

Ep #54: Releasing Money Beliefs with Denise Duffield Thomas



Full Episode Transcript

With Your Host

Brooke Keeling

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Want to have it all? Well, the best day to get started is TODAY. Welcome to *Love Your Living*, a podcast for ambitious women who want to take their life and business to a WHOLE new level of success. I'm Brooke Keeling, multiple six-figure business owner, passionate entrepreneur and your host.

Welcome to another episode of the *Love Your Living* podcast...

Brooke: Welcome to the *Love Your Living* podcast. I am so excited for today's guest; Denise Duffield Thomas. Now, for any of you that do not know Denise, she is the money mindset mentor for the new wave of online female entrepreneurs. Her bestselling books *Lucky Bitch* and *Get Rich Lucky Bitch* give a fresh and funny roadmap to create an outrageously successful life and business. Denise help women release their fear of money, set premium prices for their services and take back control over their finances. Denise is an award-winning speaker, author, and entrepreneur who helps women transform their economy class money mindset into a first-class life. Welcome, Denise, thank you so much for being on the *Love Your Living* podcast.

Denise: Thank you so much, Brooke, for having me. I so appreciate it and I love that we're on completely opposite ends of the world and we're in different seasons and it's so nice to be able to chat to you.

Brooke: My life has been opened to connecting with people around the world over the last five years. It's incredible how much my mindset has changed with having friends in different countries and different time zones and different areas. It's very uplifting. I love it. I love it as well. Most of my listeners that tune in and know anything about me and follow along even the littlest bit will know that I have a complete obsession with you right now. I have been talking about your book *Get Rich Lucky Bitch* so much recently on a lot of the topics that we have been covering. And I'm in love with it.

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So, one of the biggest things a lot of our listeners are working on is just creating the life that they want to live and also being able to show up unapologetically and say, hey I want to make this much money, which I think is such a tough subject for women in general.

Denise: Oh my god, it really is. And it feels audacious sometimes to even believe that you can do things like that, especially if you don't know any entrepreneurs or you don't know anyone who's interested in personal development. You can very easily feel lonely with that and feel like there's something wrong with you if you're not completely satisfied with living the life that other people in your life have. So I think it's great, especially with the work that you do, and having a podcast like this can help people feel a little bit less alone.

Brooke: Yeah, it's a topic that comes up a lot in our mastermind as well. And in the book, you talk about releasing money blocks. So before we even dive into anything further, for anybody that this is a new concept for them, what are money blocks?

Denise: Yeah, so a lot of people tell me that they've never heard the concept of it before they read my books, which is great. And I've seen a lot more people talk about it now, so I think it is starting to become in the mainstream what that is. And it's just anything that stops you from receiving the money that you want to make in your business or being friends with money, or feeling good about money. And that could manifest for us as resistance, procrastination, a fear of money, a fear of asking for money, negative beliefs about money in general, negative beliefs about wealth or rich people. So it really does kind of manifest slightly differently for everybody, but I just kind of say it's anything that stops you from making the money that you want to make.

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Brooke: And I became obsessed with this because I was like, oh my gosh, where are my money blocks? Where do I need to clear? I need to clear everything. I became like obsessive with it within my own life of I need to find these, I need to figure out ways. So, one of the points that you make as well is that money blocks don't just show up at one point in your life and you clear them and they've gone away. You're going to have different money blocks along many different time periods.

For me, I feel like I'm at a place right now where there's a lot of transition. And so creating one business venture that's very successful and then all of a sudden feeling like, okay now I've got to step it up and go to the next level, like you go through these different phases of uncovering all of this stuff that comes up on your way of really being able to say this is what I want in my life and being able to go for it. But it's all the stuff that comes up as you progress on that journey.

