You got a little girl down and let her know it. It sounds really crazy, but when you release that, you're going to especially I do breathwork. And if the energy moves up your throat and out of your head, that means you were anger and angry.

And if it moves down, down, down, it's either going to more than likely be resentment or it might be regret, you know? And so just play with that. And if anyone wants to, I can actually do a session with them and take them through the I know you do this kind of work, to which I always felt so close to you because yours was, based on sexual, repression, even, you know, a problem we have in our life that way.

Yeah. Any trauma, but, yeah, a lot of a lot of sexual. Yeah. And the last step I just want to make sure is create an action plan that create new beliefs, get support.

And there's so many things you can do, but, deal with that stuff first. Then you can start working on the debt or say, I'm not going to shop anymore because you now understand where it's coming from and it'll be a little bit of work.

But, there's definitely help out there for everybody that's going through that. Yeah, this is important. I remember, you know, because my husband is a security type and I'm a love type, which is the security type is often, 5 or 6 on the Enneagram.

And the love type is often a two on the Enneagram. And they don't think alike at all. They don't perceive the world, the world view is different. Everything is different.

Not just their spending habits and the way that they are in relationship with money. And I remember him saying, yeah, you have a disease and you need to get help, you know?

And I just sat him down and I said, honey, this is actually I warned you. We got married, that I buy books, and I have a library that I really like, you know, and, and so this idea that you have, you know, like, you need to try and take a look at everything, like, we have plenty of money.

We are, you know, kind of thing. You were just saying there's obviously money, but really look at our spreadsheets. Really look at what's going on here.

Because sometimes the security type can get wound into this like projections of fear. Right? Just like the love type can get wound up into not looking at anything and, and wind up in debt.

And so we got we got on this really amazing in the space where we could talk to each other, you know, and we could I could say, okay, let's look at the numbers so I know where we're at.

And so, you know, where we're at. And we have these goals that we're meeting and we are meeting them and we're, you know, so that you're, you're you can bring your language together because voy a security and a lover that as far apart as you can get.

Yeah. That's why they're not really opposites, but in a way they are. Yeah. And the same thing with the security and the recognition, because you got the security person and the risk person here, you know.

Yeah. I want to go try things. Excuse me. So, with my, my husband and me, here's an example. Because you know, then you want to take this now like you just did, and look at how is it showing up in our life?

So my husband has to retire in three years. He'll be 60. I'll be 65, and he won't have Medicare. And you know, he'll get his pension early. But there's a big gap in income until you know all the other things.

Be on another pension. He'll have to get Social Security, all those things to kick in. And so I'm looking at how do I make all of this work. And so, his big fear was we had this like $2,700 a month house payment and going, yeah, but we're going to get that thing paid off in ten years.

We refinanced for 15 years, and he just was really uncomfortable with that. So in my respect, we could do it all figured out, you know? And so instead he refinanced we and we also pulled 30,000 out and did all the things that were driving me crazy in the house.

And he did some stuff because he's not working with people he hired. You know, he's like helping them. So he felt really good because he saving money and doing himself and learning.

But the big thing we did, he actually did it. We talked about it. He refinanced. He pulled the cash out refinance for 3% like we had before. For 30 years. The payment went to 970.

Now he's like, we can't live anywhere in the world. That's cheap. Oh, I'm so happy. Right? And so we're still putting this money aside, but now we're giving it to the financial advisor to invest it.

And so we'll have that option because he wanted to have the cash in the low payment. So when you can deal with these what I'm trying to share is then you can sit down and make really smart choices where everyone's happy and

you can sleep at night again.

You know, there's so many people when, getting divorced and fighting over money and really, if they can just learn where this is coming from, a lot of it is just false beliefs or emotions and that you can't even get to the solutions right now.

It's really good advice. There's a saying that, you know, millionaires behave differently than normal people is that true? It is so true. You won't even believe it.

I mean, I have a whole PowerPoint. I should give this PowerPoint, for smart women. And, there's a there's a person who's in our group, and I don't know if you know him, but just like you have given us your e-book, one of your good book, too.

He did too. He's given us, one of his books called The First Habit. His name is Louis Smith, and but he's interviewed hundreds and hundreds of billionaires, and he did a book on billionaires as well.

Then, he also did a study with one of the big brokerage firms, and they interviewed all these middle class, then millionaires, people with the million and then people with like 5 to 10 million, but then the 40 million plus guys like shark came by ultra high net worth.

And, it was totally opposite. So let me just share this because he gave us some really great tips. His whole key in the, the first habit is find out what your brilliance is, find out what you're good at, and do that do that.

Period. And so he created something leap. If you if people want to write this down, learn what you're what you do best. Earn money doing that. That one thing.

Find assistance. That's the a leap with everything else meaning outsource, delegate and eliminate.

Millionaire habits and the 80/20 principle

And the P is persistent. So don't give up, you know, get out. Get through it. Make it through. So leap. So focus on your strengths. Period. And I've known this and I've done it.

And when you master this everything else will shift. And you'll employ a bunch of people because you're making more money. And then all the stuff you hate doing or not good at you getting other people, and then they're working, they're making money and they're happy because they love doing that work.

So he so this is the study. They said, How many skills do you have? Was one of the questions. I'm just going to do two of them because there's a whole bunch of them.

So brilliant. But how many skills do you have? So do you have a lot of skills? I do, yeah. Okay. So the middle class said on average, they had six skills.

When they got to the millionaires, there was two groups in between. It was like, I think two to 2 to 4 skills. Right? When they got to the ultra high wealth, it was two skills that they had.

And I, you and I know that I really do have two skills and I should focus on them, but of course, sometimes we have to do the stuff that we're not that great at.

