

LIMITLESS Coaching Call Transcript

JANUARY 25TH, 2021
LIMITLESS LIFESTYLE COACHING CALL

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00:30:15.900 --> 00:30:23.190

Stephanie Bogan: All right. Speaking of great sessions. It is 11 O'clock my time on the dots. Welcome to your limitless lifestyle 2021

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00:30:23.790 --> 00:30:31.710

Stephanie Bogan: coaching calls. So this is our first official coaching call this year, just with Mondays and the holidays. So we've had our clarity and accountability retreat.

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00:30:32.520 --> 00:30:43.230

Stephanie Bogan: That these calls as we've talked about are a little bit different. So we have recall if you were in last week's program tour and if you weren't short version. We have accordions all the lessons over the course of the quarter.

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00:30:43.620 --> 00:30:55.770

Stephanie Bogan: Into five retreats over the course of the year, it would be normal for in a normal year but thank God for that. And so we use those retreats to really dive into the course lessons, really get you grounded.

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00:30:56.040 --> 00:31:00.900

Stephanie Bogan: On the best practices on your menu for that quarter. And then these coaching calls in the office hours.

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00:31:01.380 --> 00:31:10.890

Stephanie Bogan: Are staggered every week between now and the next retreat, not to add new lessons to dive in and make sure that we're really digesting it absorbing it

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00:31:11.370 --> 00:31:20.610

Stephanie Bogan: Talking about how to apply it and really having the conversations that will get us grounded in how to take action on what we're coaching you around in those retreats, so

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00:31:21.330 --> 00:31:28.230

Stephanie Bogan: Our advisor coaches, I believe, are all joining us for the call today. It's one of those calls where I was like, Hey, you guys really wanted me on this one too.

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00:31:28.770 --> 00:31:41.070

Stephanie Bogan: But they'll. Join us as we do some of the open Q AMP. A and the conversations after Patty's with us, but we have. I'm going to say this. I got to make sure I say this really right Patty don't bow ski with us. She did it



pretty good.

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00:31:41.310 --> 00:31:42.270

Patti Dobrowolski: Good job.

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00:31:42.480 --> 00:31:43.920

Stephanie Bogan: Tried. I try not to vote room.

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00:31:45.210 --> 00:31:51.630

Stephanie Bogan: So Patty is a three time TEDx speaker. She is an author, she has been drawing

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00:31:52.110 --> 00:32:00.600

Stephanie Bogan: Futures and visions, which we'll talk just a little bit about in a minute for Fortune 50 companies fortune 100 companies fortune 500 companies for over 20 years or arts

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00:32:00.900 --> 00:32:13.110

Stephanie Bogan: hangs in the hallowed hallways of Nike Bill and Melinda Gates Foundation other such enterprises, because those boardrooms understand what we teach you here, which is the more clear you are in

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00:32:13.650 --> 00:32:23.430

Stephanie Bogan: In crafting a vision, the more compelled you are to take action. You guys have heard me say 1000 times already. When your vision is clear your decisions are easy.

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00:32:24.060 --> 00:32:29.100

Stephanie Bogan: Anytime that you are stuck taking action we can almost always source it back to a lack of clarity.

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00:32:29.640 --> 00:32:38.160

Stephanie Bogan: About what you really want. And why so Patty is going to spend 45 minutes or so with us really helping us do what I'm going to call it up level exercise, you've done

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00:32:38.430 --> 00:32:45.630

Stephanie Bogan: Hopefully the vision exercises the my model practice you've gotten that clarity, but this is really an exercise to take it up a notch.

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00:32:45.960 --> 00:32:54.150

Stephanie Bogan: Which is what these calls are about. And I will, I will not give it away. I'll let Patty give her session, but we're really going to dive into how you bridge the gap.

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00:32:54.450 --> 00:33:01.260

Stephanie Bogan: Visually from your current reality to the future that you want to create. So I'm really excited to have patty. Join us for this call.



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00:33:02.040 --> 00:33:10.560

Stephanie Bogan: These calls really are a roadmap for change. And what I mean by that. This is the place where we're going to have the real conversations roll up your sleeves.

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00:33:10.860 --> 00:33:22.050

Stephanie Bogan: To use Andrews podcast name nitty gritty right those nitty gritty details on how you go from a vision right all those lessons in retreat, all the way down to, how do you get clear get focused and get to work.

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00:33:22.410 --> 00:33:28.800

Stephanie Bogan: On a plan that's going to move the needle in ways that create the meaningful change is going to help you create the future that you want to create

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00:33:29.190 --> 00:33:42.690

Stephanie Bogan: So we're going to have those conversations and coaching calls and remember to also bring any of your specific questions about your exercises, how you're applying it where you're stuck or clarity to your office hours call next week with coaches, which we'll talk a little bit more about

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00:33:45.990 --> 00:33:53.640

Stephanie Bogan: The thing I most want to talk to you about today. If you're going to take one thing away is that whatever you draw whatever Patty draws

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00:33:54.030 --> 00:34:02.400

Stephanie Bogan: Whatever vision that you create will only be an idea or a wish until you apply the secret ingredient of commitment.

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00:34:02.910 --> 00:34:15.300

Stephanie Bogan: The Latin root of commitment literally means to cut off as in no other possibility. We've talked about how willpower will not get you there. It will fail you.

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00:34:16.020 --> 00:34:29.970

Stephanie Bogan: But at the end of the day, if your why is bigger than your, what if, if your commitment is big enough to hold your choices so that you no longer compromise, then whatever is on the paper at the end of today.

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00:34:30.570 --> 00:34:37.890

Stephanie Bogan: Is the reality that you are here to create this year, not a wish wishing is like fishing without the bait.

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00:34:39.030 --> 00:34:45.480

Stephanie Bogan: Here's what I sat down and said what really makes commitment work like what are the ingredients in a commitment.

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00:34:46.020 --> 00:34:54.870



Stephanie Bogan: Because I create change for a living, Patty and her way creates change for living. These were the ingredients I came up with one vision.

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00:34:55.770 --> 00:35:01.200

Stephanie Bogan: You cannot create effective change or efficient change and certainly not an enjoyable change.

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00:35:01.650 --> 00:35:09.390

Stephanie Bogan: If you are not clear on what you are creating you'll get there if you know what there is a sloppier and messier and harder. That's not what you're here to do.

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00:35:10.080 --> 00:35:24.990

Stephanie Bogan: To belief, whether you believe in science or spirituality or what I like to call the staff test does it work and does it feel good. There is an abundance of evidence that says the key ingredient and change is a belief that it is possible

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00:35:26.070 --> 00:35:31.680

Stephanie Bogan: That the can't the don't want to the, shouldn't the don't know how cannot be the loudest voices in your head.

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00:35:32.310 --> 00:35:38.370

Stephanie Bogan: Which means that at the end of the day, you have to apply energy first in the form of a thought.

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00:35:38.970 --> 00:35:48.630

Stephanie Bogan: Supported by a feeling which inspires you to take action aligned with your goals of the time in your mouth and the tongue in your shoes are moving in the same direction.

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00:35:49.380 --> 00:36:00.450

Stephanie Bogan: I do want to underscore how important this is. And we'll follow up on it in the conversations because however fun it is to draw vision and get excited about it, which all know I love to do more than anything.

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00:36:02.370 --> 00:36:09.450

Stephanie Bogan: We did not get the reputation that we got for results here at limitless because of shiny ideas. We got it because there's substance and a process.

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00:36:09.780 --> 00:36:18.840

Stephanie Bogan: To put those ideas to work. So after Patty shares her 45 minutes or so with us. We're going to spend the next 35 or 30 to 45 minutes of recall really diving into

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00:36:19.350 --> 00:36:29.310

Stephanie Bogan: What's on your mind what surfaces in that process, where are we getting stuck. Where are the places to step up. What are the lessons are the issues that you need to work through and office hours are in coaching to make sure



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00:36:29.790 --> 00:36:36.480

Stephanie Bogan: That the actions the ideas and the behaviors are all aligned to the direction of your dreams because that is why we're all here.

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00:36:37.800 --> 00:36:47.460

Stephanie Bogan: All right, I'm very, very quickly. Let me go back one your Q1 coaching paths for this quarter which will review at the end. These are the lessons that we covered in the clarity and accountability retreat.

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00:36:48.030 --> 00:36:53.790

Stephanie Bogan: Science of success, your vision, my model practice power of productivity action and accountability.

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00:36:54.060 --> 00:37:02.280

Stephanie Bogan: And then while it wasn't a lesson. It is so important. I want to make sure to call out that you have that daily practice your habit journal your success shift or something every single day.

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00:37:02.790 --> 00:37:12.000

Stephanie Bogan: To focus your thoughts and your actions and make sure that they are lined up. So your next steps are to complete your lessons, your personal launch plan, which we'll talk more about at the end.

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00:37:12.360 --> 00:37:20.880

Stephanie Bogan: You're the the practice and your masterminds and then from a coaching perspective, you're going to ask and share about this on community. And then, Lisa. We'll talk we'll talk about Lisa's

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00:37:21.180 --> 00:37:28.080

Stephanie Bogan: February accountability coaching calls at the end as well so we can make sure that whatever you add to your vision from the call with today.

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00:37:28.350 --> 00:37:38.280

Stephanie Bogan: That the priorities that you're focused on this quarter in this year are completely lined up with it so that we are hyper efficient hyper focused and hyper committed to the goals that we want to achieve.

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00:37:39.120 --> 00:37:49.020

Stephanie Bogan: All right. So with that, I'm going to turn it over to patty. I am so excited. She is going to talk to us and actually walk us through an interactive exercise note.

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00:37:50.310 --> 00:37:59.850

Stephanie Bogan: This is your first test. By the way, what was the key word in that sentence, ladies and gentlemen. Somebody please unmute yourself because we're going to do it this way. That's why we have everybody on meeting.

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00:38:00.900 --> 00:38:09.990

Stephanie Bogan: Interactive. Thank you so much. So obviously don't keep yourself muted, the entire time. If your kids, your dogs or whatever. But the goal here you can drop in chat. You can chime in.



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00:38:10.740 --> 00:38:21.750

Stephanie Bogan: Patty will draw what we give her so that screen on the back of her can either be really full of exciting things or it can be really empty. That is up to us. Alright, so with that.

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00:38:22.080 --> 00:38:35.670

Stephanie Bogan: I'm going to turn it over to Patty and she's going to spend the next 45 minutes or so, really walking us through how to draw your future, or as I like to say how to draw your dreams in a way that drive results Patty, thank you so much for being here with us.

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00:38:35.730 --> 00:38:43.050

Patti Dobrowolski: Thank you so much. Stephanie. Hi everybody, I'm so happy to be here. I mean, this is like my ultimate

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00:38:44.070 --> 00:38:50.310

Patti Dobrowolski: Optimal experience to be with people who are forward thinking, especially around money.

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00:38:50.700 --> 00:38:59.610

Patti Dobrowolski: Because that there is no better place to live in that space in that world. So thank you for having me and let me ask you a question. So

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00:38:59.880 --> 00:39:11.640

Patti Dobrowolski: I want you to think about yourself in your goal setting that you've done in the past. And how many of you in your in your life ever dreamed a big dream for your health for your family for your, your business.

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00:39:12.570 --> 00:39:17.820

Patti Dobrowolski: Tried to make it happen. And then life gotten your way, raise your hand, you know,

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00:39:18.240 --> 00:39:30.480

Patti Dobrowolski: aging parents, your kids Kovac 19. How many of you had that get in your way, right, or how many of you have ever made an action plan for what you're going to do that week you know you're going to do these things and then

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00:39:31.860 --> 00:39:39.960

Patti Dobrowolski: You forgot about it and then you find that thing like a year later, under the couch and it's kind of sticky and you think, Oh my God, that's where that is right.

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00:39:40.350 --> 00:39:51.240

Patti Dobrowolski: We all do this, we set an action plan and we try to make things happen. And sometimes they don't. And so the truth about change is that nine people out of 10

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00:39:51.690 --> 00:40:03.990



Patti Dobrowolski: Don't make change only one in nine. Those are the odds to be the one person in 10 who can actually make change. So that's. Today I'm going to show you a process that's going to help you to do that.

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00:40:04.920 --> 00:40:23.040

Patti Dobrowolski: Because what if I told you that if you drew a picture of a future and then you put it somewhere. You can see it every day and you tried to make it happen through action steps that picture would help you achieve your goals 40 set 6% better. How many of you would want to do it.

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00:40:24.570 --> 00:40:33.930

Patti Dobrowolski: I mean, really, you're saying to me, I draw bad picture I slap it on the dash of my car or on my mirror. I look at it every day 46%

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00:40:34.470 --> 00:40:49.350

Patti Dobrowolski: Yes. And why because that's the way the brain achieves goals is that it sequences pictures together in your hippocampus, and the ones that you add feeling to a Stephanie's talking about the feeling is key, it will pull up

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00:40:49.590 --> 00:41:02.100

Patti Dobrowolski: And it will begin to create that future for you. So this year, I've been more than ever, looking at future you and how the future of you can create the present now.

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00:41:02.520 --> 00:41:10.500

Patti Dobrowolski: So what we do normally is that we set these goals and the goals are much smaller than we actually could achieve

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00:41:11.160 --> 00:41:16.680

Patti Dobrowolski: When we leap over to the goals that really are 10 X of what we want.

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00:41:17.070 --> 00:41:26.460

Patti Dobrowolski: We do a couple of things. One is we stopped doing things the way we've always done them and we start to do them the way we could do them or should do them.

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00:41:26.670 --> 00:41:38.550

Patti Dobrowolski: Because our future self, who's way out here making those eight figures, right, not just seven but eight figures is looking back at us and saying, Okay, well whatever you were

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00:41:38.970 --> 00:41:47.310

Patti Dobrowolski: Gave you know this person is not who you are. Now, or Joe these this is not you. Now you have to make different choices in the here and now.

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00:41:48.150 --> 00:42:00.600

Patti Dobrowolski: So I knew that if I drew a picture something would happen, but I didn't really know what would happen. So I put it to test years ago before it was a speaker or a business consultant. I was an actor.



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00:42:01.050 --> 00:42:07.800

Patti Dobrowolski: And I wasn't really an actor. I was a performance artist. And how many of you know what a performance artist is. Raise your hand. The difference

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00:42:08.280 --> 00:42:13.590

Patti Dobrowolski: Right, okay. Some of you do, but not everybody will a performance artist is somebody that does some bad mine.

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00:42:13.860 --> 00:42:23.430

Patti Dobrowolski: And then they take a movie they made in high school, they create a rap and then they put that all together and they subject an audience to it for an indeterminate amount of time.

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00:42:23.940 --> 00:42:32.400

Patti Dobrowolski: And this is what I did. Until one day, a friend of mine came up to me after the show. And she said, you know, Patty, you should really go to New York and take some real acting lessons.

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00:42:32.790 --> 00:42:37.320

Patti Dobrowolski: And instead of getting offended. I was like, yeah, that's so great. What a great idea.

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00:42:37.890 --> 00:42:48.780

Patti Dobrowolski: I just happen to know a Broadway actress who was living in Brooklyn and Park Slope and a third floor walk up and she got me into the Huggins school who was a famous acting coach.

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00:42:49.170 --> 00:43:01.950

Patti Dobrowolski: And so every day I would go to these acting classes. And when I would come home, I'd walk up the stairs, and I would hear Dale. Dale souls from Orange is the New Black. I'd hear her singing along with herself and this song that she was singing on Broadway.

