The First Step to Success: Why Your Values Determine Your Income Transcript

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Introduction to the Training

This is officially session one of the new training. One, I'm going to go through first the who, what, where, why, how, and when of what this is, right?

Ultimately, but I want you to be thinking as what I was thinking when I wrote this was, What does it mean to live an inspired life? That was the overriding Vision in my mind when I was doing this a few months ago, cleaning it up from the 1st round.

So this is round 2. And at this, I've done an expansion. so ultimately, who am I? I am Dr Stephanie. I have been in private practice, primarily focusing on brain disorders, mental health issues.

So I'm a business owner, I've had six brick and mortar practices and an online practice. I am a self-made person, and I have been successful at others.

And I was someone who fell in love with network marketing over the last several years, really not only for the incredible income it's given me, because it has.

An incredible time freedom it is giving me an opportunity to not trade my hours for dollars as much as I do in private practice, But it's really what I like most about it.

And it sometimes embarrassing for me to admit it, I've really met some of the most incredible people I ever met. Some of my best friends and best relationships have come from this industry.

What I love most and realize what like about and why I keep coming back, it is the game that of… I see everything like a game, but this is a And I'm obsessed with the game of helping people.

And so it allows me to help others in a personal development avenue where I get to see an expression of their aliveness and their fun and income. I can play really freely in that area without worrying about me exchanging money for appointments and any of that.

It's just I'm only winning if you're winning, so how can I help you win? And that's super fun for me. So what is it? This is a course, and it's going to be a co-creation, like a participation of you and me together here on these Zooms, as well as in this group chat.

And I'm calling it the CHIP Self Leadership Training, because all leadership begins with, can you lead yourself first? CHP stands for C-H-I-P, Connection and Heart Ignite Prosperity.

But what did a personal development course designed to help you build wealth through authentic relationships and inspired self leadership. Why am I doing it ultimately.

What CHIP Self Leadership Is

I like to do this anyway, but in particular, there's been a shift and an upgrade to it and it is named after my recently passed partner in crime and life, a man with 30 years of network marketing experience who earned millions in the industry, including being over a million in a year.

So being a seven figure earner is like a definite. badge of honor we get once you get there. And he taught me how to do it too. So he did many things, but he thought, so the word connection to me is what I think of with Chip.

He helped me see why connection was so important. he helped see myself better than I even thought I was and

could see things that I didn't see. He helped me see the value of connecting with others in a way that I didn't understand I thought I did it I could do it some ways but I don't see it in other ways I think I am particularly bring a lot of the heart aspect into it and inspiration is something we both did and he taught me.

abundance and prosperity in a very unique way. He helped heal a lot of money trauma that I've been working on for a really long time, just being in his frequency and his resonance.

So I hope I can honor his name and what he brought into my life from network marketing and much more in way that only I I'm not reproducing him. I am definitely, this is my energy and my course, but I his heart and his energy with mine to serve you.

So that is the wise, cause ultimately the better you are, the the world is and the my business is ultimately. It's selfish for me to unselfishly teach you, how about that?

How are we gonna do it? We're gonna it via Zooms and then recordings are uploaded to a YouTube playlist. We will also have a group messenger chat. When will we do it?

I am not going to provide a set schedule communication about when the calls will be announced are going happen inside that group messenger chat. I won't send emails or text either.

All right. So here's what I'm going set the stage for what we're going be doing this. Session 1 is the longest and hardest. They're gonna say so. In this learning, this is the worst news probably.

I want you to expect to do two to three hours of self-reflection exercises after the session. Many of you might get it done in an hour. The more you know thyself, the faster this will be.

the more You lie to yourself about who you really are and what you like and really do, The harder and longer this going to be for you. And we all do that.

Think we know what we want or who we are or what be like and then. I'm going to explain you the difference between fantasy and reality and I think many people are not getting the results in life that they want because they're choosing to live in a fantasy about who they what they.

think they want or who they wanna be, and so they're always frustrated with themselves instead of claiming who the are and loving themselves right where they are.