And so I always say split it up like 80, 20, 80% of your time. And the things you're great at that you'll love that make you money, and then 20% will be doing that other stuff that that's you're not that great at.

The second question, okay. Should you work at getting better at things? You're not good at? No. Great, 58%, six out of ten in the middle class that absolutely try to get better at what you're bad at, but you're now, you know, I hire all that stuff out.

I do not need to be good at doing my own taxes. No, but they even teach kids this, you know? I mean, my daughters went to Montessori, where they let the kids work.

This is, you know, early on, and they focus and focus on what they love doing and what they're great at. And so for the ultra high net worth, it was zero.

Kind of get better. And I think Henry Ford was actually in court and this may have been in, thinking grow Rich. And he was being sued because he didn't have an education.

And, no way should he be, whatever the thing was and the thing I picked up, he said, I don't have to be good at everything. I don't need a degree. He says, I've got one of these.

And he picked up the telephone. He had them bring a prop, and I got one of these, and I just have to call someone I don't. So he got that idea that we don't have to be great at everything.

So, it's this 8020 rule, and, and I actually did that at one point, in my work, we had, that matrix, report that we would get it was, you know, those pages were all connected and big sheets like this that you go get and, that matrix.

And I looked at that and it was showing our income from the clients, from the highest income to the bottom. And, and I went down and I looked at 80% of the income, and I drew a line, and then I looked and it was 20% of our clients were generating 80% of the revenue from between it off.

And then on that one we highlighted were friends and family. And, and then we took this other group out of 750 clients because one of our partners retired, we had 500 clients.

That and we were overwhelmed. We didn't know how to use service 750 clients when there's two advisors. So we actually practically gave them to a young man who was in the office next door, and everyone thought he was part of our team.

He was a young attorney who, you know, was they were thrilled. They had this new guy. He had all this time for them. And if you think about it, on the big picture, the, clients were thrilled.

The advisor was thrilled, I was thrilled, my clients were thrilled through thrilled. But the shareholders, if you think of the shareholders of the company, they're thrilled because it's win win, right?

You know, they weren't just like put into some group where they get, email or something. They really had a human being. So it was a really great idea for everyone.

Okay, here's the the funny part. The next time that report came, we I did the same to 80% of the revenue was coming from 50 people. And the other, 80% of the people generated 20%.

And then amazing it is. People look at your client base and see what you're doing. And that could be eye opening too. We did that when we stopped taking insurance actually, and we said we, we want to make sure that we're aligned with the people that really get what we do.

You know, that that aren't in matching pill to IL and symptom to medication. You know that really want to take responsibility for their own health. And we really like we called down our our client list and I started only working three days a week instead of five.

And you know, our income wasn't affected. And it was really important for us to be able to really give the kind of service we wanted to a lower number of patients, rather than trying to make everybody happy in a whole bunch of paradigms that didn't fit with what we did.

So and I'm like a bobblehead because I am agreeing. Agreeing. Agree. Yeah, it was really important for us and it really transformed our practice so that now we have happy, happy people that are really eager to get the time that

they get with me, you know, because they're wanting coaching on how to take responsibility for their own world and instead of something different than that.

So you're not going to burnout. And I don't want you exactly, exactly. Because when we're injury depleted and we're feeling, you know, exhausted and worn out and trying to ride, and then I'm a crabby person.

And so then people that come to see me, they're not going to get what they need, which is that space help with compassion, you know. Yeah. Or sometimes we end up, then we're not interested because it's not, you know, we shouldn't be doing that work because there are people that would be really great at doing that.

Right? Right. And so we again, help other people get employed and yeah. Okay. So with our last few minutes here, I know you have three secrets to success.

And I wanted to have you end with those and say these are classic.

Three secrets to success

Yeah. The first is and I mentioned at the very beginning when I talked about thinking grow Rich, find a mentor because, John Maxwell, I remember this is where I heard this.

He says it takes ten years or 10,000 hours to become an expert in your field. Yeah. You want to, you know, find someone that's doing what you want. That's what you do with your school to work on.

It's doing what you want to do and learn from them. Now, it can be a program. It can be a coach. It can be a it can be a book that changes, that teaches you what you need to do.

So the the second thing is to create a community or to join a community. And now there are so many of them. But, find a tribe and surround yourself with people that love and support you and will cheer you on.

And then the naysayers you need to put them. I have this, thing in my course called Theater of Life, and you're on the stage and you get to decide where people in your life that some of those people are in the back standing room only, and then some.

You have to put outside. And then the third is to never, ever give up and to learn how to manage your energy and manage your mindset. And as I talked about earlier, so often we give up before we reach success and sometimes it's so close.

I know for myself and I know people are probably listening. You've tried dieting. I've launched programs that weren't successful the first time, and then I didn't want to do it again.

And so I just all that work creating and I and I wouldn't launch it again because I thought it was not good or. No, there was probably something that needed to be done say so, don't give up, you know, reach out for the help and you can get that through your community, you know, or through this guide to whatever it is that you're learning from.

So it's it's really important. So I just love those three tips because everyone we can do it right. Right. That's right. Thank you. Katina. We are going to have your, free gift with your talk here and your contact information for, smart women and Smart Women's Academy.

Empowerment Academy. Yeah, yeah. Of which I am part of which I am very proud to be a part of. Oh, yeah. And we have, you know, classes with you and also, you know, your gift and, you know, we're planning another interview with you, so.

Yeah, wonderful. But everyone can access these free courses and resources, without charge. So I hope they come and share with others because it is a 533 nonprofit and, yeah, we're always open to bringing in new people.

Thank you so much. Or thanks for spending this time with us. Just sharing a portion of your wisdom. It's so fast. Really appreciate you. All right, everybody, until next time, be well.