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00:43:02.370 --> 00:43:06.630

Patti Dobrowolski: And I never considered that I would be on Broadway, because I was a performance artist and that

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00:43:07.080 --> 00:43:15.990

Patti Dobrowolski: That was like, way out of my range, you know, I was more already than that but I fell in love with Broadway because of Dale, she took me to the theater.

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00:43:16.260 --> 00:43:25.410

Patti Dobrowolski: And had me feel what it felt like to walk through the stage door into that dressing room with your name on it and then she would tell me like this is where you could have your

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00:43:26.190 --> 00:43:34.980



Patti Dobrowolski: Opening Night party Tavern on the Green like way out there or and she would ask me who would you want to meet you know if you were here on Broadway. And I was like,

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00:43:35.430 --> 00:43:41.430

Patti Dobrowolski: I don't know you know Steve Martin or Eddie Murphy. Right. And then I just put it out of my head.

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00:43:42.000 --> 00:43:49.680

Patti Dobrowolski: And later when I went back to Seattle, which is where I lived. And I was schlepping burritos and Mama's Mexican kitchen on second and bell

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00:43:50.010 --> 00:44:00.120

Patti Dobrowolski: I couldn't stop thinking about Broadway and I was just a performance artist but I kept thinking, What would it feel like to stand beyond that red velvet curtain and what would it be like for me.

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00:44:00.360 --> 00:44:10.950

Patti Dobrowolski: To just be meeting people that I would never meet in my lifetime that I knew about. And so I went home one night and I just drew a picture of myself on stage.

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00:44:11.490 --> 00:44:15.870

Patti Dobrowolski: And I just put in all the different color that I could have put it there and then

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00:44:16.380 --> 00:44:25.920

Patti Dobrowolski: This weird thing happened like I lost all my shifts that mom is Mexican kitchen and I didn't have a job. And I was like, Oh no, what am I, what's going to happen. Now what on my way home.

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00:44:26.640 --> 00:44:40.260

Patti Dobrowolski: I got these messages. And when I got there to home, my messages on my machine said, you know, come down. We're auditioning at the Seattle rep for performance artists. That's from my agent who never called me.

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00:44:40.560 --> 00:44:45.750

Patti Dobrowolski: And my best friend called me and said, You gotta go down there. Bring your resume. I mean, they're auditioning everybody I'm going

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00:44:46.530 --> 00:44:58.800

Patti Dobrowolski: So I getting this line that goes all the way around the block I get up to the door. They want us to do a dance routine. Now, I'm not a dancer. I'm a performance artist. So I just make up this weird kind of routine and I fall down dead.

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00:44:59.460 --> 00:45:14.400

Patti Dobrowolski: And I get into the show and that show goes from this little tiny theater to the main stage. The Seattle rep and then six months later, it goes to the Seattle rep to the Kennedy Center in Washington DC and then six months later, where does it go



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00:45:15.540 --> 00:45:23.970

Patti Dobrowolski: Yeah, Broadway opening night party is where yeah Tavern on the Green and during the run of the show, who do I get to me.

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00:45:25.170 --> 00:45:43.860

Patti Dobrowolski: Know, Lily Tomlin and Robin Williams. And that, for me, changed everything. I realized that something had happened with the picture know many years later after I had had kind of an artistic break and gone back and gotten a degree in psychology, so I could heal myself.

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00:45:44.910 --> 00:45:57.150

Patti Dobrowolski: I ended up working in business with people just like you. And one of the things that I did in business was I was a change agent. So when I would come into a company, a big firm.

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00:45:58.050 --> 00:46:03.720

Patti Dobrowolski: Janice funds for example, and they had laid off 60% of their staff.

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00:46:04.200 --> 00:46:13.500

Patti Dobrowolski: I was the person that would try to get people back to work, because I had trained as a drama therapist, and I knew that I could help make change.

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00:46:13.830 --> 00:46:24.810

Patti Dobrowolski: But what I didn't know was when I was going to walk in that room that people were going to throw spit wads at me and I was just going to feel like you know the human punching bag right for people who had to go back to work.

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00:46:25.440 --> 00:46:35.130

Patti Dobrowolski: So I realized there must be something I could do to accelerate change for people and I began to draw pictures. Now, I wasn't an artist.

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00:46:35.610 --> 00:46:45.690

Patti Dobrowolski: But I was a poster girl in high school and I knew my handwriting was great and I had drawn a picture of the future. And if I could draw a picture for them.

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00:46:46.080 --> 00:46:50.670

Patti Dobrowolski: Then they would change their mind about what was going to happen.

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00:46:51.060 --> 00:47:01.080

Patti Dobrowolski: And I began to try and test it. And so what I learned was when you look at the current reality of where you are now what happens is it gives you dissonance on it.

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00:47:01.320 --> 00:47:11.040

Patti Dobrowolski: So let's say that you're working with a client and you're thinking to yourself, God, I wish they could



understand what they're doing with their with their finances, how this is going and how they could do better.

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00:47:11.850 --> 00:47:17.070

Patti Dobrowolski: If you give them a picture. They're going to understand it because a picture is worth 1000 words.

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00:47:17.370 --> 00:47:23.430

Patti Dobrowolski: And so they get a clear picture of it and they feel the pain and when you feel the pain that's when you want to make change.

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00:47:23.700 --> 00:47:37.140

Patti Dobrowolski: And then if you get them to envision a desired new reality of future them where they are successful there with their families. They have the kind of lifestyle that they want to at the end of their life.

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00:47:37.710 --> 00:47:48.240

Patti Dobrowolski: When you create that desired new reality. It changes everything because dreaming and drawing a picture of your future changes your chemistry.

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00:47:48.510 --> 00:48:04.050

Patti Dobrowolski: Your body chemistry, so that you fill yourself with serotonin and oxytocin and you know this success feeling last only as long as you can keep sustaining it. So then you've got to close the gap with three bold steps.

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00:48:04.530 --> 00:48:11.820

Patti Dobrowolski: A bold step, not like an, you know, I'm going to rearrange my filing cabinet or I'm going to do things the same way I always have a

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00:48:12.360 --> 00:48:20.190

Patti Dobrowolski: 10 x three bold step where you're really going to change what you do like coming here and learning how to do things better, smarter.

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00:48:20.700 --> 00:48:27.150

Patti Dobrowolski: Getting yourself to that place. And so today I want to show you this process. So,

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00:48:28.050 --> 00:48:37.500

Patti Dobrowolski: No matter where you are, whenever you feel stuck you can shift your brain because you attaching yourself to your future.

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00:48:37.770 --> 00:48:47.640

Patti Dobrowolski: Is called perception and your view of your future shapes, who you are. Now, and Dr. Benjamin Hardy, he wrote, how you see yourself is how you act.

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00:48:48.210 --> 00:48:58.230



Patti Dobrowolski: He input shapes outlook outlook shapes behavior. He wrote a great book called personality is impermanent and he talks all about the future, you

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00:48:58.470 --> 00:49:11.130

Patti Dobrowolski: Connecting to a future you changes you. So the bigger you dream in that future you, the better. And what I know for fact is that it all takes with a picture. It starts with a picture.

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00:49:11.550 --> 00:49:17.400

Patti Dobrowolski: So just as you take a picture. You want to add feeling to it. And that's where we're going to do today. So now,

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00:49:18.090 --> 00:49:31.440

Patti Dobrowolski: I want to show you how to draw your future so that you get your big why up here into a picture and we're going to do exactly what I talked to you through. We're going to look at where you are, where you want to be and three bold steps to get there. Are you ready

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00:49:32.370 --> 00:49:42.270

Patti Dobrowolski: I want you to get a pen and you can use a blank piece of paper. If you want to, but most of us, you know, 6 million people watch that draw your future talk of mine 42,000 of them wrote

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00:49:42.510 --> 00:49:51.690

Patti Dobrowolski: My drawing skills suck and what's true is most of us stopped drawing when we were five unfortunately because drawing will integrate all the parts of your brain.

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00:49:51.870 --> 00:49:58.980

Patti Dobrowolski: And get you thinking faster, better, quicker. You know, you can brainstorm ideas better when you see it and you draw it.

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00:49:59.250 --> 00:50:09.570

Patti Dobrowolski: So as bad as your drawings might be science shows us that bad drawing stick in your brain better. So, the worse, you're drawing looks, the better it is for you. Okay. It doesn't have to be pretty

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00:50:09.900 --> 00:50:19.590

Patti Dobrowolski: So get your pen and your template. If you've downloaded it, and if you haven't, get a piece of paper and I want you to just write on the left side current reality.

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00:50:20.100 --> 00:50:29.430

Patti Dobrowolski: And in the center. What's your cloud and your big why and you can put your name right over here in this little space or what somewhere on it. So, you know, and I would date it

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00:50:29.730 --> 00:50:33.870

Patti Dobrowolski: I always date these pictures because I go back and look at them again and again.



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00:50:34.650 --> 00:50:45.090

Patti Dobrowolski: Then on the right side put desire new reality and in the center three bold steps and just put three arrows. They don't have to be pretty, you just need to be able to write three things there. Okay.

439

00:50:45.300 --> 00:50:51.870

Patti Dobrowolski: So when you have that I want you to just give me the thumbs up because I know you know how to do that. Down at the bottom with your reactions.

440

00:50:52.110 --> 00:51:01.920

Patti Dobrowolski: You know, give me a thumbs up that you got it and that you're ready to go. So I can see it. Thumbs up. I like it when you just do it in the video too. Thanks, Brian. I appreciate that. All right.

441

00:51:02.790 --> 00:51:07.290

Patti Dobrowolski: Everybody ready Eileen. You ready head nodding appropriate. Okay, good. Here we go.

442

00:51:07.860 --> 00:51:17.550

Patti Dobrowolski: So on the left side of your picture. I want you to write in words and draw a few pictures, what it's like to be you right now.

443

00:51:17.910 --> 00:51:24.720

Patti Dobrowolski: Now, you could just do it on your business. But what's true is we are now impacted by our whole life.

444

00:51:25.020 --> 00:51:33.900

Patti Dobrowolski: So you want to put on this left side, what's going well for you, like, what things are you doing well and what things are challenging. Now first

445

00:51:34.500 --> 00:51:40.350

Patti Dobrowolski: How many of you are analytical, raise your hand. Hands up analytical. All right. Good analytical

446

00:51:40.920 --> 00:51:57.420

Patti Dobrowolski: This is not a list. This is not a list. So you want to scatter your words around the page. Like, for example, you might end. Start with the things that are going well. So, you know, maybe you're really starting to hit your numbers, even though it's coven

447

00:51:58.080 --> 00:52:03.720

Patti Dobrowolski: And so write that draw a picture of \$1 and then write whatever it is in terms of what's happening.

448

00:52:05.490 --> 00:52:20.190

Patti Dobrowolski: And then when it's challenging, draw a picture of that, like, maybe you don't feel like you have enough time, or you've got too much time or you can't reach your clients right that and draw a picture. Okay, I'm going to give you just five minutes to do that. Go.



449

00:52:22.470 --> 00:52:24.660

Patti Dobrowolski: What's going well and what's challenging

450

00:52:38.490 --> 00:52:47.640

Patti Dobrowolski: What do you think of the whole of your life, too. So if you have people in your family that are having health issues or your kids have moved back in with you.

451

00:52:50.220 --> 00:52:53.910

Patti Dobrowolski: Are you taking care of your parents put some of those stressors there too.

452

00:53:03.660 --> 00:53:05.430

Patti Dobrowolski: You have bandwidth issues.

453

00:53:06.600 --> 00:53:08.700

Patti Dobrowolski: Terms of the internet, it's hard to get people

454

00:53:15.660 --> 00:53:18.690

Patti Dobrowolski: Maybe you feel like you can't wrap your mind around things

455

00:53:31.350 --> 00:53:39.960

Patti Dobrowolski: Okay, now let's just call a few things out. This is like Shakespeare. So, you know, Shakespeare stole from everyone, and I want you to steal from each other. So

456

00:53:40.320 --> 00:53:50.610

Patti Dobrowolski: Put in the chat. A few things that are going well. Just someone start to start to put some things in the chat. I'll look at it Stephanie's going to read it out to me.

457

00:53:51.720 --> 00:53:52.800

Patti Dobrowolski: Marketing. Thank you.

458

00:53:54.840 --> 00:53:57.270

Patti Dobrowolski: And so start with things that are going well.

459

00:53:58.800 --> 00:54:02.790

Stephanie Bogan: Bike workouts family time revenue.

460

00:54:04.950 --> 00:54:06.000

Time off.



461

00:54:07.260 --> 00:54:08.220

Stephanie Bogan: Profitable

462

00:54:09.960 --> 00:54:12.060

Stephanie Bogan: Love my environment home and environment.

463

00:54:13.590 --> 00:54:14.790

Stephanie Bogan: For charitable

464

00:54:18.720 --> 00:54:19.710

Stephanie Bogan: Weight loss.

465

00:54:27.210 --> 00:54:28.860

Stephanie Bogan: Less worries about money.

466

00:54:30.750 --> 00:54:33.000

Stephanie Bogan: My wife has a diverse Greek. That's funny.

467

00:54:35.190 --> 00:54:38.490

Stephanie Bogan: School. Some days, I'll take that one. Yes, fantastic.

468

00:54:42.840 --> 00:54:44.850

Stephanie Bogan: Able to work from anywhere is great one.

469

00:54:47.010 --> 00:54:55.500

Stephanie Bogan: Happy with my new niche. So I'm seeing a lot around time having more time working clear about the clients. We want to work with.

470

00:54:59.550 --> 00:55:03.270

Patti Dobrowolski: Okay, cool. What about things that are challenging right

471

00:55:07.260 --> 00:55:13.620

Stephanie Bogan: Right, Kevin. I don't know if this is a winner or a challenge my daughter's been working with me for two years. She's bored isolation.

472

00:55:15.060 --> 00:55:27.750

Stephanie Bogan: Couldn't tell what was right when you made the transition. So I don't know which side you fell on there, Kevin. I love this one though inefficient processes, the obvious that that should like we all suffer from that over time, not enough time.



473

00:55:30.810 --> 00:55:32.580

Stephanie Bogan: Harder to market with coven

474

00:55:37.020 --> 00:55:46.020

Stephanie Bogan: Constantly balancing work parenting home overwhelmed stress. So you see that being their bandwidth rages time

475

00:55:48.630 --> 00:55:57.720

Stephanie Bogan: Don had a good one challenge mental fortitude right just yeah you referenced it earlier. We would then talking about kind of keeping your those happy chemicals going in the state that it puts you in

476

00:55:58.200 --> 00:56:03.270

Stephanie Bogan: I think you and I talked about this earlier, we call that being in your success state right keeping yourself above that line.

477

00:56:05.700 --> 00:56:13.350

Stephanie Bogan: Need to drive revenue and profits, not enough not not prospecting more actively enough. Okay.

478

00:56:15.750 --> 00:56:17.100

Patti Dobrowolski: Okay. Good. All right.

479

00:56:18.660 --> 00:56:27.150

Patti Dobrowolski: Now we'll, we'll save that chat and then we'll keep adding to it. I'll go back and scroll it need to get rid of clients. I like that. That's interesting.