And because of that, they actually don't even see how winning and beautiful and successful they already. So this whole process is gonna be about that.

When this is just one exercise that's gonna lay the groundwork, we will have other ones. None of them should be this long, all right? So after the session, you're going to be writing this stuff down.

So you might want to do it in one block of time, and you may want slowly work on it over a couple of weeks. The next session is probably going be about three weeks away, but I will be in the chat to help in monitoring.

I want give people time and everybody figuring it out. Sometimes you want go to it. Some things I might say might take you a day or two to go, oh, I never even Thought about that.

Why This Course Exists

Or… you're gonna be a little confronted maybe because again, sometimes lying to yourself is such an ingrained thing that was taught to you for decades.

That was what you were supposed to do and stopping doing it feels disrespectful maybe to your mother. So lots of stories are gonna come up in this process.

I'm just letting you know, it's all very normal. Although this is not group therapy, as I said, those are the things you can talk about. Like in the chat, you say, wow, I had this insight The chat will be for insights.

Like, I had this great insight about myself. I realized I did this. Now I, now I learned that. If it's, if I was here and I learn that the shared learning is not group therapy, is that complaining that will help people.

They'll recognize themselves in that, in you, the thing. So that's what I do. And I want things to look at that Most every other session is going to be five minutes a day of homework, let's say, so to speak.

So again, I do want you to connect in the chat and feel comfortable making friends and you can get on small zooms with each other. If you get this and your like, okay I've been working on this for a week and I'm struggling on this.

Does anybody want to get on a Zoom with me? Do we want it? People can do that. Hey, I've got time. I am on the East Coast. So I want the West Coast I wanna do a zoom in an hour.

Here's my link. And you guys can go off on Zoom and help each other. That's what I hope will happen. Excessive back and forth in the chats, because that can be overwhelming for some people.

Right? So, if you 2 of you are having a private conversation. 30 comments back, and for us, that's more appropriate to take somewhere else. right? And I say, you messenger you talk call each other a messenger getting on zooms that kind of thing.

All right, so what are we learning? What we're gonna learn overall in this whole process is we gonna to learn to master the art of manifestation, of creating your own reality.

So what I'm gonna be teaching is that what you think about, visualize, affirm, feel, act upon and persist in becomes your destiny. Right now, you're here in leadership development program for your unique reasons.

Your hopes, dreams, wishes, and desires are yours and yours alone. And they are not right or wrong or better or worse than someone else. I'll give some examples, but I will just say this.

Not everybody is here to care about world peace. You don't need to pick up that baton. It's okay to just want to have a beautiful family and time with them.

That doesn't make you less than someone else who's committed to something else. So we do a lot of that. And sometimes the bigness of some people's ideas makes other people feel less that, and that is what I'm going to work very hard to help you see is, what's been really holding you back.

Two, I want each of us to deeply practice learning to live at our own authentic journey. If you're trying to leave to please or impress anyone except yourself, you will begin to a live a very inauthentic life.

Really the greatest thief of living in authentically is comparing yourself to someone besides who you were yesterday, right? So I'm okay if you compare, but it better be comparing your self to yourself.

That's it. If you are comparing yourself to anyone else besides your former version of yourself, it is really just simply feedback for you that you're not living from allowing your soul to drive your values and behaviors.

The soul is never judging and comparing. The sole is fine. This soul, is highly postured, let's say. Soul doesn't need anybody's approval. So don't care, because the soul knows what it knows and it's ready to go.

It's got it. If those things are coming up, it is letting you know there's some incongruency. And to me, the definition of authenticity, means the sole has embodied in driving forward.

That's what that means. I want you to start giving yourself more permission just right here, to pursue what's truly in your heart, right? That means what is most meaningful to you.

And that is really soul-guided. You are a highly individualized soul. None of us should have the same wants, desires, and dreams. That would be how boring, so the soul really is the state of unconditional love for what you're doing.