Denise: Yes, and it never goes away. I hate to tell everybody that. It never goes away because there's always going to be new things you learn about yourself, or sometimes it's the same block but you're in a different place. So I'll give you an example of that. A lot of people have this block that they have to work really hard to make money. So at the start of their business, that might come forward as doing everything yourself or having very bad boundaries with clients, so you're constantly working or undercharging, so you're constantly working.

But then, as you become a little bit more established in your business, that might manifest as reinventing the wheel every time you do a launch, you start from scratch. You create a new sales page instead of tweaking your old one or just before you have something big like a launch coming and you go, I think we need a new email system. Like, you kind of break things to recreate this hard work for yourself. But it kind of continues on and on and

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on, like maybe later on in your business you refuse to delegate or you have staff but you don't get them to do the things that you want.

There's all these sabotages that will come up to help you have that story that you have to work really hard to make money. And I still have this story that I have to keep a very vigilant eye on, to be honest. So even though, like David Nagel says new level, new devil, I say new level, old devil because it's usually your same old story, it's just going to find new sneaky ways to try and get in there and you have to watch yourself. You have to make sure that you're not falling into old patterns, even if your income has increased, you still have to watch for that old story coming up.

Brooke: I love that. I can resonate very well with thinking that money comes with hard work and hustling and trying to, like when you're saying you almost like break things. You find ways to like keep yourself extremely busy all the time.

Denise: The breaking thing is hilarious, because I remember even at Christmas, we'd sorted out our whole year, we'd planned the whole year and I was like, that looks so easy and doable, and then I said to mark, I think we need to change from Infusionsoft, or something, or I think we need a new payment processor. And he's like, no don't break it, it's working.

Brooke: Oh my gosh, yeah, that hits home with my big time. Okay, and especially in new endeavors, I have a friend that was on our podcast recently and she has just taken her business, her business just blew up. She went from maybe \$200,000 a year last year to making over a million. And when I was talking to her, I asked, what do you think was the biggest thing that contributed to your success? And she said, well one is having this mindset of unstoppable, like whatever it takes I'm going to figure it out. But she said, in the very beginning in my first year, that was the hardest

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time because I had a lot of money mindset issues and I think many of us do. And when we're starting out something new and we're saying, I believe in it, I'm going to do whatever it takes, well whatever it takes is oftentimes a big financial investment as well as a lot of work.

And so for her, she was saying, she's a single woman, left a very successful law career and she's like, I thought I was going to like live in a van down by a river. I had to get someone to help me, and if I wouldn't have, I don't think I would have been where I'm at today. So, tell me a little – I mean, this is like a very smart person that coaches on mindset now, and so I'm curious, when you have those conversations, because we all have them, like am I going to hit payroll? Or for me, like every month, I feel like still there's times where I get really stressed out about having to uncover everything, like having to go through all the finances and it's like the money that I want to see is not there yet and how do you keep yourself going and have those conversations, like she was saying, that first year where I had to push through and work on my money mindset, otherwise I wouldn't be where I'm at today.

Denise: Absolutely, so it does require vigilance, as I've said. But it also, I think, sometimes when people learn about personal development and personal growth, they can sometimes take their eye off the ball of things that need to happen in the real world as well. So we need to market, that's how we manifest clients. We need to chase invoices, we need to have money conversations with clients who owe us money.

We need to have all those things in place and each one of those is a minefield. So asking for the money, requests for a discount and things like that, all those things are really tricky to do. So we need to make sure that we're constantly in the flow of money and constantly doing income-producing activities even though those are the things that might scare us.

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And as you were saying, I was just reflecting on where I've felt scared recently about money. So I'm totally fine charging for my courses. I've run my money courses now for like seven years. I'm totally fine on charging for them. But then last year, I started to do a few more speaking engagements and this year I'm doing a ton, and I was feeling really bad about charging for them.