480

00:56:27.570 --> 00:56:38.700

Patti Dobrowolski: That's interesting to me. You need to get rid of clients. So those are the clients that aren't going to take you to this new level that are going to are going to attend. Next you okay that's fantastic. All right, so we do that in a way

481

00:56:39.540 --> 00:56:44.280

Stephanie Bogan: Focusing on your niche or we call them, you're right, focusing on your niche or you're just grade science. Yeah.

482

00:56:47.940 --> 00:56:50.640

Stephanie Bogan: Navigating is a big one. I see related to time.

483

00:56:53.340 --> 00:57:02.520

Patti Dobrowolski: Okay, good. Okay, fantastic. So now we know where you are now this is just a broad wash here of everybody's comments in here.



484

00:57:02.790 --> 00:57:08.730

Patti Dobrowolski: You heard something that somebody said that you, you didn't put on your map, but you should have, then you want to steal that.

485

00:57:08.970 --> 00:57:16.980

Patti Dobrowolski: And then you want to look at all the pictures that you drew or haven't drawn and draw a few pictures. Why, because we want to wake you up.

486

00:57:17.250 --> 00:57:25.170

Patti Dobrowolski: To what's happening in your world, you know, some of these things. And the more honest, you are about the things that are in here, the better.

487

00:57:25.770 --> 00:57:39.510

Patti Dobrowolski: Because that will create the charge and the desire to change right and so that goes for whether it's a lever lever right the blue or whether it's something that is just dragging you down. Okay, now

488

00:57:39.840 --> 00:57:50.250

Patti Dobrowolski: So in order to dream a future, you actually have to change your body chemistry for a second because what we've done is we've pulled up all this stuff that's challenging for us. And so everybody's like,

489

00:57:50.940 --> 00:58:02.160

Patti Dobrowolski: Yeah, I remember that. Okay, so here's what I want you to do. Everybody stand up for a second and then keep looking at the picture with me stand up from your chair, stand up. It's important, stand up. Good, thank you.

490

00:58:02.550 --> 00:58:11.460

Patti Dobrowolski: All right, now I just want you to do like a little brain gym. So you're going to take your right elbow and put it on your left knee. We're not really working out here we're just moving our body.

491

00:58:11.790 --> 00:58:18.690

Patti Dobrowolski: To get it to cross reference so that we're going to, we, you know, we're cleaning the slate. It's like the you know the

492

00:58:19.740 --> 00:58:33.060

Patti Dobrowolski: It just gets remember that we would do that. And then you'd have shake it like that. The in the old days when you were in the car and you had to do that. Okay. All right. Take a deep breath in, let it out one more time. Deep breath in, let it out.

493

00:58:34.140 --> 00:58:44.430

Patti Dobrowolski: And this third time. Deep breath in. And when you sit down, we're going to imagine that it is a year from today in the best case scenario.

494



00:58:44.910 --> 00:58:54.990

Patti Dobrowolski: And on this right side of your picture. Here's what I want you to do. I want you to put in words and pictures, the best case of what is happening for you.

495

00:58:55.320 --> 00:59:10.650

Patti Dobrowolski: I want you to draw really first start with what it feels like. Like you feel abundant or you feel you know you're happy or your creative or your, you know, you feel super smart, you're supercharged you feel effective you feel

496

00:59:11.310 --> 00:59:24.480

Patti Dobrowolski: Post some of those feelings first because the feelings. Remember you attach them to the picture and then things happen. That's how you get yourself to 10 X any experience.

497

00:59:25.560 --> 00:59:35.430

Patti Dobrowolski: So what's happening. First, grab three three ways that you know you will feel a year from today. Best case scenario. Don't let your credit. Get in there.

498

00:59:35.880 --> 00:59:51.840

Patti Dobrowolski: You have to leave the critic behind for this. So when it starts to say I'm not stressed, you know, stress is a, it's a picture in your head. So putting know in front of it doesn't change your brain. You got to put there that you feel relaxed, you're calm. You're effective

499

00:59:54.210 --> 00:59:57.120

Patti Dobrowolski: And then add to it all the detail that you want.

500

00:59:58.800 --> 01:00:18.630

Patti Dobrowolski: Add to it. Your family in there, the free time, you have add to it but add to it a few things that would be surprising for you, like, really see it. Like if the future was like so outrageous. This would be happening. And I want you to pull a few things and put them on the map.

501

01:00:21.180 --> 01:00:21.930

Patti Dobrowolski: Of you

502

01:00:23.310 --> 01:00:30.510

Patti Dobrowolski: Mercedes travel ban going across the country Sienna, whatever that 10 X is for you. You

503

01:00:31.860 --> 01:00:44.160

Patti Dobrowolski: Having that that money is just falling in right with you doing little but being optimally, you know, effective all that free time.

504

01:00:45.870 --> 01:00:47.310

Patti Dobrowolski: All that creativity.



505

01:00:49.860 --> 01:00:50.820

Patti Dobrowolski: New ideas.

506

01:00:54.930 --> 01:00:57.660

Patti Dobrowolski: Marketing land every time.

507

01:00:58.860 --> 01:01:03.120

Patti Dobrowolski: All your social presence boom blows up. It's fantastic.

508

01:01:06.540 --> 01:01:07.710

Patti Dobrowolski: A year from today.

509

01:01:09.000 --> 01:01:15.480

Patti Dobrowolski: Best case scenario. All right, give me a few of those things. So we can capture them anybody, put it in the chat. Thank you.

510

01:01:18.930 --> 01:01:19.860

Successful

511

01:01:22.080 --> 01:01:27.600

Stephanie Bogan: Healthier, I love this a column in control of time. The big one around here.

512

01:01:30.030 --> 01:01:31.860

Stephanie Bogan: Valuable and impactful.

513

01:01:33.180 --> 01:01:35.580

Stephanie Bogan: Efficient productive.

514

01:01:36.630 --> 01:01:38.490

Stephanie Bogan: Great collaborative team.

515

01:01:42.780 --> 01:01:44.400

Stephanie Bogan: Confident and empowered.

516

01:01:48.240 --> 01:01:53.250

Stephanie Bogan: I'm just gonna say there's lots of details. Everyone's are different, but just abundant time off.

517

01:01:56.130 --> 01:01:57.120



Stephanie Bogan: Energized

518

01:01:59.220 --> 01:02:01.620

Stephanie Bogan: Free picture of the phone crossed out

519

01:02:07.530 --> 01:02:10.020

Patti Dobrowolski: Okay, give me some specifics. Now,

520

01:02:11.100 --> 01:02:15.150

Stephanie Bogan: Let's see. I see largest a UN numbers ever

521

01:02:25.980 --> 01:02:26.070

Not

522

01:02:27.600 --> 01:02:31.110

Stephanie Bogan: Not servicing only service ideal clients.

523

01:02:37.350 --> 01:02:47.250

Patti Dobrowolski: Somebody said they wanted to be successful, what would success look like is it right up. Is it an award. Is it a, you know, not just the money part of it, but what else is it for you.

524

01:02:47.760 --> 01:02:49.860

Stephanie Bogan: 20 to 25 Hour work weeks.

525

01:02:52.020 --> 01:02:54.240

Stephanie Bogan: A new airplane Adam would like a new airplane.

526

01:02:57.090 --> 01:02:58.620

Stephanie Bogan: Chips why still hasn't divorced him.

527

01:03:01.050 --> 01:03:21.480

Stephanie Bogan: That's funny, Jeff. You're making me laugh skiing in my skiing and rec with my sister completely disconnect from work on vacations deep client relationships recognized authority in my niche. It's a good 110 thousand fought dedicated followers on Twitter.

528

01:03:27.300 --> 01:03:32.700

Stephanie Bogan: Trips to Germany. So trout law travel business class and vacation again. As you travel

529

01:03:34.230 --> 01:03:42.150

Stephanie Bogan: Somewhere in the lake house January to March in a warm sunny place this group likes to travel



travel for months without being tied to the office.

530

01:03:43.170 --> 01:03:44.850

Stephanie Bogan: 2025 Hour work weeks.

531

01:03:46.950 --> 01:03:48.960

Stephanie Bogan: Lots of happy families.

532

01:03:50.250 --> 01:03:51.030

Fantastic.

533

01:03:52.410 --> 01:03:53.790

Patti Dobrowolski: Okay, cool. All right.

534

01:03:54.810 --> 01:04:00.180

Patti Dobrowolski: So if anybody said something that you haven't had a chance to add it, you know, add that to your picture.

535

01:04:01.950 --> 01:04:04.440

Patti Dobrowolski: Just take a moment to put those things in

536

01:04:16.020 --> 01:04:21.090

Stephanie Bogan: Well, this is a good one prospect waiting list that happens around here a lot. So that's a good one.

537

01:04:25.380 --> 01:04:27.600

Stephanie Bogan: waiting list of ideal clients. I like that.

538

01:04:37.020 --> 01:04:39.120

Patti Dobrowolski: Okay, fantastic. All right now.

539

01:04:40.020 --> 01:04:51.780

Patti Dobrowolski: So now I want you to just now we're going to trick your brain because we in fact by drawing that picture. The truth is, your brain doesn't understand the difference between past, present and future. It believes the future you is now.

540

01:04:52.230 --> 01:04:58.260

Patti Dobrowolski: And the only thing that interferes with that we are the old beliefs that you have about yourself.

541

01:04:58.530 --> 01:05:13.110

Patti Dobrowolski: The old limiting beliefs. And so what you want to do is unlock them, that's one piece of it. And so I



would say just on this left side down at the bottom. I want you to put one limiting belief that you have in the past that you're going to unlock that you you commit to unlock

542

01:05:14.130 --> 01:05:18.480

Patti Dobrowolski: And one positive belief and maybe it's that yes, you can write

543

01:05:18.780 --> 01:05:19.860

Patti Dobrowolski: That it's possible.

544

01:05:19.920 --> 01:05:31.950

Patti Dobrowolski: That abundance is everywhere, right, and I want you to just grab one positive belief that you're worth it or you're valuable, or these things that you have been talking about here. They all have

545

01:05:32.400 --> 01:05:48.510

Patti Dobrowolski: A behavior link to them underneath it. They all have some kind of belief. So let's grab that belief and put that there. And then once you have that can't. Here's what we're going to do. You're going to look at your picture and I want you to look at the left side.

546

01:05:49.980 --> 01:05:51.990

Patti Dobrowolski: And I want you to look at the right side.

547

01:05:54.270 --> 01:06:00.480

Patti Dobrowolski: And then I'm going to ask you to close your eyes for a second because closing your eyes takes out all the stimulation in the room.

548

01:06:00.930 --> 01:06:11.970

Patti Dobrowolski: And it actually is the access point for your creative genius, which really, it only speaks to you in the quiet moments you know that in the shower or when you're just like walking along and then

549

01:06:12.630 --> 01:06:27.810

Patti Dobrowolski: Ask yourself if this is my reality in the future me. What are the three boulders things I could do to get there three boldness one big bold step one, maybe tactical and one mindset shift.

550

01:06:29.190 --> 01:06:32.700

Patti Dobrowolski: Tactical big bold and mindset shift.

551

01:06:33.810 --> 01:06:36.480

Patti Dobrowolski: What are those three bold steps for you.

552

01:06:39.120 --> 01:06:41.850

Patti Dobrowolski: Guys get one. And as soon as you've got one.



553

01:06:44.160 --> 01:06:45.120

Patti Dobrowolski: Let me know what it is.

554

01:06:46.980 --> 01:06:48.780

Patti Dobrowolski: And then you can go back and get your others.

555

01:06:50.160 --> 01:06:52.710

Stephanie Bogan: All right, hire a superstar.

556

01:06:53.880 --> 01:06:55.080

Stephanie Bogan: Or CFA

557

01:06:56.280 --> 01:07:00.930

Stephanie Bogan: Assistant doing the work. I don't enjoy. So the first three are all about. We call it energy creative

558

01:07:01.410 --> 01:07:03.120

Patti Dobrowolski: And you're really your team.

559

01:07:03.180 --> 01:07:07.020

Patti Dobrowolski: Build your team right hire a superstar. Excellent. What else

560

01:07:07.290 --> 01:07:10.770

Stephanie Bogan: Maybe general start a podcast daily journal

561

01:07:12.780 --> 01:07:15.390

Stephanie Bogan: Visit be visible say no often

562

01:07:16.830 --> 01:07:17.610

Stephanie Bogan: I like one

563

01:07:20.940 --> 01:07:23.790

Stephanie Bogan: Create a niche network see allies.

564

01:07:25.920 --> 01:07:27.630

Stephanie Bogan: We've current work environment.

565

01:07:29.850 --> 01:07:31.200



Stephanie Bogan: Scheduled priorities.

566

01:07:31.590 --> 01:07:32.040

Yes.

567

01:07:36.360 --> 01:07:38.370

Stephanie Bogan: Raise fees. Always a good one.

568

01:07:47.730 --> 01:07:49.500

Patti Dobrowolski: And they give me a mindset shift.

569

01:07:51.180 --> 01:07:51.870

All right.

570

01:07:53.730 --> 01:07:54.990

Stephanie Bogan: You guys have for us.

571

01:07:56.310 --> 01:07:58.080

Stephanie Bogan: I'm worthy. I love that one bill. Thanks.

572

01:07:59.130 --> 01:07:59.640

Thank you.

573

01:08:02.010 --> 01:08:08.400

Stephanie Bogan: Right. What else do you all as you think about this. What are those voices that pop in your head right can't shouldn't don't know how I bring value.

574

01:08:09.150 --> 01:08:19.500

Stephanie Bogan: I'm worth it. I don't have to do it all time is abundant. I'm not an imposter. That's a really good one to have a great mentor abundance is my natural state.

575

01:08:20.910 --> 01:08:23.250

Stephanie Bogan: I can, I can make this happen.

576

01:08:26.010 --> 01:08:28.890

Stephanie Bogan: I like that when Lisa people want to hear what I have to say.

577

01:08:30.060 --> 01:08:33.330

Stephanie Bogan: That's great. My future clients need me. That's a great mindset.



578

01:08:34.830 --> 01:08:41.460

Stephanie Bogan: Shift meditate on why can be successful. Instead of whining can funny the way our brains always like to go to the last

579

01:08:44.910 --> 01:08:47.010

Stephanie Bogan: Marketing and growing as easy.

580

01:08:53.940 --> 01:08:57.210

Stephanie Bogan: As I don't know if it's just you. I love it when Paddy's like I'm going to really good draw

581

01:08:59.370 --> 01:09:00.630

Stephanie Bogan: Far better than I do.

582

01:09:04.800 --> 01:09:16.620

Patti Dobrowolski: Yeah, nice. I like this easy button. So I just captured a few things. And oh my god I wrote this in black, which I thought, oh, well, that's no mistake, right, I can make this happen. You know, part of it is that

583

01:09:18.870 --> 01:09:24.570

Patti Dobrowolski: We have, we all have an Achilles heel, which is that thing that keeps us attached to the past.

584

01:09:25.260 --> 01:09:32.580

Patti Dobrowolski: And that Achilles heel until you identify what it is what your Achilles heel is that's keeping you back from moving forward.

585

01:09:32.910 --> 01:09:39.330

Patti Dobrowolski: You can't. You can't leap over because when you get to leap into that future self that Achilles heel is like

586

01:09:40.080 --> 01:09:43.830

Patti Dobrowolski: I don't know that you can do that. And it's always linked to something

587

01:09:44.100 --> 01:09:54.420

Patti Dobrowolski: In your past. So you got to go back there and you got to look at look at it and then, you know, remember you have to reframe the past, it didn't happen to you. It happened for you.