And the soul is really the most authentic integrated view.

How the Training Will Work

And also, just so you know, to me, it's neurologically the more medial prefrontal cortex guided action. So there's real neurology to how this happens.

I can see a brain map and I could see it on somebody like, oh, wow, look how integrated and soul driven and spiritual they are. You can it. Look how disconnected from sense of self that person is.

It's right there, which is really fascinating. Three, I'm just overviewing what we're going to do in the course. I am going help you discover, hopefully, your current values, right?

This is the thing that's going take some time. This will be the long homework we are going do, and it's gonna take honesty about facts, not fantasy. Four, changing your values if desired doesn't mean you have to.

It is only if you want to, okay? that can actually, if you want to do that, you can then start creating a life that you may be fantasizing about instead of valuing.

I will explain this over time, okay? So here's the homework. It's how to discover your current values. And as I go through these 13 questions, I got this, didn't make these up.

This is from training I took with Dr. DiMartini. Started training with him. school so I was probably 22, 30 years ago when I met Dr. DiMartini. So if you like never watch anything again and you quit and but I like this part you can go buy his book or whatever.

I'm just giving you a little condensed something of one of his books. i'm going to give you little condense pieces and bring a bunch of things together.

What matters here is not figuring out your current values. This is like figuring where are you on the map? So then you can decide. What I hope most of you are gonna realize is, I love my map.

Like, why was I thinking where I am is terrible? Like where am I is awesome. And I'm actually really good at what I do here. Oh, and I also want this.

So instead of making myself wrong for not knowing how to get there, Of course, I didn't know how to get there because I haven't been paying attention to it so I could learn to pay attention To it.

I just can change the value a little bit So I'm gonna make this all make sense over time, but we're gonna do the homework first, right? This is where what matters when you do this exercise, okay?

It the most important thing is I don't want you to think about what you think you should value I need to see how you really are. I wanna see what you care about, you need see, right?

I want to you, I don't really need know any of this information. You need yourself to want the facts and not the fantasy, we need help you see your life actually demonstrates right in front of you.

Not what to fantasize or what the world to think you are, Many of us wear a mask of trying to project an image to the world of how we want them to think we are what we think, we care about, but.

That's that doesn't always work out that way. We consider those people inauthentic incongruent out of integrity.

This is where it's like the nature is like you walk the talk or you don't.

Right? It shows up. So let's start with telling the truth about what we value by asking ourselves these questions. These are the questions that we're going to ask.

There's going be 13 things. I will have them, I can copy and paste the short list at the end. Okay, what I want to know it's going to be like 3 answers for each question.

So when you write these don't answer right now, I'm just going bang them out and explain them to you. Again, you'll have a recording just list 3 things go with the top 3. so otherwise you can take 10 days to do this.

Right? Number 1. What do we fill your space with? How do you feel your most intimate and individual space? Like the personal objects and things around, like the people, places, the People and Things, right?

If it's not valuable to you, you won't let it into your Space. I'm going to explain something about space. So we have proximity. Like I am talking real proximity, so my intimate space is right next to me to one and a half feet, Right?

So the Are really close that means i'm touching them and hugging them, and kissing them in bed with them. That's your most intimate space right so what is around i'll tell you.

My phone is a thing that's in my intimate face a lot. My laptop is in my intimate space a lot. Be honest with what are the people like chip was in. My intimate.

Space a. Lot. So think about it. Think about these things. Now, these are probably have three objects, three people, like, my dog.

Session 1 Homework and Expectations

What's around you the most what do you keep people like a microphone never leaves me my this think about what are the things and the people that are right there then you have personal space up to 4 feet then.

You have your social distance about 12 feet and then have public space 12. Feet and further there are just some people I don't let into my space like they can't get there so.

What do you keep in your most intimate to personal space? What are the three most consistent objects or people that you keeping that space. Ask yourself of those three items that, you see what is the absolute most dominant use of that thing.