Previously I've done them for free because I've thought, I'm going to that conference anyway, cool, I'll speak onstage. And then people would say, oh come and speak on our stages and we'll send you the video and you can use that for your videos and stuff. And I'd be like, sweet, that sounds great. And then I was like, oh no, I need to charge for this, and I was really second guessing every part of my pricing. So I totally understand that even if you have nailed it in one area, you'll maybe find it in another area that you'll just think, oh no, I can ask for the money, but if someone owes me money, I'm not allowed to chase that up.

And then recently, just before Christmas, my husband and I bought a rose farm to use as a holiday house and an investment property and eventually we'll turn it into like a wedding venue, anyway, we don't know what we're going to do with it, but we did our first Valentine's Day stall. And we are not going to be rose sellers, like, this is not happening, but we thought, we have to do it for Valentine's Day. And we were up until midnight taking thorns off roses and putting rose bunches together, and we were totally second guessing our pricing. And we charged \$20 for a bunch of roses, because they're not perfect roses. They're not sweat shop roses that are all perfect and pesticides. They're kind of homemade...

Brooke: They're real, real life roses.

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Denise: Yes, but I felt bad charging \$20 for these roses. And it was so funny, we had a stall on the side of the road outside of the farm and it was windy and crazy and all the paper was flying everywhere and we didn't really know how to tie them together. And I just thought, oh my god, I don't mind saying it, I'm a multi-millionaire, I make a ton of money from my courses helping people and here I am, on the side of the road, second guessing selling a bunch of roses for \$20. And I just thought it's so funny because I still experience those feelings too. So you really have to just nail it in one area and then keep on nailing it in other areas of your business and life.

Brooke: Sure, and what has it taken for you to nail it in that one area, especially in business? So I mean, you are a self-made multi-millionaire. How did you get there? I feel like when we start to create momentum, then it gets easier. It gets easier. We still have money stuff that comes up, but at least we have money coming in the door or we know what we need to be doing or where our focus needs to be so that we can go back to it. But so many times, so often I have conversations with people that say, yeah that's great for you. I have no problem asking for money but I'm still not getting money, or I'm investing the time, I'm investing the money, I'm doing the work and I still don't see deposits in my bank account.

Denise: Absolutely, so here's the thing; I teach a whole process around this. So if people listening haven't read my book *Get Rich Lucky Bitch*...

Brooke: They should...

Denise: Go read that. I've also got a new book out called *Chillpreneur* and I do talk about money blocks in that. And I also talk about the work that goes into running a business in that book as well. And in my course, one of the first things that we do is we have to go back and do an inventory of our

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money memories. Your stories around money didn't just come from nowhere. You are usually born into a family that has generations-deep stories about money, around wealth, and habits that you've inherited, stories that you've inherited.

Some of those are just part of your family legacy I would say, and some of them are based on your own money personality. So as a kid, you might have done one thing one time, like spent all of your pocket money on candy. And it could have just taken one adult to say to you, money burns a hole in your pocket, you know, Brooke, you are so terrible with money. And then you've taken that on for your whole life. And you have to go back and dig through those memories because you are living your life, usually, now based on some of those really small things. And even someone shared in my Money Bootcamp today that she has a story that she's not allowed to be rich because she's too short.

Brooke: Oh my goodness.

Denise: Like, it's weird, but I've had the same one. I've had one about my weight. And you know...

Brooke: Too young, yeah...

Denise: Too young, too old, my accent's not right, I don't look right, I don't look like a wealthy person. And when you said at the start of the call about how your money shifts and changes throughout your life, and I've noticed too that when I'm on the bigger side, I'm a little bit on my fluffier side at the moment, I come up with the story, oh I'm not allowed to charge for speaking onstage because I'm a bit over my ideal weight right now and people won't believe me. Or when someone has a kid and they might have thought, oh my god, I'm so good with my money and stuff, oh my god, now

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I'm a mom, now I'm not allowed to be rich because I'm a mom. It's funny how it all shifts and changes, but it really starts with doing that inventory; what money stories have you got?