588

01:09:54.720 --> 01:10:07.620

Patti Dobrowolski: And if you can remember this, that everything happens for you whether you lose that client or your that job or whether you get that client or get that job, it's all for you.

589



01:10:07.980 --> 01:10:13.320

Patti Dobrowolski: The positive and what we perceive as the negative the challenge. It helps you grow and change.

590

01:10:13.620 --> 01:10:26.970

Patti Dobrowolski: And so you have your three bold steps now take them and just make them actionable make something to put one thing next to each one something you're going to do right away. If you think you're going to hire a superstar.

591

01:10:27.330 --> 01:10:35.130

Patti Dobrowolski: What's, what's it going to be what kind of superstar. When are you going to do it. And what would the benefit be to you. Just, just grab that

592

01:10:35.670 --> 01:10:44.100

Patti Dobrowolski: If you're going to reflect and take some PR action or pro action or you're going to make things easy. What's that one marketing thing you're going to do right away.

593

01:10:45.270 --> 01:11:03.090

Patti Dobrowolski: And then this idea that you can make it happen. What's a limiting belief that you're going to unlock from what's your Achilles heel that you've been holding on to remember how you see yourself is how you act input shapes outlook outlook shapes behavior.

594

01:11:04.890 --> 01:11:11.130

Patti Dobrowolski: So how do you change your view the future you draw a picture of it, but you've got to have that plan.

595

01:11:11.730 --> 01:11:24.720

Patti Dobrowolski: Right, you have to look at it every day because person per section right your view of your future shapes you, the more you look at this right side of your picture, the more it becomes you

596

01:11:26.130 --> 01:11:38.040

Patti Dobrowolski: The more you challenge yourself to step outside of the norm of how you do things and scare the shit out of yourself, the better you're going to be at achieving that future because you'll be more flexible.

597

01:11:39.300 --> 01:11:47.190

Patti Dobrowolski: You'll be less rigid because you'll feel like anything that comes my way I got this. I can make this happen.

598

01:11:49.470 --> 01:11:52.140

Patti Dobrowolski: So give me one example of what's one action.

599

01:11:54.210 --> 01:11:57.270

Patti Dobrowolski: If I really can't draw. Can I cut out pictures and use a vision board.



600

01:11:57.870 --> 01:12:05.430

Patti Dobrowolski: You can do whatever you want, but remember if you anything that works for you is what's going to work. Does that make sense, you

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01:12:05.790 --> 01:12:22.620

Patti Dobrowolski: Own the reality of you. So, own it in a way that makes sense for you but scary yourself a little try to up level yourself, take it over the cliff, draw a picture every single day of what the future looks like.

602

01:12:24.240 --> 01:12:28.440

Patti Dobrowolski: Create content every day. That's good, create content and love it.

603

01:12:28.890 --> 01:12:31.080

Stephanie Bogan: Without a job, the higher the CFA

604

01:12:33.180 --> 01:12:36.000

Stephanie Bogan: Practice sitting silent in discomfort of change.

605

01:12:36.150 --> 01:12:37.950

Patti Dobrowolski: Thank you and effect.

606

01:12:38.850 --> 01:12:43.290

Stephanie Bogan: Right more white papers for content on website. Yep.

607

01:12:45.000 --> 01:12:48.480

Stephanie Bogan: Write a job description for the superstar. Good. Mike, I love the follow up action.

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01:12:52.770 --> 01:12:59.790

Stephanie Bogan: And don't forget there's some great resources on in the library on that as well. Trap descriptions and great questions and things like that to help you out.

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01:13:00.600 --> 01:13:13.080

Stephanie Bogan: New daily routine. I love that Mike meditate execute reflect make my calendar reflect my priorities, find out what a virtual assistant at total office would run trust team to make mistakes and learn from them.

610

01:13:14.910 --> 01:13:17.070

Stephanie Bogan: Go home early and cook three times a week and I

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01:13:20.970 --> 01:13:27.210

Patti Dobrowolski: Go home. I'm that means you're at Schwab out here in Fort Worth, and you're you're having to go to work.



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01:13:30.120 --> 01:13:43.410

Patti Dobrowolski: That's right. Right. So some of us are still still in the office at home. Right. So I love that. Okay, now, so choose one thing that's on the right side of your picture that you really, really,

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01:13:43.980 --> 01:13:52.470

Patti Dobrowolski: Really want that you really want it, you know, Stephanie talks about your big Why, what's the why in this picture of yours.

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01:13:52.860 --> 01:13:59.130

Patti Dobrowolski: And I want you to highlighted in some way, you know, put a flash around it. You want an ideal client.

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01:13:59.400 --> 01:14:11.490

Patti Dobrowolski: So you're going to make sure that's the thing, call it out for your brain because it only sees like all those words you wrote and so bad pictures you want it to see this one picture above all

616

01:14:12.480 --> 01:14:27.360

Patti Dobrowolski: See this one so highlighted and then now just every chance that you get. I want you to daydream that reality because your imagination is the secret portal to change.

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01:14:27.840 --> 01:14:41.220

Patti Dobrowolski: It is the portal to your creative genius. So when you allow yourself to daydream that positive future you create that future more fully for yourself and you change those inner beliefs that you have

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01:14:41.970 --> 01:14:59.340

Patti Dobrowolski: Daydream as much as you can, yourself there the client calling what you'll say to them yourself. I did it on Broadway, and then it happened. So I know that you have had hundreds of examples where these magical out of the blue moments happen.

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01:15:00.390 --> 01:15:11.220

Patti Dobrowolski: The only thing stopping you from having that happen all the time is, you all you have to do is clear out the space, sit down, get quiet daydream, get your journal

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01:15:11.910 --> 01:15:24.900

Patti Dobrowolski: Every day before you get your day started right what you're going to do and accomplish you know Nikola Tesla wrote what his day was about as he began his day, that this is what he accomplished by the end of that day.

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01:15:25.380 --> 01:15:36.150

Patti Dobrowolski: And then at the end, reflecting back and being grateful for every little thing. Even the crap. Even the stuff that's hard gratitude is the wheel agree, sir. So now,



622

01:15:38.070 --> 01:15:47.010

Patti Dobrowolski: That's all my time. I just want you to know that whenever you get stuck. This is a gap analysis. That's all it is for you for your clients.

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01:15:47.520 --> 01:15:55.860

Patti Dobrowolski: Where you are right now where you want to be in the future. Three bold steps and it will activate you anytime you feel stuck.

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01:15:56.220 --> 01:16:06.030

Patti Dobrowolski: So when you do feel stuck and you're wondering, what's going to happen and how can I make that number just sit down, make a map and draw your way back home to you.

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01:16:07.080 --> 01:16:07.950

Patti Dobrowolski: Thanks Stephanie.

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01:16:08.160 --> 01:16:16.080

Stephanie Bogan: Thank you. Thank you so much. That was so super awesome you guys. You're welcome. Patty, give us just a couple minutes if they want to ask you some questions.

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01:16:16.110 --> 01:16:17.100

Patti Dobrowolski: Of course, of course.

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01:16:17.220 --> 01:16:27.480

Stephanie Bogan: Guys chats. Great for interactive feedbacks just so that we can organize it, but please feel free to unmute yourself and jump in and ask patty. A question when we've got her for a few

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01:16:27.480 --> 01:16:40.110

Patti Dobrowolski: Minutes, we'll ask this question, you use blue, red and green was this on purpose. Absolutely. Absolutely. Color impacts everything. So yes, red is our, our thing that charges us up right

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01:16:40.860 --> 01:16:46.230

Patti Dobrowolski: What else, good. Oh, fantastic. I was on this show called largely New York with Bill Irwin.

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01:16:46.650 --> 01:16:58.050

Patti Dobrowolski: So it was we had pop and lock dancers and honestly, our show is like, I don't know, an hour and 15 minutes long, when we were done right across the street of Phantom of the Opera, they were at intermission, and we were already on the way home.

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01:16:58.260 --> 01:17:01.230

Patti Dobrowolski: So it wasn't just a great show on Broadway. It was a short show



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01:17:03.180 --> 01:17:06.990

Stephanie Bogan: Great question here. Do you encounter people who struggle with pictures.

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01:17:07.170 --> 01:17:10.800

Patti Dobrowolski: You mean the drawing part of the picture. Is that what you're talking about.

635

01:17:11.310 --> 01:17:11.730

Anya.

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01:17:12.900 --> 01:17:20.400

Tanya Nichols: Yeah. Yes. It's like, I just can't. My brain doesn't work that way. And so I sit here and I'm like, stuck with data.

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01:17:20.640 --> 01:17:25.410

Patti Dobrowolski: Make no worries. So here's the thing about your brain is that you actually

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01:17:26.040 --> 01:17:40.110

Patti Dobrowolski: Aren't stuck. You're just not practiced in it so allow yourself to draw it, you know, even as I'm talking I'm pulling up images of things you see a brain or you see in your head, an idea. And that's a light bulb. Right.

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01:17:40.350 --> 01:17:50.610

Patti Dobrowolski: So you have a visual vernacular already there in there, those icons. You just have to relax enough to tap them. And because it's not your

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01:17:51.120 --> 01:17:56.340

Patti Dobrowolski: Everyday thing that you do you're, you know, if I gave you an Excel spreadsheet, you'd be like, totally got this right.

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01:17:56.730 --> 01:18:05.190

Patti Dobrowolski: But part of it is you want to train yourself to think that way because when you your brain sees things in pictures already. There's no such thing as a visual

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01:18:05.820 --> 01:18:13.590

Patti Dobrowolski: Learner those things that they made that up. That's not true. What's true is we're all visual because that's the way. Remember words or pictures to our brain.

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01:18:13.920 --> 01:18:24.630

Patti Dobrowolski: So every word is imprinting as a picture. So don't worry about whether it's a pretty picture or you can think of pictures if you write the word. It's just as good. Okay. Yeah.

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01:18:25.590 --> 01:18:26.160

Tanya Nichols: Thank you.

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01:18:27.930 --> 01:18:36.990

Patti Dobrowolski: Yes, I highly do it a giant whiteboard in the office. Definitely. Are you kidding, that's what I trained people in draw your future, so that they can we did it with

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01:18:37.230 --> 01:18:44.220

Patti Dobrowolski: Hundreds of sales teams taught them how to do it around the world because you can sell you know what's true is

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01:18:44.550 --> 01:18:52.710

Patti Dobrowolski: This year I have a book coming out probably late in the year, but it's all about problem solving using pictures because you can sell anything with a picture.

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01:18:53.130 --> 01:19:06.300

Patti Dobrowolski: That will sell because people are like, holy shit, that's what's going to happen in my life. Oh my god, I want that. Right. And they'll use you. You're bold steps will be, you know, they're bold steps will be you. That's what you want.

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01:19:06.570 --> 01:19:10.890

Stephanie Bogan: Well, we'll talk a lot more about this in the in the mark retriever. When we talk about

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01:19:12.330 --> 01:19:21.210

Stephanie Bogan: You know, the idea is the value is the outcome, not the financial plan, not the stacks of paper. So this guy's is a really great example of other and we'll talk about this after

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01:19:21.570 --> 01:19:29.220

Stephanie Bogan: Paris time is over in terms of how will you integrate this into the things that you're doing. But it's one page like this is the visual version of the one page plan.

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01:19:29.640 --> 01:19:36.180

Patti Dobrowolski: That's right. Exactly. And do you suggest drawing your future more than one year from today. Yes. Are you kidding.

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01:19:36.420 --> 01:19:45.780

Patti Dobrowolski: I mean, if you can, you know, think about dance Sullivan right this strategy coach right his whole thing is run and that guy 78 years old he tries to 25 year plan.

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01:19:46.080 --> 01:19:55.620

Patti Dobrowolski: Right. He's like, I'm going to live to be 100 and so I'm putting it out there. And so for you put that out there as far as you can so that your future self.



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01:19:55.950 --> 01:20:08.370

Patti Dobrowolski: And then you can even have a dialogue with your future self, you know, from that perspective, what would it say to you, and the you behind you. The you used to be, those kind of things will change you.

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01:20:08.820 --> 01:20:19.650

Patti Dobrowolski: And so if you can envision way far out for yourself even better. The farther out, then you know it will help you make better decisions here now for your clients to

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01:20:19.920 --> 01:20:29.550

Patti Dobrowolski: You. That's what you do with them right you help them see like this is a long term investment you are and they are their future. They want to be able to support their kids and

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01:20:29.640 --> 01:20:37.230

Patti Dobrowolski: Family have a home and all those things, right. So same thing for you, way out there and then it will change what you do here.

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01:20:38.160 --> 01:20:53.220

Patti Dobrowolski: It'll make you do bigger things bolder things healthier things like I look here be you all look really healthy. So to me, that means that you understand the value of that. And so it's important Carl Richards nine I have met him.

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01:20:53.460 --> 01:20:55.440

Patti Dobrowolski: Well, my vision doing this way. Yeah.

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01:20:55.500 --> 01:21:03.630

Patti Dobrowolski: There you go. So look bar haste. He you're writing you have a large ratio and doing business. That's right.

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01:21:05.640 --> 01:21:14.550

Stephanie Bogan: The brain can really relate to those pictures and stories. So if you think about what Patty, saying, and you imagine doing that on a whiteboard or even creating a branded visual, which we'll talk about

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01:21:14.970 --> 01:21:28.020

Stephanie Bogan: If you think about those three steps in the middle. Those will frame the conversation. Okay, current reality. You know what your financial life look and feel like right now desired reality, what do you want it to look and feel like

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01:21:28.410 --> 01:21:31.590

Stephanie Bogan: Right, if you can draw a little stick people like I do, I promise.

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01:21:31.620 --> 01:21:31.890

Patti Dobrowolski: And then



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01:21:32.430 --> 01:21:38.070

Stephanie Bogan: Those bold steps in the middle. If you can do those tactically but you can also use them to frame the conversation.

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01:21:38.460 --> 01:21:44.280

Stephanie Bogan: What are the thoughts you have about the gap here. What are the feelings you have about the gap here and what are the actions.

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01:21:44.610 --> 01:21:53.340

Stephanie Bogan: That you think you need to take and that would literally have them feeding you everything you needed to know about what's going on in this space and why they're there.

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01:21:53.550 --> 01:21:53.790

Patti Dobrowolski: Right.

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01:21:53.910 --> 01:22:07.230

Stephanie Bogan: Then you take that concept organized into the one page plan document and then you would give them both of those visuals at the as as the deliverable for the meeting. So we will actually talk about how to do that. But that's how I see rating.

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01:22:07.470 --> 01:22:19.680

Stephanie Bogan: You start with the visual, then you do the detailed plan or vice versa, depending on your audience right of time is your audience, you might start with the analytics and then go to the pictures like oh, what would that look like Tanya. Yeah. Hopper out

672

01:22:19.800 --> 01:22:27.810

Patti Dobrowolski: That you want to get her to feel like that. What, what's it going to feel like he, I know you feel like right now that you don't have this under control.

673

01:22:27.990 --> 01:22:36.750

Patti Dobrowolski: Over here, what will it look like that. There's another question here. Stephanie that I think is important, which is how often do you recreate this, I would say every 90 days.

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01:22:37.380 --> 01:22:48.180

Patti Dobrowolski: Because what's going to happen is you're going to up level yourself and 90 days like honestly I have drawn pictures for people like this in a one on one session.