Okay. So for me, a phone, I spend a lot of time and a of intimate space and time with my phone. What am I doing on the phone? I have to ask myself. Okay, what I do on this phone most of the time I manage my company.

I film videos for work. Talk to my love. Right? So connection is a big one with loved ones. So those are the 3 most dominant uses that I. Do that is absolutely what?

I? Do the number 2 thing in my personal space is my laptop. The three main things that I do on this laptop, it's slightly different than my phone. I write and research, I see patients, and I create courses and content.

So you see I'm finding out what are the three most important things and then what the 3 uses of those things. All right, then what's the 3rd thing in my space that I most intimate with it's my dog right now.

Right? And the three dominant uses of axle. He fulfills my caretaking need. It gives me affection. And there's also laughter. Like, those are really like, what I get from a dog.

So looking at your space and the answers, I'm not going to give you examples on everything, but that's what I want you to do, right? You're going see the top three values are starting to form.

You can already see some of my top values right there. For me, as I go through this, the theme is always teaching, researching, connection, talking to a lover, caretaking, Axel.

That all helps me see that what do. All right. Number two, I'm not gonna spend that long on everyone, but you see that's what I am trying to do. Top three things, what are the three uses of the thing?

What needs are they fulfilling for you? what do you do? How do spend your time? So, this is what you spend more hours doing every day? One of top three thing.

My time is definitely spent creating, teaching, creating and teaching. Researching, writing, connecting either on social media, phone, groups or courses.

I create content, I research and write, and I connect. That's all my time is spent doing. Three, what energizes you? What do you do that maximizes your energy and what do do all that you always have energy for?

Now, pick three things. And this is the truth, not what you wish you had energy to do. Don't tell me you have the energy work out and you've been to the gym six months ago.

Okay? I want actually what you're doing, not what your wishing for. We're trying to help you see what to actually value. And you might go, I say, this is something I wanted people to say.

Oh, wish I saw my mom more. I'm like, no, you don't. When patients would say this to me, they're like if you wanted to see your mom or you would see her mom.

So you done, so stop lying to yourself. Unless they were locked in prison or something, there's some kind of real big bad reason, you know, but I'm like, why don't you?

And those are just excuses. If you actually wanted to see your family more, You would make it happen. Seeing your Family isn't one of your top three values.

So this is what you're doing. What we're Doing here is finding out what You prioritize in life and we are letting you see it What's important, if someone walks in my house, they would very clearly see clearly she prioritizes art.

Because it's my houses loaded with it, and I have our shoved in closets and paintings everywhere and it and overloaded I don't have wall space. Not everybody values art.

I do. So you would see it because you walk in my house like, oh, wow, she values it. You can tell what someone values. Number four, what do you spend your money on?

The top three things you always find money for. Some people sure don't have money to go pay for labs, but they always have to money go to the bar. It's like what you actually spend your money on.

Oh, I don't have it, but they always are getting, if you value beauty, you'll spend money there. If you books and you'll spend your money. And sometimes I have to stop.

I had to learn that I was spending too much money on books at one point. Like I can't keep spending all my value. Can't be educating myself. It's actually stopping me.

So sometimes it's like working against you just so you know. Five, where are your most organized? Where are you most organize and ordered? So whatever you value, you're going to put care into keeping it organized and neat.

Right? That's what you really care about. You keep it nice. I can walk into some of your houses and boy, your supplements are just all perfectly organized, but your work stuff is thrown over there or whatever, or your kid's schedule.

Boy, you put hours in it. It's so gorgeous, But your closet's a mess. So your kids are organized but you're not. Just look at what the truth is. Six, where are you most disciplined and reliable?

This is just looking at what somebody, what are the things nobody needs to tell you to do? You're gonna do them no matter what.

Understanding Values Through Daily Life

It doesn't matter. You don't need a post-it note. you don' need to reminder. Nobody has to you tell to that thing. it's just automatic and you like to so you're always gonna to it.