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01:22:49.020 --> 01:22:56.160

Patti Dobrowolski: And then a week later they'll call me and say, you know, almost five of those things have happened already

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01:22:56.640 --> 01:23:01.530

Patti Dobrowolski: And you know months later, three months later, they'll say they all came to be people

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01:23:01.800 --> 01:23:11.970

Patti Dobrowolski: This morning in my email I got a woman wrote me and said, You know, I drew my future after watching your TED talk, draw your future. I drew it it all came to be, here's the picture.

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01:23:12.210 --> 01:23:22.770

Patti Dobrowolski: You know, this is a very common thing. So just know that it's powerful, because it gives you a visual representation Taishan of what you are stepping into

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01:23:23.250 --> 01:23:28.200

Patti Dobrowolski: And that will happen, way faster if you put it right in front of your brain because you're training your brain.

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01:23:28.680 --> 01:23:42.270

Patti Dobrowolski: You know, your brain is it you you're you write the essence is you, the brain is a tool use it like a tool, get it to work for you put it to work. And then you can give it a salary. If it deserves it. If not, you know, cut it loose.

681

01:23:42.540 --> 01:23:50.130

Stephanie Bogan: I don't let it. We always joke like don't let it like like picking on like, what is it you know it's like it's like it's running the apartment above your garage, but it's not paying rent.

682

01:23:50.370 --> 01:24:04.770

Patti Dobrowolski: Yes. And one other thing about 10 axing that and that big idea is that courage creates positive outcomes. Remember that the more courage, you have to take to do something will create a more positive outcome.

683

01:24:06.030 --> 01:24:25.260

Patti Dobrowolski: Is scarier, the better. And when you step across that abyss right and into without the net jump, then that courage gives you a positive outcome, you'll be like, Oh my god, I do that, I mean, I never thought I could do that. And then I did right I can make this happen. You said it.

684

01:24:25.920 --> 01:24:30.180

Stephanie Bogan: Chad and I have two questions. I think one kind of a compound question, but it's

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01:24:30.180 --> 01:24:36.840

Stephanie Bogan: Part of the magic based on the quick first thoughts that come into your brain, like, should you really think about it or you go with what pops into your head.

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01:24:36.870 --> 01:24:46.860

Patti Dobrowolski: I think you always do your creative geniuses waiting around for you. If that's how it works. Your brain is automated. Right. And so you got to get to the stuff that's



687

01:24:47.910 --> 01:24:55.380

Patti Dobrowolski: That's in the queue that's waiting to get past the automation right so 45% of you is automated. But everything else is not

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01:24:55.620 --> 01:25:02.790

Patti Dobrowolski: That's a huge percentage of you that is just waiting for you to listen and most of the time we don't listen we don't meditate, we don't

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01:25:03.030 --> 01:25:13.530

Patti Dobrowolski: Say, still we don't rest. We don't relax. We don't watch and eat our food and think about how fantastic it is right. So this really paid is part of it, open up

690

01:25:14.610 --> 01:25:26.850

Patti Dobrowolski: Ask a question and then see what happens. Might not drop right in, but it might happen during the day in a waking dream where you're seeing a sign or you'll hear somebody say something. Yeah, that's the answer right you're

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01:25:27.450 --> 01:25:42.540

Patti Dobrowolski: You're in control of how much you hear and how much your creative genius can influence you because it's already future you and so it's just waiting for you to wake up. So yes, that's the magic part. Be quiet.

692

01:25:43.980 --> 01:25:55.740

Stephanie Bogan: It's really about creating a space to be present. And as we talked about a lot here, you have to create a pace that allows you or its pace in space, as I like to say wine. If you're just go, go, go, go, go. It's impossible.

693

01:25:56.070 --> 01:26:05.100

Stephanie Bogan: You'll do that shallow breathing your voices in your head are running the show 95% of the time. And this is just a dream that's tucked away on the 14th shelf in the back row.

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01:26:05.580 --> 01:26:14.070

Stephanie Bogan: What Patti's talking about and is really about retraining your brain. These are the new directions. These are the new directions. These are the new directions.

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01:26:14.490 --> 01:26:23.820

Stephanie Bogan: And it reinforces that literally overtime creates new neural pathways, the old ones fade away and and emotion is like super glue for your brain.

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01:26:24.210 --> 01:26:33.840

Stephanie Bogan: Yes, truly, so the more that you feel it. And for you guys, I know right that the idea of sitting down, looking at a picture and feeling it might not feel like the macho thing that you've ever done.



697

01:26:34.140 --> 01:26:42.210

Stephanie Bogan: But I'm in the habit of doing things that work and make me happier, more successful. That means I dance around a campfire broke crystals deliver look at a picture.

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01:26:42.720 --> 01:26:54.540

Stephanie Bogan: I try it all and then I bring you guys what works, so I saved you. The buyers for now, but I am bringing into the drawing because it really does work. You remember 67% better what you see

699

01:26:55.290 --> 01:27:07.350

Stephanie Bogan: That's right. Right. So what happens is when you see this picture sitting on the side of your desk. You don't need to go back and reflect on this entire conversation, your brain is powerful. It recalls, all of that. And it's like, oh, wait.

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01:27:08.190 --> 01:27:12.420

Stephanie Bogan: The goal is this. That's right, refocus re center, get on the game.

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01:27:12.660 --> 01:27:15.840

Patti Dobrowolski: And if you feel like that you're afraid in that moment.

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01:27:16.080 --> 01:27:25.530

Patti Dobrowolski: When something like that comes up. Remember to reboot by just take one thing and Daydream it. I'm just going to change what would happen if I like met Oprah.

703

01:27:25.710 --> 01:27:40.650

Patti Dobrowolski: Or what would happen. And she said, I want you to do my plan my future completely right. What would happen if I had this happen. So just know that your brain is waiting for you to feed it information and then it changes the record from the old one.

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01:27:41.370 --> 01:27:45.450

Patti Dobrowolski: And it puts on that new one. And then there's that neural pathway that Stephanie's talking about

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01:27:45.690 --> 01:27:51.270

Stephanie Bogan: We are literally every time you do that, Patty, you'll appreciate this. But we had them to find their goals in the beginning.

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01:27:51.690 --> 01:27:57.870

Stephanie Bogan: And the first year, they don't know any better. So we haven't write out their goals. And then I go, double it, and then and then they go

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01:27:58.410 --> 01:28:15.570

Stephanie Bogan: Well, and then the feedback is you write a year later, it's because you're creating a new normal. Every time you see that it becomes the new normal. You are literally that discomfort that choking feeling that knot in



your stomach like that is literally your brains possibility set expanding

708

01:28:16.050 --> 01:28:16.530

Patti Dobrowolski: That's right.

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01:28:16.740 --> 01:28:19.380

Stephanie Bogan: A little bit. So the next time you go to that thought.

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01:28:19.590 --> 01:28:27.150

Stephanie Bogan: It's like that's 1% more possible. And the next time. It's 1% more possible in the next and then one day. It's not possible.

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01:28:27.570 --> 01:28:35.490

Stephanie Bogan: It is your reality is the expected norm and when your brain gets there, there's this part of your brain. I call her Raz because it's way easier.

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01:28:35.850 --> 01:28:44.070

Stephanie Bogan: Than saying particular activating system. Every time but Raz His job is in one fifth of a second to take in the 11 million bits of information ation

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01:28:44.430 --> 01:28:50.910

Stephanie Bogan: The process in a second and decide which ones are relevant to you process that against your entire life's history.

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01:28:51.150 --> 01:28:59.970

Stephanie Bogan: What it perceives is driving you which will be those limiting stories. If you don't up level them and then it will feed you the answer and how you're going to think, feel and act.

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01:29:00.360 --> 01:29:08.100

Stephanie Bogan: Accepted as we know way too much of the time that's not in alignment with the goals is truly just an exercise.

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01:29:08.670 --> 01:29:22.650

Stephanie Bogan: That is about taking that ambiguous notice of I want more time and turning it into right I want that 2025 hours a week. And when you get there with that level of clarity, your brain goes, oh, oh, wow.

717

01:29:23.550 --> 01:29:32.820

Stephanie Bogan: This coaching call we can say we want here. Chris is paying attention now like New Game on. Hey Brian Brian's got this new goal and he just keeps coming back to it every single time.

718

01:29:33.330 --> 01:29:35.550



Stephanie Bogan: Wow, this must be the new instruction set.

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01:29:36.390 --> 01:29:46.350

Stephanie Bogan: Hey Dan isn't like he's latched onto this every day that every time you get stressed out, he grabs that picture on the side of his desk. And he's like, nope, I'm taking 30 seconds to remind myself that the future is now like I am, it

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01:29:47.190 --> 01:29:57.300

Stephanie Bogan: And then eventually it Raz goes away. We're not looking for that we're not looking for the stress in the darkness. We're looking for the step up. We're looking for that strategy that's going to get us there.

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01:29:57.540 --> 01:30:01.650

Stephanie Bogan: And that whisper happens the phone call comes the Kismet happens in

722

01:30:02.160 --> 01:30:11.820

Stephanie Bogan: Thing Addy, and I talked about this, like there's a lot of science behind it. But there's this Kismet piece which is energy out somehow equals energy and it's not the person that you call the clothes you back.

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01:30:12.510 --> 01:30:20.700

Stephanie Bogan: But your brain is doing all this magical stuff behind the scenes and it's focusing you on what you tell it to focus on

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01:30:21.480 --> 01:30:31.470

Stephanie Bogan: So this is your opportunity and Patty will take as a follow up to this because I really just love the the that up level that it brings is your personal launch plans.

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01:30:32.220 --> 01:30:44.460

Stephanie Bogan: Will take the drawing template that Patty gave us and she customized it so that it has our big Y on it will take this in drawing, which is our collective sort of limitless view, just as an example.

726

01:30:44.820 --> 01:30:51.930

Stephanie Bogan: And I will actually update the personal launch plan so that this is in there and then we'll add a sheet for every single quarter.

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01:30:52.530 --> 01:31:06.060

Stephanie Bogan: So that you have a page to draw your year and then. So we'll take the right the analytical versions and the one page views, even as simple as they are will create the the artistic, creative version and then give you four pages for each quarter to

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01:31:06.570 --> 01:31:10.800

Stephanie Bogan: That drawing and then we'll give you a place in community to post those and share them.

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01:31:12.540 --> 01:31:26.820

Stephanie Bogan: All right, I'm sure, Patty has lots of other things to do with her day. I want to thank her Patty, so much for all of your time and attention. This drawing and the process. And what I love about it is the science behind it like it's not airy fairy and whoo, whoo. It's about

730

01:31:28.080 --> 01:31:30.810

Stephanie Bogan: Into the creative center of our brain.

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01:31:31.110 --> 01:31:45.780

Stephanie Bogan: That's energy creating revenue producing above the line success space that when we get in it. Everything is can do empowered and figure out article, and that's the state. We want your brain in and it turns out pictures help so pictures. It is

732

01:31:46.440 --> 01:31:47.820

Stephanie Bogan: Okay, very much.

733

01:31:50.250 --> 01:31:52.500

Stephanie Bogan: Action or something to let her know how much we appreciate her

734

01:31:52.620 --> 01:31:57.210

Patti Dobrowolski: Alright, thanks so much everybody. Love you. Okay. We'll see you soon.

735

01:31:57.330 --> 01:31:58.800

Stephanie Bogan: What's Patty, we will take care

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01:32:00.870 --> 01:32:06.120

Stephanie Bogan: All right. And I'm going to go back to our show here. Let's see if I can sort this out.

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01:32:07.530 --> 01:32:08.100

Hold on.

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01:32:09.600 --> 01:32:20.760

Stephanie Bogan: All right, you guys can unmute yourself for a minute, if you want. Was that helpful to you all. What did you guys let's take a minute. What were your takeaways from that, how is it valuable and helpful nearly. See you on the screen, you want to share something

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01:32:24.930 --> 01:32:35.970

Neal Albritton: It's one thing to put a little post that number up on the wall and use all that. But having it actually drawn out is it makes it a little bit more realistic and more real. So yeah, this has been fantastic.

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01:32:36.420 --> 01:32:46.410



Stephanie Bogan: Yeah, I love the one, the one page business plan because it gives you that very simple organize, you know, check the boxes. What are the priorities you the post. It's great because it's a simple reinforcer

741

01:32:46.950 --> 01:32:56.280

Stephanie Bogan: But I saw patty. A couple of years ago and it was this is what we do around here. I don't know what, three or four weeks ago that I ran across her again. And I was like me like it's perfect.

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01:32:56.610 --> 01:33:03.000

Stephanie Bogan: For the up level of what we're talking about, because you guys see the difference. Now, when you see the post it, even if you don't see the big

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01:33:03.420 --> 01:33:11.670

Stephanie Bogan: The colorful picture or whatever, you know, you're you guys literally stick people, no joke. If you, if you're worried about your images stick people. That's what I do. Right here.

744

01:33:12.870 --> 01:33:19.050

Stephanie Bogan: It's not about the quality you're drawing I promise it's about your brain, bringing some concreteness to it.

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01:33:19.380 --> 01:33:30.150

Stephanie Bogan: That's what the exercises. We've given you in the post to do simple, clear focus so you can this expands on that and really brings the creative emotive piecemeal that when you see it, you'll be like,

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01:33:30.750 --> 01:33:41.280

Stephanie Bogan: That's right you connect with it and your brain just pulls all that stuff up. You don't have to spend the hour. Again, it's just constantly bringing that basically that chemical cocktail of yes that's what I want.

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01:33:42.060 --> 01:33:46.800

Stephanie Bogan: When you bring us that chemical cocktail goes to work all that stuff we talked about working against you.

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01:33:47.520 --> 01:33:57.900

Stephanie Bogan: Incremental shift needlepoint move in that next direction. So yeah, I mean really makes a difference. I'm glad you like it. Like I said, we'll integrate that into as she was talking, I was like course we have to do that. That'll be perfect.

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01:33:59.310 --> 01:34:09.660

Stephanie Bogan: So I'll have will try and get that done this week so that when you guys have your calls with Lisa next week, we can make starting next week, I should say, I know you're scheduling them over the the month but that you'll have the updated version for that.

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01:34:11.190 --> 01:34:15.720

Stephanie Bogan: All right, let me get back to my PowerPoint here I can find my mouse. Here we go.



751

01:34:18.240 --> 01:34:19.920

John Chitaley: She was preaching to the choir.

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01:34:21.390 --> 01:34:27.570

Stephanie Bogan: Yeah, I know. She was like, Oh, your group is going like, I know, but but i do i just i think i thought the up level was so valuable that I

753

01:34:27.810 --> 01:34:32.760

John Chitaley: Was useful if you can see behind me, I always have a whiteboard going on so

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01:34:33.810 --> 01:34:35.730

Stephanie Bogan: All right, let's see if you guys can see my

755

01:34:36.750 --> 01:34:37.410

Notes go

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01:34:39.930 --> 01:34:44.670

Stephanie Bogan: All right you guys wanna. Who else wants to share a key takeaway Chris Hansen. How about you.

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01:34:48.300 --> 01:34:58.020

Chris Hansen: Sorry about that had done. You know, it was helpful just it's it's funny how you draw something out like that. And then you look at it and you think, yeah.