Some people are incredibly inspired by, disciplined by and energized by going to the gym. So waking up at 4.30 every day, they've been doing it for 20 years.

Nobody has to remind them. They don't need a motivator. Other people, that's cooking for their children, right? Like you might be an incredibly disciplined and reliable mother.

You might be an incredible homemaker, but you aren't even seeing it, right? I want you to start seeing how good you are at what you're good at, all right.

Seven, what do you think about? What are the big things you'd think and why do think you about them? Think about that. Eight, would you visualize whether you do it on purpose or it's like daydreaming.

Nine, What do have an internal dialogue about most? Again, these are always the top three things and what's their function. You'll start to see these patterns and some of these will go faster.

What do you want to converse with other people about the most? I can't stand talking about food, but boy, do I get lit up about certain topics. Like I had three interviews this last 10 days and I was like, and had one of the doctors point and she goes, look at you.

She goes you love this, you do working, You love talking this. I'm like you're right, Amy. I'm like, okay, she said, just need less hours right now. Cause it's just wearing you out, but you still love this.

It makes you come alive. Like you're right, I do love it. So think about that. What naturally happens when you just feel energized in the conversation versus what's draining you.

And you might have to be talking about things that you don't actually enjoy. Might be a part of your job, might be part your daily living. Think about what 11, what inspires you the most?

Three, What are your three most consistent goals? And what do you love to learn about? So when you do this homework, lots of things will come up for you.

Like, again, and I'm overestimating two to three hours. It could take that long, because I think you're going to have fun with it. This should be fun.

You'll be like, I never thought of that. I'll end it with this little story and then we can see if there's any questions to clarify. What was number 10? Let me…

What do I want to discuss with others the most about? You talk about the list. So I had a patient that she was always so convinced She was a doctor and wasn't doing well financially.

Practice was just mediocre. And she just was like really beating herself up about how unsuccessful she was. So it was, and I'm looking at her like she has this incredible marriage, great kids.

I think she like their basketball coach, and they had a lot of vacations. They just seemed to have so much quality

time, they just were the loveliest people.

I'm like, what are you talking about? And she had been through a hell of a trauma story as a child, like to the point I'm like, I am in awe of you for even, like how are you so normal?

You're incredible, what are talking about? So I was just there to clean up a little bit of something in her neurology and I think reflect back to her how great she was doing.

But she stuck in, she a failure because her father had been a super wealthy physician and so in standard she didn't meet the bar on the family expectation of how much money she should have been making.

But of course, so I said, okay, I had to figure that out. Who is she comparing herself to? She was comparing her self to her father. And her only metric of value she was using was income wealth building.

Income is actually, and wealth-building are two different values, but let's just say income and finance, work and financial, okay? Chip had a very high value on work in finance.

It was one of his top values. Working, it was his number one, working finance so I get it. So she's here. Her father's number value was work-in-finance.

And that was the most important. latching on to his value and then judging herself based upon she was that this was not her top value so when we did this exercise and I worked with her she got I said I pointed out tell me all the places where you're successful and she's like you just you don't understand I just told you I'm not successful like me and it took a while to get our way from we're not talking about money Let's talk about your husband, let's, talk, about you marriage.

Let' talk. About your kids. Talk about. Your health. What's your community service. How you overcome. You're not a drug addict and alcoholic. Her mother had killed herself because of the trauma.

I don't even want to get into it. It was a religious sex cult, but she was able to escape. Okay. So father. I don't know, four or five marriages. It was another insane number.

Wasn't together and they were estranged in a good way because she didn't need to be around him. So I was like, wait, what? And so she, this guy didn't even have an impact in her life.

And yet she was still judging herself based upon that value, which wasn't hers. So as we went through and she pointing out what an incredible marriage she had, we married 30 years, he was the love of her and they really worked on that.