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01:34:58.530 --> 01:35:10.710

Chris Hansen: In it, for me, it was the the negative ones you draw them out and you think, yeah, I'm not okay with that. And, you know, just sitting there taking a look at and thinking through the where you want to be. It really does help give you more incentive

759

01:35:11.310 --> 01:35:18.090

Stephanie Bogan: Now, Nick, the reinforcing here is your brain is a curiosity, problem solving machine. So when it sees the gap.

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01:35:18.780 --> 01:35:26.910

Stephanie Bogan: There's a, there's a space in there and it just naturally wants to create a roadmap for chain, which is why the momentum pieces to create that one next step.

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01:35:27.240 --> 01:35:32.370

Stephanie Bogan: Patty has you do three notices sort of the big stuff the tactical stuff. So she's coming at it from different angles.



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01:35:32.670 --> 01:35:38.820

Stephanie Bogan: So that there's some momentum in that energy piece from the commitment part we talked about. That's really moving you forward.

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01:35:39.630 --> 01:35:43.500

Stephanie Bogan: So we talked with Patty before the call and then obviously I did the research on her and I

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01:35:43.800 --> 01:35:50.040

Stephanie Bogan: Read her stuff. And so the are, these are the kind of the key takeaways that I really took you guys will take your own but one is

765

01:35:50.280 --> 01:36:01.380

Stephanie Bogan: She talked a little bit about this. She talks more about it in the TED talk. It's really about silencing those critics. So when you're drawing, you're actually combing the left side of your brain. The critic side.

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01:36:02.400 --> 01:36:06.330

Stephanie Bogan: And you're turning on the creative empowered success stateside

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01:36:07.470 --> 01:36:14.100

Stephanie Bogan: Which then allows you to tap into an access that bigger possibilities that the right creative side of your brain.

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01:36:14.460 --> 01:36:25.680

Stephanie Bogan: So that you can get to that space where you can actually think about that vision with more clarity, then your process very similar. Ours is really the feeling of it because that feeling is like super glue to your brain.

769

01:36:26.370 --> 01:36:33.960

Stephanie Bogan: And then the energy momentum piece. So you'll notice how aligned her conversation is with ours is really about taking action. She gave you three

770

01:36:35.790 --> 01:36:48.210

Stephanie Bogan: Right, your plans will have priorities every quarter, but I love the idea of aligning the visual with your priorities and making sure that the roadmap of what you say you need to do and what you actually need to do based on that visual releasing

771

01:36:49.650 --> 01:36:56.220

Stephanie Bogan: And then one of the takeaways I would love for you guys to just really know. You don't have to remember the word, but it's called perspective person. Excuse me.

772

01:36:56.940 --> 01:37:09.090

Stephanie Bogan: Perception in the language of research, which is the future you that you envision is the you that your brain basically rewrite it reinforces and creates it so the more time you spend in that future state.



773

01:37:09.540 --> 01:37:17.550

Stephanie Bogan: The more compelled, your brain. Your brain chemistry are to move you in that direction, which is why spending time in the other state is so

774

01:37:18.780 --> 01:37:20.340

Stephanie Bogan: What's the word I'm looking for dilutive.

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01:37:21.510 --> 01:37:29.940

Stephanie Bogan: Right, because when you spend time and then negative state, thinking about the camps, the one to that house. What happens like what chemistry. What patterns are you reinforcing

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01:37:30.420 --> 01:37:40.770

Stephanie Bogan: You're literally reinforcing the neural pathways that keep you stuck, which is why, whether it's visuals posted jumping on community, we've got you covered from 19 different angles. But the goal is to always

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01:37:41.100 --> 01:37:49.950

Stephanie Bogan: Help you stay aware of your state and to get you as much as possible into that above the line success state because that's where all the magic happens. Does that make sense to you guys.

778

01:37:53.460 --> 01:38:02.580

Stephanie Bogan: Not yes something. All right, thank you. Alright, so this is we've got I think another 20 or 25 minutes we got some extra time with Patty, which was great.

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01:38:02.910 --> 01:38:10.950

Stephanie Bogan: The point of coaching calls is to really work it out. We won't always have a speaker for 45 minutes of it. But again, really felt like this was a very potent way.

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01:38:11.280 --> 01:38:16.020

Stephanie Bogan: To have someone coming in to help us really get nitty gritty with this Andrew, I know you want to use that phrase.

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01:38:16.740 --> 01:38:24.870

Stephanie Bogan: So let's talk through some of the ways I just literally was jotting down notes of literally how it could integrate into the work that we've done

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01:38:25.320 --> 01:38:37.590

Stephanie Bogan: And the work that will do. So I just want to start the conversation. And I'm going to ask you guys to jump in because this, this call is our place to have those conversations. So this doesn't have to be chat if we've got questions. Allison. Do we want to drop them in slider.

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01:38:38.940 --> 01:38:41.910



Stephanie Bogan: Or you guys can honestly just unmute yourself and ask them.

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01:38:43.080 --> 01:38:49.530

Allison Foulk: Yeah, and making would be great. I'm also excited to have you want to put them there and a hashtag is lifestyle. Right.

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01:38:50.250 --> 01:38:58.110

Stephanie Bogan: Um, one of the things I noted was for those of you who've done the science of success exercises. How many of you've done the limiting beliefs exercise.

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01:39:00.870 --> 01:39:04.530

Stephanie Bogan: Nobody you shy retiring in lab proud. Come on, let me see it.

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01:39:06.420 --> 01:39:07.860

Stephanie Bogan: John know it can be done yet.

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01:39:10.680 --> 01:39:13.740

John Nowak: I'm not sure I have my booklet of everything I've done in my shirt. That's one of them, though.

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01:39:13.890 --> 01:39:18.720

Stephanie Bogan: Alright, so in the science of success lesson and Allison, you can post the exercise if you get a second

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01:39:19.380 --> 01:39:31.020

Stephanie Bogan: Is that limiting beliefs exercise old stories new stories that notice that's what Patty did on her page at the bottom where she was like, what's the negative story on the left side and then what's the positive story on the, on the right side.

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01:39:32.370 --> 01:39:41.070

Stephanie Bogan: This is an exercise, and we'll talk we'll have Elise come. I think it's the February 8 calls. So we talked about vision. The next step will dive deeper into

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01:39:41.400 --> 01:39:51.420

Stephanie Bogan: How to really start to, you know, chunk away at those stories and set them up. But the idea here is really understanding what are the voices in my head saying

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01:39:52.440 --> 01:40:03.000

Stephanie Bogan: So when you look at whether it's the one page plan Tanya's right 40 pages of whiteboards, whether it's your stick drawing like mine, when you look at it. What are the voices in your head that come up

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01:40:03.720 --> 01:40:12.630

Stephanie Bogan: Because those are the things that will keep you stuck and struggling because the solutions, the tools,



the talent, the people, the teaching I hopefully you guys have figured out that part's over here.

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01:40:13.380 --> 01:40:16.860

Stephanie Bogan: So it's really about how you take action on all of that.

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01:40:17.490 --> 01:40:26.100

Stephanie Bogan: The second place. So one I would absolutely recommend that you do that exercise. And if nothing else, pick like one limiting story to note sure on Community share with Lisa

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01:40:26.640 --> 01:40:39.000

Stephanie Bogan: It's really about awareness and again, Elise is going to come on February 8 and we're going to dive into I'm going to call it mastering your mindset mojo, which is really how do you get aware how do you start to shift those stories. What are some exercises you can do

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01:40:39.360 --> 01:40:48.750

Stephanie Bogan: So the next call will be with least we're going to roll up our sleeves on that. But it's really about you getting clear on what some of those stories are as you come to that call, so that we can actually coach you through some of them.

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01:40:49.500 --> 01:41:04.080

Stephanie Bogan: To you heard Patty say this, whether it's your success shifter your habits journal. Mine is on my desk right it's about translating it into actions and then those micro actions. She talked about what are the things that you can do each day. If the goal. What was it done.

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01:41:05.490 --> 01:41:11.010

Stephanie Bogan: Somebody had 10,000 social media followers. Okay, you're not going to go from zero to 10,000 or from 100 to 10,000

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01:41:11.550 --> 01:41:22.380

Stephanie Bogan: What's the rate. The plan has priorities and what are those next steps. So every month. What is Don going to do to make that happen. If that's one of his priorities. What does that daily thing or that weekly thing that he needs to do.

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01:41:23.310 --> 01:41:32.880

Stephanie Bogan: The third thing I noticed, which we talked about with Patty was the idea of integrating this into the one into the the prospect process and then the ongoing client service process.

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01:41:33.180 --> 01:41:38.250

Stephanie Bogan: Will talk about using the one page plan a lot more as we get into guiding is the may

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01:41:38.670 --> 01:41:46.140

Stephanie Bogan: Carl comes in. We do a lot of that at the may retreat, but for those alumni, or those of you who are watching that lesson or who just want to do this now.



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01:41:46.650 --> 01:41:52.890

Stephanie Bogan: This is a really great conversation to dive into if you've got questions about like how would you implement this.

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01:41:53.310 --> 01:42:06.030

Stephanie Bogan: So those are the three things that I noted one just getting clear on the limiting beliefs and stories to making sure that we have those micro actions and our success shift or have a journal or a daily practice. And the third is

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01:42:06.630 --> 01:42:11.640

Stephanie Bogan: Getting creative about how we implement this in the discovery process if that's something that you're interested in doing.

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01:42:12.720 --> 01:42:19.170

Stephanie Bogan: So those are three things that I took away in terms of just like how you would put this into practice beyond the picture. What do you guys think

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01:42:23.850 --> 01:42:25.950

Stephanie Bogan: Dave Nelson, I see you on my screen.

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01:42:29.160 --> 01:42:36.720

Stephanie Bogan: When you think about applying this with this. How do you think, well, I guess the question is how to use it, how would you think about using this with a client or would you

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01:42:38.400 --> 01:42:40.830

Gabe Nelson: I was trying to figure that out. I was thinking that through

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01:42:42.030 --> 01:42:51.810

Gabe Nelson: The way that I was trying to figure out how to pull that into a financial plan as into you know where you sit today versus where you want to go and then what are the steps we need to take to get there.

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01:42:53.820 --> 01:42:59.760

Gabe Nelson: And then I started thinking a little bit higher level like all right so if they're having some, you know, limiting beliefs on

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01:43:00.210 --> 01:43:09.810

Gabe Nelson: Whatever it might be, what can we do to get them brainstorming to think around that next piece. So I got a noodle on that a little bit. I don't have an answer for you. I think

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01:43:10.530 --> 01:43:16.050



Stephanie Bogan: Yeah, but, but that's the point, right, is it's not necessarily a defined outcome. It won't necessarily even being the same

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01:43:16.440 --> 01:43:22.380

Stephanie Bogan: For each of you, as I said, will frame out some ideas as a starting point. But I love to open it up and see what you guys think in terms of

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01:43:22.830 --> 01:43:30.780

Stephanie Bogan: As you hear Patty and you've got your drawing what comes up that you want to talk through or what are some of the things that you think you can do to integrate it on an ongoing basis.

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01:43:33.180 --> 01:43:35.070

Gabe Nelson: Are you asking me, are you asking everybody else.

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01:43:35.160 --> 01:43:38.280

Stephanie Bogan: I'm asking everybody but you're welcome to answer the question, if you want.

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01:43:40.500 --> 01:43:52.590

Gabe Nelson: I made a note to pull this thing back up a you know every 90 days for sure, if not leave it right here on my desk and just keep an eye on it and let it for like that. Put it just let it brew.

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01:43:54.090 --> 01:44:01.680

Stephanie Bogan: So one of the things that I do. And again, you guys all have your daily practice right mornings or evenings or whatever it may be. When I start my day.

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01:44:01.980 --> 01:44:10.170

Stephanie Bogan: Nice. It's a goal. I cannot say do it 100% of time, but those days are always better. Right. The goal is to move in that direction is I have a daily routine in the morning.

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01:44:10.560 --> 01:44:19.200

Stephanie Bogan: I call it a daily ritual, which again, we'll talk about as we go. And then I have a routine for my day and for meetings. So when I started day I've got my posted

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01:44:19.230 --> 01:44:20.490

Stephanie Bogan: I've got my one page.

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01:44:20.520 --> 01:44:25.110

Stephanie Bogan: Goals, but like, I've got my things that I just literally spend a few minutes looking at

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01:44:25.500 --> 01:44:36.780

Stephanie Bogan: Because when I start my day, both in terms of my daily ritual. And certainly when I set start my



work day because between my daily ritual and my workday is my family and their morning. I don't know about all of you.

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01:44:37.350 --> 01:44:53.490

Stephanie Bogan: But there's a lot of stuff that happens in there so that calm and that presence doesn't always carry through. So you want to make sure when you start your day, whether it's the posted or this like what's that two minute ritual that you can have to say as I start my work day

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01:44:54.420 --> 01:44:57.120

Stephanie Bogan: I'm going to set the frame for the day and the frame is my goals.

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01:44:58.320 --> 01:45:04.770

Stephanie Bogan: The frame is not what's on my task list the frame is not what's in my email inbox that I'm checking. First thing I've checked to pray even gotten to the office.

830

01:45:05.760 --> 01:45:14.880

Stephanie Bogan: The whole point of a daily ritual or daily practice where you could be walking around the block, right. It does not have to be meditation, it can be journaling. It's about how you create that state of presence.

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01:45:15.600 --> 01:45:32.040

Stephanie Bogan: That Patty talked about, because that state of presence common awareness is how you access the creative success state. The empowered brain. The problem solving part of the brain that's going to say, we've got to do things differently in order to get a different result. That makes sense.

832

01:45:35.850 --> 01:45:43.800

Stephanie Bogan: So how do you think you guys will use this Brian, will you keep it on your desk, will you throw the ball in the trash can. After this call, like how do you think you'll apply it.

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01:45:46.530 --> 01:45:52.710

Brian Hill: That's a very good question. Um, yeah, I think, keeping it in visual side, either.

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01:45:53.880 --> 01:46:07.680

Brian Hill: When you're getting ready in the morning, maybe, maybe it's a little bit big to take your mayor or something like that. But definitely have it around on your desk and looking at it on a regular basis. I can see where be very helpful. Yeah.

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01:46:07.740 --> 01:46:19.950

Stephanie Bogan: I have a daily folder on my it's not. It's now virtual and it's a folder on my desktop used to literally be a folder on my desk. I'm that had those things printed in in them. So literally, the first thing I would do.

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01:46:20.910 --> 01:46:28.920

Stephanie Bogan: We talked about this in the productivity lesson we'll talk more about it as you guys have questions right but sort of your in and out process was working the day so my process.



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01:46:29.280 --> 01:46:36.930

Stephanie Bogan: Includes rate that and very few things like everything's in the inbox and virtually it's obviously a little different and ready but that's always the first thing

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01:46:38.250 --> 01:46:45.900

Stephanie Bogan: Because the goal is to make sure that each day starts with that frame so that everything that happens every thought, every feeling and every action.

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01:46:46.410 --> 01:46:51.390

Stephanie Bogan: Again, to the right time is practice. But everything's getting filtered through that lens.

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01:46:51.840 --> 01:47:03.360

Stephanie Bogan: So that your particular activating system, your brain, all that stuff that we talked about those gears that are turning our are just incrementally right we're moving the needle and what they're focused on from staying where we are to where we want to go.

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01:47:04.890 --> 01:47:07.320

Stephanie Bogan: What about you, Aaron. I see you nod your head over there.