I'm like how did you guys, and the found each other like 17. How did that happen? Can you explain this to me? So, I trying to explain, do you see how incredible you are?

that most people I'm like I still over here I haven't done it you know whatever like i'm trying to point out she was like oh my god so by the time we got done she realized her number one value was family and when she realised that she's like are you winning she is like, I've won the lotto I am like the grand master gold champion I like yes you're an Olympic gold medalist in this value what are talking about and then when we went we figured them out for her finance was not in her top three values so I said okay so the point was so she could see I'm already successful exactly you have three different values you just thinking you're supposed to have this is the value now do we want to move work and finance up in your value system because it's making you feel afraid and she turned out she didn't even want to move the value because she had plenty of money the husband had money like they were fine it was like she just let herself off the hook I was like, I'm like you're a prophet, right?

What's the big deal? So that's what I am looking for you to do. So you are going to find out what your values are and you will end up seeing, oh my god, i'm super good at it.

In the last cohort, Carol is somebody who took that cohort and she doesn't she never worked out she, never liked it blah blah. She is spontaneously going to the gym totally different behaviors like it I think she's about 60 or 58 or something like that and.

Applying Values to Real-Life Examples

she has been talking about how she says you have no idea how you change my life about all these different things and I'm still I hope she takes this course again and you can understand.

We changed her value system. She did change her values system and she linked health and fitness. To safety, which she had never done before. So my job often once we figure out what your values are, we're going to help you link things up.

You might realize making money or income isn't even a part of it. But. We can change things and link things. So I often have, say a man, let me give you an example.

This is a great example, so many men in my office come in overweight, all out of shape, sickly, diabetic or whatever, even cancer. It can be real bad.

that marry with kids, incredible husbands, and incredible fathers. Their number one priority and for many men the number-one value. And priority just means value, what's your number 1 priority?

It's a number value what the most important thing you prioritize the Most is your highest value mine used to be health then it was freedom as a child and these I'll leak it a little bit.

We're gonna get into this more. These values and priorities have stemmed from the voids you had in your childhood. So what was lacking and missing, you created as a priority to fill.

And that became your value. I was born sickly, almost died with a bar between my legs and couldn't walk and turn over. So health and freedom became very strong motivator.

And my father was in prison. You think freedom might be a big deal for me? It kept love away from me, however. Why I finally found Chip, it wasn't hard to happen because I shifted my value.

I put love above freedom for the first time in my life. That's what happened. Okay? So, it's really important you know what those top three values are.

And if your spouses want to do this too, all the, I think that's incredible. It can be incredible conversations, incredible connection, chance to understand, but look at how much we're, no wonder we are winning in this area, and no, wonder, we struggle in the area because their values so different.

So anyway, go back to the men. wealth, income and finance. It's like hunting and bringing home food to him. So he thinks this is the way I'm a good husband.

The way, I am a father is I have to work and make money. They just sit, what are you talking about? But the wife is over here. He doesn't have time with me.

he doesn' care about me that the message is not the same. No, he does. What are talking? I care more about her than anything in the world. I would die for her.

Yeah, that's the problem. She don't want you dying. This is the problem. So my job is to connect him giving a damn about his body and what he's eating and doing.

So he can see that it's in his number one, let's say like number 1 or number 2 is protecting my family. And so money is what's there to him. I'm like, so now if I say, I need you to be strong and fit so you can pick your kids up

and run them out of a fire.

If I can make the connection, then he says, oh, I never thought of it like that. So I completely changed his behaviors naturally because I've turned working out and getting muscle as connected to either making more money or protecting the family.

Look, if I can connect it to that value, you'll be a better performer, make more. Oh, okay. You'll a be better father, a you can protect them more, oh.

with men I often tell them to make their penis bigger and harder and they'll do almost anything. And I'm not kidding, I have to connect the behavior to their value.

I don't always have change the values. Sometimes we do have the change of values, like if you say, so we'll get to that part, but it's all about that.