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01:47:08.400 --> 01:47:15.120

Stephanie Bogan: When you think about that gap, what comes up for you. Is it a mindset issue, is it a tactical issue. How do you think you'll use this

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01:47:15.990 --> 01:47:16.320

As

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01:47:19.560 --> 01:47:19.740

Aaron Sipherd: Well,

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01:47:21.210 --> 01:47:22.920

Aaron Sipherd: Yeah. Boyer and and girl, Aaron.

846

01:47:23.880 --> 01:47:24.360

Aaron.

847

01:47:26.520 --> 01:47:27.150

Stephanie Bogan: We're in with

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01:47:28.200 --> 01:47:29.490



Stephanie Bogan: Her podcaster headphones on. Right.

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01:47:30.870 --> 01:47:31.650

Aaron Sipherd: Yeah, that's right.

850

01:47:32.850 --> 01:47:48.960

Aaron Sipherd: So I was just thinking of, well, I really should have this on my success shifter that I look at this every single day when I started out my day just quick 30 seconds minute just kind of looking at reflecting on it. I think would be would be huge.

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01:47:49.740 --> 01:47:53.100

Stephanie Bogan: That's a great item for a success shifter your habits journal or

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01:47:53.550 --> 01:48:01.800

Stephanie Bogan: If you don't do that, like a post it on your guests like everyday start there. It's a minute or two minutes to set your day. There's a ton of science that says how you set your day.

853

01:48:02.430 --> 01:48:15.120

Stephanie Bogan: How you start your day is how you set your day. You notice if you like, you know, getting off with right out of what is the same getting getting out of bed on the wrong foot right then you drop your keys and you can't find your phone, then like it really does set a tone for the day.

854

01:48:18.030 --> 01:48:20.760

Stephanie Bogan: All right, Aaron within he. How about you.

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01:48:22.380 --> 01:48:23.640

Erin Egesdal: Well, I was taking it.

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01:48:23.640 --> 01:48:27.390

Erin Egesdal: More in an applied way to the clients as in, you know,

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01:48:27.960 --> 01:48:37.410

Erin Egesdal: To kind of create a, you know, get into the mind of my ideal client and have a branded visual, but what it looks like before and after working with me and having that you know then featured somehow

858

01:48:37.710 --> 01:48:48.120

Erin Egesdal: So applying it you know like how we would do it for ourselves, but then push it out to the client. Because if that's going to, you know, affect our brain that it's also going to affect a potential client spray. Yeah.

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01:48:48.180 --> 01:48:58.200

Stephanie Bogan: All of this stuff that we talked about for you, applies to family and applies to your clients and it



pretty much applies to everything. I think the idea here is just where each of you are

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01:48:58.740 --> 01:49:06.540

Stephanie Bogan: Again it drawing skills being what they are comfort levels and confidence. But the idea is really to tweet clients first

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01:49:06.990 --> 01:49:16.530

Stephanie Bogan: Through a creative process of getting connected with what's really under the surface. What are the thoughts, feelings and actions that we really need to be clear on

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01:49:16.920 --> 01:49:21.900

Stephanie Bogan: To be the trusted advisor or to really put ourselves in the position to ask the right questions.

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01:49:22.320 --> 01:49:31.920

Stephanie Bogan: And I think Aaron hits on a really good point. If you can get comfortable. I know Adam or you use the whiteboard, even if it's literally like we don't i don't draw like Patty right but it's I take a PowerPoint like current

864

01:49:32.460 --> 01:49:35.280

Stephanie Bogan: Future, like, Hey, how are you feeling right now.

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01:49:35.910 --> 01:49:45.750

Stephanie Bogan: You know, Jennifer, I see you on the screen. Jennifer Patterson, like if a prospect calls in and you're saying, hey, you know, we work together. There's a lot of facts and figures and finances and analytics, but at the end of the day.

866

01:49:46.290 --> 01:49:53.370

Stephanie Bogan: I want to know how you're feeling about your money and your finances and your financial life right now. And then I want to know how you want to feel after we've been working together for a while.

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01:49:54.510 --> 01:50:00.600

Stephanie Bogan: Right now you can have the conversation. You can get on the whiteboard Adam, do some great stuff with prospects on the whiteboard.

868

01:50:01.140 --> 01:50:10.800

Stephanie Bogan: Right. Okay. Let's talk about that. Then let's talk about the plan that will hold together, right, then you can go through the one page plan exercise. Now you've got this very creative empowering frame.

869

01:50:11.160 --> 01:50:22.290

Stephanie Bogan: And then for those of you who are alumni have seen the one page plan pill and listen you would literally just follow it along and say, Okay, let's turn this into those actions. Let's take this new reality. And let's call those goals.

870



01:50:23.100 --> 01:50:28.110

Stephanie Bogan: Right that roadmap for change. We're going to call those goals. What are the things that we need to do.

871

01:50:28.410 --> 01:50:37.380

Stephanie Bogan: In our estate plan with our insurance. Like, what are the things we need to cover right that's what the financial planning piece of our work together is going to do. We're going to make sure that we have all those things checked off.

872

01:50:37.890 --> 01:50:47.370

Stephanie Bogan: We're also going to make sure that you're in that thought and feeling state to make good decisions about your money, right, so we've talked a lot last year. And for those of you who are new. We'll talk a lot this year about

873

01:50:47.730 --> 01:51:01.500

Stephanie Bogan: Really being the trusted advisor with clients, having those real relevant conversations in the beginning about money like hey money create stress, it's bound to happen when that happens, how can I best help you

874

01:51:03.000 --> 01:51:08.520

Stephanie Bogan: Right when the market takes a 20% dive, which it's going to do multiple times over the course of our working relationship.

875

01:51:08.850 --> 01:51:13.770

Stephanie Bogan: And in spite of what that risk tolerance questionnaire says it's going to, it might make you feel a little stressed out.

876

01:51:14.220 --> 01:51:26.340

Stephanie Bogan: Money has a tendency to do that when that happens, how can I best help you, right, or when this happens, or when that. So there's all these frames as we'd like to call them that you can do, but you can't frame what you don't understand

877

01:51:27.720 --> 01:51:32.550

Stephanie Bogan: And so yes, you've got analytics and facts and figures and withdraw rates and all that stuff. I totally get it.

878

01:51:33.330 --> 01:51:37.290

Stephanie Bogan: But that's not stuff clients care about, they come to you because they've got all this stuff on their mind.

879

01:51:37.770 --> 01:51:44.610

Stephanie Bogan: And I really see this as we could play with this a fun way to give them a creative space to literally get it off of their mind.



880

01:51:45.030 --> 01:51:57.510

Stephanie Bogan: And onto your whiteboard a piece of paper you sketch out with them. And then, you know, bring some form to that in terms of great the ongoing conversation is because that's why they're here. This page is why they come to you.

881

01:51:58.110 --> 01:52:00.480

Stephanie Bogan: If you can tap into that in the prospect meeting.

882

01:52:01.170 --> 01:52:11.010

Stephanie Bogan: All the house I again, not that you're not smart as an invaluable. But it's want want want Charlie Brown. It's this is what I do to get that thing on the other side of the page. If I do a page says

883

01:52:11.400 --> 01:52:18.570

Stephanie Bogan: I'll get to the right side of the page. If I do it, wouldn't he says, I get to the right side of the page. If I do what Frank says, I get to the right side of the page.

884

01:52:20.490 --> 01:52:27.990

Stephanie Bogan: So it's, we call it anchoring and coaching, I call it anchoring which is that's the anchor your big Why is your anchor. This is just a visual of that.

885

01:52:29.280 --> 01:52:43.650

Stephanie Bogan: So that when they call you in a panic, where they say hey, should I invest in this or that you're not giving them your numbers opinion that part takes care of itself. You're giving them the end. Here's what it means to you and that outcome we talked about

886

01:52:44.460 --> 01:52:53.190

Stephanie Bogan: It will get you there faster it will get you there slower, it will mean that you have that outcome with \$1,000 less income in retirement. Here's what it means to your outcome.

887

01:52:53.910 --> 01:53:01.890

Stephanie Bogan: Now you're putting the decision on them related to how committed, they are to the outcome, not on you for the returns the cash flow or whatever it may be.

888

01:53:02.460 --> 01:53:08.100

Stephanie Bogan: You see the difference. So when we can get the outcome out of their head. That's what the one page plan is for, by the way.

889

01:53:08.610 --> 01:53:16.470

Stephanie Bogan: This is just a really creative artist like the upper level version from a truly you could get on the whiteboard draw current on one side.

890

01:53:16.830 --> 01:53:24.870



Stephanie Bogan: Future, on the other, even if it were like a bulleted list or you started drawing stick figures that would get you there as a starting point for conversation, I would think.

891

01:53:27.000 --> 01:53:27.660

Stephanie Bogan: Yes, Jennifer.

892

01:53:28.590 --> 01:53:29.820

Jennifer Patterson: I just wanted to add that

893

01:53:30.900 --> 01:53:43.050

Jennifer Patterson: We have to process two meetings for when we're onboarding one is called discovery one and that is the the left brain type stuff you know the numbers but number. The discovery to is

894

01:53:43.740 --> 01:53:51.870

Jennifer Patterson: The, what do you really want to have happen and we we put it out there as, what are the the outcomes in the in the dreams but

895

01:53:52.680 --> 01:53:58.260

Jennifer Patterson: What I wanted to say is that we've had a lot of our clients come in because they have already

896

01:53:58.740 --> 01:54:11.250

Jennifer Patterson: achieved a certain amount of success. And what we're finding is interesting is that clients are coming in and there's they're finding this process really really painful but not because they don't

897

01:54:12.270 --> 01:54:26.400

Jennifer Patterson: Because nobody's given them permission. And so that is really what I'm finding our number one job is to help them give themselves permission and then the entire value of the rest of the plan has basically set itself in place.

898

01:54:28.770 --> 01:54:40.890

Stephanie Bogan: I think that's a great point. Jennifer, if you've got clients who are doing well. Oftentimes it's about impacting contribution. Right. That's a powerful exercise for people who are very successful and who run what we call right

899

01:54:41.430 --> 01:54:49.710

Stephanie Bogan: Success to point out, right, it's the now. Now I've created my success. Now what right thought, feeling so I think. Yeah. That's a great point. Jennifer, be a great, great exercise to go through

900

01:54:51.900 --> 01:54:55.830

Stephanie Bogan: Anyone here. Else. Can anyone hear doing something like that. We're going to try it.

901



01:54:59.070 --> 01:54:59.790

What do you guys think

902

01:55:01.230 --> 01:55:02.640

Stephanie Bogan: I see page contemplating

903

01:55:05.190 --> 01:55:06.720

Stephanie Bogan: What about you, Whitney. What are your thoughts.

904

01:55:10.650 --> 01:55:11.940

Whitney Magers: I think it's a great idea.

905

01:55:13.230 --> 01:55:22.110

Whitney Magers: Especially I think doing it with clients I did this 16 years ago and ironically about 95% of it came true.

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01:55:23.430 --> 01:55:30.750

Whitney Magers: chalk it up to just divine intervention, but I think there is a lot of weight to it and I love going through the clients. I kind of feel like

907

01:55:31.920 --> 01:55:47.430

Whitney Magers: When you can create the space and basically go into the psychology, a little bit and add that extra value to clients, which nobody else is probably doing. I think it just creates a ton of value. So I'm willing to give it a shot. And what's the downside. Right.

908

01:55:48.480 --> 01:56:01.770

Stephanie Bogan: Yeah, this is one of those great things. We can also take to community and have ongoing conversations right about, are you doing it. How's it working. I tried it this way I modified it. So we'll make a note of that as well. But those are great conversations to take to community as well.

909

01:56:03.240 --> 01:56:19.680

Stephanie Bogan: All right, what about those of you who are new, as you guys sit here on your first coaching call taking a lot in trying desperately to avoid getting called on or raising your hand and asking a question. Let's see who can I pick on. Let's see. Michelle, I see you there, Michelle how are you

910

01:56:21.390 --> 01:56:25.680

Stephanie Bogan: All right. You're sitting there, you're processing all of this, like what is top of mind for you.

911

01:56:28.320 --> 01:56:41.370

Michelle Gass: I really liked it. Um, I guess I'm rushing ahead and trying to figure out, like some of the comments of how can I incorporate this and and share with others. What I experience so



912

01:56:41.820 --> 01:56:44.130

Stephanie Bogan: It's really cool yeah man clients. Yeah.

913

01:56:45.180 --> 01:56:55.620

Stephanie Bogan: Well, we'll take one we've recorded it so you'll have access to an ongoing basis. There's a great the call and the transcript. If you want to go in and see those details right the statistics and the numbers, things like that.

914

01:56:56.310 --> 01:57:08.460

Stephanie Bogan: Will also make sure we have a page that we've got one version, but we can create a template version if you guys want to pray for him. That's your firm, you can do that and but the idea is just, it doesn't have to be a big Patty perfect thing.

915

01:57:09.000 --> 01:57:15.210

Stephanie Bogan: It's literally about I used to see it in prospect meetings with a yellow pad. How many of you still use yellow pads.

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01:57:15.780 --> 01:57:22.650

Stephanie Bogan: And I literally be like I was in my 20s. At the time, I wasn't even the professionals like okay, let's talk about why you're here like

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01:57:22.950 --> 01:57:28.890

Stephanie Bogan: What are the outcomes you want to create like this is working. This is not working. So it isn't about

918

01:57:29.700 --> 01:57:36.720

Stephanie Bogan: You know, the quality of your drawing. It's about the exercise of tapping into the creative side of someone's brain.

919

01:57:37.350 --> 01:57:44.130

Stephanie Bogan: Understanding the science and the spirituality of success years right whatever the angle is like that Kismet really works is the

920

01:57:44.490 --> 01:57:53.970

Stephanie Bogan: ultimate conclusion, call it whatever you want. I got it gives me and ultimately it's about aligning all those little pieces together. So I really love the idea of

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01:57:54.810 --> 01:58:07.290

Stephanie Bogan: giving yourself permission to just have it depending on where you are. If you've been with us for a while, or if you're new, giving yourself permission to have a slightly different kind of conversation with your client.

922

01:58:07.770 --> 01:58:16.920

Stephanie Bogan: About why they're really here. What's really on their mind. And when you think about, you know,



the reason we all got away from hopefully quarterly investment reviews is because

923

01:58:17.280 --> 01:58:27.540

Stephanie Bogan: Nothing for the average point. Nothing changes that much. Right. So just takes you back to investments every quarter which trains their brain to focus on what has the measure value in performance. That's not ultimately the goal.

924

01:58:28.170 --> 01:58:35.550

Stephanie Bogan: If you had an exercise like this where you meeting with clients once or twice a year, and you're constantly refocusing on the outcomes. They want to create

925

01:58:36.120 --> 01:58:51.090

Stephanie Bogan: And those outcomes change over time. What is the likelihood that their ability to get your value and continue to retain that right. The more you do with them. The deeper the value is. But it's never done because the exercise is always ongoing

926

01:58:51.690 --> 01:58:56.910

Stephanie Bogan: Like a financial plan like their financial life. Right. It's not just some document that we put in front of them.

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01:58:58.020 --> 01:59:02.160

Stephanie Bogan: So you guys could really experiment and play with this and we're here to help you and support you in them.

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01:59:02.760 --> 01:59:12.300

Stephanie Bogan: So who's going to try some form of this with in their, in their life in terms of looking at it, putting it on their desk, making it part of their, their ongoing routine.