So that's the homework and that the why. That's what I am saying. If you're one of these people like, just health is so important to me. and you eat Pop Tarts and haven't moved your body in three years.

No, it's not. Stop lying. You're lying to yourself. That's helpful. So some people, we have to look at the truth of it. Why some are on their phone so much doing this.

Connection really is one of their top values and they don't know any other way to do it except that. Now some, people it is entertainment. Entertainment might be a top value.

We look at that, okay? This is what it'll be like. I have every week laid out what we're gonna do. Will talk about, we'll do an exercise. This a bigger one because, and it might a very new concept.

And I think people's lives would be, this is why I'm talking about it and I didn't talk this in the last courses explicitly. Why? How do you think you knew you could buck the system so young?

What was it that happened? I don't think anything happened. I'm like, I just think some way I Don't take credit for it. Some gift of Something did I give you guys the wrong link to take him to the February group?

Let me just do this real fast. Let. Me do it one more time since you're going to be distracted by it. No, I'll wait. Wait, let me tell them to say this.

I distracted myself. Somehow my this soul that came through this little avatar in this time just did not struggle. To listen to the soul. I just at two and three, I'd just knew what I knew.

didn't care what adults told me. or yes, like, yeah, let's go. I just always knew what was true to me. And it didn't mean I wouldn't falter and have some learning, but my system, I feel like this authenticity that people will see in me or what, that I, it's simply because I've let my soul drive me, i didn' know that's what I was doing, didn understand it, just didn fight it.

Changing Values and Closing Reflections

And now I know what the terms are. I understand the thing and I talk about it. Now what I did, now, I had my conflicts with religion and spirituality and all kinds of deep turmoil in childhood and doing all kind of things, exploring.

And I've studied religions for decades and there was always being drawn into it and writing poetry about. There was stuff, but that's what it is. I would listen to my knowing, to body, and I followed.

If I didn't want to do it, I wasn't doing it. I don't like it! It doesn't feel good! I'm not doing! it I let it feels good, that must mean I am born to it Why is she like a little boy who plays ball?

I like ball! And luckily, I had a mother that never bought me brooms or vacuums or never made me do who I wasn't gonna be. She'd never ever tried any of it.

Never made cook, never make me to do it! Just how Stephanie doesn't do all that. Let her go watch football. As I said, let her watch the football with the boys.

That's what she does. But she didn't make to me it, she did not force me be what I was not. So, luckily I have that, but I'm just saying that's all it is and I think the people who get hit with it the most are the fawn response trauma people pleasers.

It really is a struggle bus for that group of people. And it takes a little bit longer to unlock this. But you know what your values are by what you do.

My sister, incredible human, if you watch this, she does not value work and finance. Never did. She wanted to be a housewife, raise children, have a white picket fence.

She knew it very young. That's what she wanted, to a mother. And it's still her highest value. Nothing wrong with that. So sometimes she would say that to me, I'm like, Kim, what are you talking about?

You're like super successful at what you care about. Now, we live in a world you need money, so let's figure that out for you, but you don't have to So what she saw as the oldest, the biggest void in her life was family structure.

I was eight years later. It was different. She watched her daddy go to prison. He just was gone. You understand? We saw different things. And so she just wanted a house with the light bill always paid and always food.

And she could be home and have a husband that was home. They didn't go to prison. You see the difference? I watched a mother who was alone, independent, right?

So I adopted a different thing than my sister did on what we've lacked the most. and what values, what we thought we needed to do to be to fill that void.

And as you fill voids over your life, the values will change, right? Because a 10-year-old is not going to have the same value as a 16- year- old. A 16 year old's values are not a 26 year, and they shouldn't be.

and a 50 year olds values probably different than when you were 26. But some things are tried and true. Health is, and I'm in a place I am questioning if health is even in my highest values anymore for the first time in life.

So I going through this process and as things have changed, like, big events can change things. I suggest this is an exercise you do at least once a year.

Every quarter could be incredible, right? Something, you know, but atleast once year, all right.