929

01:59:13.290 --> 01:59:19.950

Stephanie Bogan: Hands Okay, great. And then let's use reactions because I can't scroll through all of the video quick enough. How many of you.

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01:59:20.280 --> 01:59:30.900

Stephanie Bogan: Are going to give yourself some permission and take some micro action to incorporate some version of this, however small, it might be into your client converse prospect or client conversations

931

01:59:33.570 --> 01:59:33.870

Great.

932

01:59:35.070 --> 01:59:42.060

Stephanie Bogan: Awesome. Alright, so again, as you guys are using those. Those are great questions to post on community. I'm on their coaches are on lessons.



933

01:59:42.330 --> 01:59:51.180

Stephanie Bogan: You guys are all in there supporting each other. So I'd love to see what you guys have come up with for your drawings, feel free. Amy will create a room, and we'll give you a space to post those

934

01:59:51.630 --> 01:59:57.270

Stephanie Bogan: In Wednesday's inbox insights. Well, so make sure you get the template. Again, if you have been I think you should have been able to download it.

935

01:59:58.080 --> 02:00:05.790

Stephanie Bogan: But the idea here was to really create a space where you could take the vision that you have hopefully right if you haven't gone through those exercises you should

936

02:00:07.200 --> 02:00:17.550

Stephanie Bogan: In fact, let's go through that so key takeaways. So one of the things that we want to grab here is what do you want to remember from the lesson. You guys remember what the napkin is from retreat.

937

02:00:21.660 --> 02:00:23.640

Stephanie Bogan: Elizabeth, what's the napkin. I see right there.

938

02:00:25.560 --> 02:00:30.690

Elizabeth Hand: Um, it's like the one bullet point that you go away with. All right.

939

02:00:31.260 --> 02:00:42.210

Stephanie Bogan: I'm going to go around. I'm just going to pick five of you at random, but be prepared on you take 10 seconds. I'm going to ask you what your key takeaway was, I am not going to call in anyone who has already spoken.

940

02:00:43.410 --> 02:00:43.710

All right.

941

02:00:44.910 --> 02:00:47.490

Stephanie Bogan: Let's see, Pam Jacobs which your key takeaway.

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02:00:48.900 --> 02:00:51.270

Pamela Jacobs, CFP Frontier Wealth Strategies: attach yourself to your future loving

943

02:00:51.450 --> 02:00:52.500

Stephanie Bogan: verge. How about you.

944

02:00:56.880 --> 02:01:01.980



Virg Cristobal, CFP: It's actually actionable the bold steps are actually doable. Great.

945

02:01:02.040 --> 02:01:06.120

Stephanie Bogan: Love that I Jill as well. I don't see your picture, but I see your name. Are you there.

946

02:01:08.370 --> 02:01:18.630

jhanzen_hansenfinanc: I'm so Jill Hansen, I'm here, and I would say I incorporate this into my habit tracker so that it was front and center.

947

02:01:19.770 --> 02:01:22.320

jhanzen_hansenfinanc: For even for, you know, five seconds every morning.

948

02:01:22.620 --> 02:01:33.600

Stephanie Bogan: Truly guys literally I just look at my vision page. Look at my post it like once a day, every day will accelerate your the process that Patty and I talked about in terms of getting your brain moving in that direction.

949

02:01:34.470 --> 02:01:38.940

Stephanie Bogan: All right, Mike Ross. Are you there. I see your picture, you have a key takeaway.

950

02:01:39.330 --> 02:01:50.340

Mike Rauth: I am here. Um, yeah, I was gonna say the same thing I was going to begin my day by reviewing the picture and adding it to my habit tracker. Excellent.

951

02:01:50.460 --> 02:02:02.520

Stephanie Bogan: Alright, okay, you guys. So in terms of next steps one your personal launch plan as I shared with you. We're going to update that to include the the big white page that Patty created for us.

952

02:02:02.910 --> 02:02:08.280

Stephanie Bogan: And then a page for each of the quarters to reinforce that exercise. For those of you that want to carry that through the year.

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02:02:08.640 --> 02:02:15.840

Stephanie Bogan: Remember that personal launch plan which you're drafting for your call with Lisa is going to track your quarterly goals and success metrics. So it's taking that vision.

954

02:02:16.230 --> 02:02:20.640

Stephanie Bogan: Getting really clear and what we need to do this quarter how we're going to measure that.

955

02:02:21.030 --> 02:02:27.570

Stephanie Bogan: What's our plan of attack for the next 90 days so that we're focusing our energy not everywhere here.



956

02:02:27.930 --> 02:02:34.920

Stephanie Bogan: That's going to be supported by your daily practice your success shifter your habit journal like whatever those steps are you keep yourself focused every day.

957

02:02:35.280 --> 02:02:42.390

Stephanie Bogan: And then with those accountability check ins that we've talked so much about and went through in last week's program tour in terms of the monthly check ins, the mastermind Jenkins.

958

02:02:42.720 --> 02:02:51.390

Stephanie Bogan: And then the quarterly check ins with Lisa that are coming up for those of you who have not scheduled your February check and Lisa told me this morning that I think about a third of you have

959

02:02:52.860 --> 02:02:54.240

Lisa Vander: Correct. A third of them have

960

02:02:54.510 --> 02:03:00.420

Stephanie Bogan: Alright, so here's what I want to point out. Do you guys remember that slide in the very beginning, that was all green and it just had one word on it.

961

02:03:02.550 --> 02:03:08.460

Stephanie Bogan: What was that one. This is the very like all gloves off on his part of the conversation. What was that word meant Stephen's

962

02:03:12.390 --> 02:03:13.320

Matt Stephens: Green screen.

963

02:03:13.410 --> 02:03:15.060

Stephanie Bogan: Alright, so see that's where we're going back

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02:03:15.060 --> 02:03:16.650

Whitney Magers: Commitment. Commitment.

965

02:03:19.200 --> 02:03:20.250

Matt Stephens: Commitment obviously

966

02:03:20.550 --> 02:03:31.710

Stephanie Bogan: Right, you guys join this program so that you can up level your experience. We actually know that if you just go to the website. Watch the lessons you can do good, but you're going to do, way, way, way better if you engage with us.



967

02:03:32.220 --> 02:03:36.180

Stephanie Bogan: So the goal here away today not go back one more, one more. We got commitment.

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02:03:37.290 --> 02:03:45.390

Stephanie Bogan: Commitment is about the vision. We've talked about that. Hopefully, giving you an even deeper up level there. It's about belief have to believe it's possible.

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02:03:45.930 --> 02:03:55.920

Stephanie Bogan: That's the limiting belief exercise that's coaching, let us know where you struggle there. Our job here is absolutely help you to be your support system and then it's applying your energy.

970

02:03:56.490 --> 02:04:05.040

Stephanie Bogan: In a way, and I'm going to say this 1000 more times this year that aligns the time in your mouth with the time in your shoes. If we send you an email that says it's time for your personal check in.

971

02:04:05.430 --> 02:04:13.440

Stephanie Bogan: We want to make sure that you've got a plan. But it's got the right stuff in it and that we are clear on it so we can back you up, which should be the first thing you do when you get that email.

972

02:04:16.830 --> 02:04:19.080

Stephanie Bogan: This is the honest part. This is the coach part

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02:04:19.200 --> 02:04:21.660

Stephanie Bogan: What's the first thing you do read it.

974

02:04:22.230 --> 02:04:31.320

Stephanie Bogan: Read it, and to schedule the meeting, which means you don't like the goal is when you touch an email, by the way you touch it. Once you deal with it and then you put it away. If you can't do that don't check your email.

975

02:04:32.280 --> 02:04:40.230

Stephanie Bogan: It should not get read and sit in the inbox for the next seven days. Will you get around to it. I'll talk about that in the product. And when we do the the office hours on productivity.

976

02:04:40.980 --> 02:04:49.470

Stephanie Bogan: But the ideas and I mean this from a place of complete limitless support is you're here for this engagement. You're here for the personal attention.

977

02:04:50.040 --> 02:04:58.560

Stephanie Bogan: Take advantage of it. So, two thirds of you. I'm going to guess we're going to rush off after this call is get your, your February accountability call with Lisa



978

02:04:59.010 --> 02:05:06.780

Stephanie Bogan: We're literally going to sit down, look at your plans talk through them. Make sure that you're focused on the right priorities that you're focused on the lessons. If we've got suggestions.

979

02:05:06.960 --> 02:05:11.700

Stephanie Bogan: What coaches do she and I want you talking to, to really make sure that scaffolding is there for you.

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02:05:12.000 --> 02:05:18.090

Stephanie Bogan: So we need you to create your draft and schedule your call. So that we have transparency into what is happening on your end,

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02:05:18.480 --> 02:05:26.550

Stephanie Bogan: So remember that the commitment that we bring is that we're here to put all those things into place and your commitment is you have to apply yourself in a way that lets you take advantage of it.

982

02:05:27.120 --> 02:05:36.570

Lisa Vander: And I see a bunch. I see a bunch of questions coming in about it. We as Stephanie said we're going to update the personal launch plan with these with the vision drawing. We are post that on community.

983

02:05:36.930 --> 02:05:39.120

Lisa Vander: under discussion, called accountability.

984

02:05:39.630 --> 02:05:51.300

Lisa Vander: The original personal launch plan and my calendar link came in last Wednesday's inbox insights. So if you did not get that, then you should look in your spam for emails coming from coaching at limitless FA

985

02:05:51.630 --> 02:06:01.680

Lisa Vander: So that you can make sure you get those I will also post, post the calling in the accountability discussion on community and will include both in this Wednesday's inbox inside as well.

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02:06:03.630 --> 02:06:09.930

Stephanie Bogan: Alright so yes inbox insane. We have sent you a lot of emails. The first part of the the first few weeks we we acknowledge that

987

02:06:10.500 --> 02:06:15.990

Stephanie Bogan: Going forward, the vast majority of your emails will come on Wednesday in your inbox insight.

988

02:06:16.350 --> 02:06:25.020

Stephanie Bogan: So that is absolutely like the one thing you're going to want to look at each week because it will



have updates announcements, new resources things we want you to pay attention to, or that might be valuable.

989

02:06:25.470 --> 02:06:36.270

Stephanie Bogan: And if you get an email outside of that, which should be very rare, it would definitely be good to look at it because there's usually a very specific reason but will always address those in our housekeeping for our calls as well.

990

02:06:36.690 --> 02:06:41.580

Lisa Vander: And yes, I'll jump in. One more time and say we did update the personal launch plan over the weekend to be filled.

991

02:06:41.820 --> 02:06:52.830

Lisa Vander: So as soon as we add those the the vision pages, you'll get a new one. And I know my first calls are next Monday. So you'll get it well in advance of that so that you can fill it out online.

992

02:06:53.370 --> 02:07:01.710

Stephanie Bogan: Okay, great. And then I just saw in the chat which pop back up on my screen that Cindy's hand was raised one point Sydney. Did you have a question I want to make sure we get it answered before I let everyone go

993

02:07:03.870 --> 02:07:13.560

Cindy Sterling: Yeah, I do have a question, I guess I'm I'm confused as to last Thursday. There was a program that I couldn't, I couldn't make and I had, I couldn't find it on the website.

994

02:07:14.070 --> 02:07:21.720

Stephanie Bogan: Yeah, it's that is because it's getting posted. That was the program tour. So we just went through the elements of the program. And what's included that will get posted

995

02:07:22.110 --> 02:07:27.930

Stephanie Bogan: We're also doing a written version for you guys, which will give you in next week's office hours, just so you have a nice summary visual

996

02:07:28.500 --> 02:07:30.000

Cindy Sterling: When, when will it be posted

997

02:07:30.900 --> 02:07:37.740

Stephanie Bogan: Will give it to you in next week's office hours. The video you posted. I would went into today. Do you think Lisa Zoom is

998

02:07:38.820 --> 02:07:52.770

Stephanie Bogan: Just a little bit delayed and the time that it takes to post videos and get them from assessed. Okay. Yeah. Okay. Um, but yeah, we'll definitely have updated versions of everything on the website and in inbox insight on Wednesday. So you can click there and get through easily



999

02:07:55.350 --> 02:07:58.350

Stephanie Bogan: Alright, so you guys have any final questions before I let you go.

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02:08:01.140 --> 02:08:10.350

Stephanie Bogan: Alright, so this is the open mic part. How was this call. Was it helpful, was it valuable. And did you get something that you didn't have before you came reactions.

1001

02:08:10.380 --> 02:08:11.760

Chris: You knew your little thunder. Good.

1002

02:08:13.230 --> 02:08:13.560

Stephanie Bogan: Awesome.

1003

02:08:14.820 --> 02:08:15.120

Nathan Serven: Great.

1004

02:08:15.600 --> 02:08:24.540

Stephanie Bogan: Alright, so going forward one these are open mic. I know with with larger groups, but we are more than a small enough group to jump in have questions and conversation. So we had patty.

1005

02:08:24.990 --> 02:08:37.110

Stephanie Bogan: For this call our next coaching call is what February 8 is our lifestyle call where we actually have our office hours on Monday, I take it back. So next Monday. Is that February 1 Lisa

1006

02:08:39.180 --> 02:08:41.430

Lisa Vander: Is yes it's February first

1007

02:08:41.790 --> 02:08:51.510

Stephanie Bogan: So next Monday, February 1 is your first coach lead office hours. So the five advisor coaches, I will be in their office hours, depending on which mastermind group you're in

1008

02:08:51.900 --> 02:09:01.770

Stephanie Bogan: And which advisor coach you were assigned to. So remember those emails will come with the reminders, the first link in that email will be the coach group that you're assigned to

1009

02:09:02.220 --> 02:09:13.470

Stephanie Bogan: Under that will be the links for the other four coaches. If you have a question for them. You want to pop in and listen. You are welcome to do that. But those will all those links will be in those reminder emails so you can easily navigate

1010



02:09:14.040 --> 02:09:25.020

Stephanie Bogan: Through the office hours. I would strongly encourage you, for your first one to stay in your coach kids you know you're coaching them and the people in there with you. But as you guys have other questions, you're welcome to use those links to go in and out as well.

1011

02:09:27.120 --> 02:09:33.150

Stephanie Bogan: Alright, alright. How are you guys feeling at the almost the end of January. Your first month in limitless. Good stuff.

1012

02:09:35.070 --> 02:09:36.270

Stephanie Bogan: All right, you feel clear

1013

02:09:37.860 --> 02:09:38.880

Stephanie Bogan: You feel focused

1014

02:09:40.290 --> 02:09:42.030

Stephanie Bogan: You feel like you know what you need to do to get to work.

1015

02:09:43.530 --> 02:09:50.550

Stephanie Bogan: All right, I did notice, I think it was, Kevin. If you guys are unclear about what you need to do. That's the thing to go and community.

1016

02:09:50.760 --> 02:10:00.780

Stephanie Bogan: post a question I've been in there. I will continue to go in there and answer your questions. That's what we want to know, like, Hey, I'm really stuck on this. Let us know so that one of the coaches can jump in.

1017

02:10:01.200 --> 02:10:04.530

Stephanie Bogan: And we can help you so that you guys I know a bunch of you have jumped on community.

1018

02:10:04.800 --> 02:10:16.830

Stephanie Bogan: And done your introductions, but for alumni, you know, there's so much that goes on there. We have a new community this year that I'm really excited about. I think it's going to be, it's going to give us a lot more experience and interaction. So I look forward to seeing you all there.