Brooke: Well, and I mean, even, it's at every phase in your life if you actually acknowledge it. I remember when I first got into my real estate business, I thought oh my gosh no one's going to take me seriously. It was like, in the beginning, it was like no one's going to take me seriously because I'm not old enough, I'm too young, you know, who am I to do this or that or whatnot. And then, all of a sudden, it was like, I'm not going to be successful because I didn't start soon enough. It's like, what? What are these conversations that you have inside you have – it's just noticing the conversation sometimes, which leads to opening up the real story, the real truth behind what we're actually telling ourselves to not do the work.

Denise: And you know what it comes down to like 99% of the time, it's just wrapped up in different bows, but it comes down to I'm not good enough, that's it really. But you have to come at it from all these different angles of, okay I've got a story about my ethnicity, I've got a story about my ethnicity, I've got a story about my gender, I've got a story about my background, about where I grew up, about the circumstances of my birth, about my body, and you have to really come at it from all these different angles because it's sneaky, but what it comes down to is, I'm not good enough.

Brooke: Right. When you're uncovering these things, and one of the other things that you teach in this book, and again, I'm going to reference the book a lot because I absolutely loved it and we'll talk more about *Chillpreneur*, which I believe is – is it still in pre-sale or it's now available?

Denise: No, it's out now. It's out in the world.

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Brooke: Okay, that will be my next one. I've literally highlighted, dog-eared, printed off everything in *Get Rich Lucky Bitch*. I love this one. So when you're talking in the book, you talk about to not wait, which I think goes hand in hand with all of these stories about you're not good enough or I'm not thin enough, because then I'm constantly thinking, when I lose 10 pounds, then I can speak onstage, when I have the money, then I can be happy, when I have this, then I can buy that. Now, I think that this holds so many people back, but I also feel like what is your experience with saying yes to some of the things that scare you, and also being smart?

Denise: That's a really great question because I'm a big fan of money personalities and I have a course now about money personalities. So it really depends. I didn't realize this at the start of my money blocks journey and when I started teaching this money mindset, that we all have very different money personalities. So it's the nature/nurture thing. There's definitely money stories that you've inherited and got along the way, but then we have blocks related to our personality.

And my particular personality, I can be very impulsive with money. I can very easily make decisions and just go, oh there's always more money so no big deal, which can be great sometimes as an entrepreneur, but I've also had to learn that it's okay for me to save money. It's okay for me to have money in the bank. It's okay for me to have a buffer. I don't need to be in feast or famine all the time.

In terms of my relationship with money, I still can be a little bit like that when it's something that I want. I'm like, oh there's always more money, you can just go out and make more. But I also had to cut myself off a little bit at the start of my business where I don't have a business credit card for my business. I pay cash for everything in my business. I use credit cards for my personal life and get points and things that way, but I started that at the start, in my second year, where I put too many courses on credit cards.

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I'm only going to buy things going forward from money that I make from my clients.

And Seth Godin said this as well, he said, you know, rather than raising capital from your investors, raise money from your clients by selling them something that they need. And that's always my philosophy now. It's like, you want something? Cool, go out and find more clients because there's always more clients out there.

Brooke: So how did that help you? That's fascinating, by not having a line of credit, so basically if you want something, it puts your focus back on, if I don't have the money right now to buy it, I have to go make the money first, rather than saying I'm going to go buy this and it's going to make my business better.

Denise: Yes, well I think now I'm at a better stage because I have cash flow coming in all the time, so I have passive income sources coming in all the time, I have affiliate commission coming in, I get royalties from my book. So I can do this because I do have amazing cash flow now. However, I did this at the start of my business where I was like, I really want to do that course, how many clients do I need to go out and get for that? How many sales conversations do I need to have to get those clients?

Yeah, so for me, it just made me more focused on, I'm in business to help people and make money, not just spend money on personal growth and development and conferences and courses and coaching, which I also love. But hey, yeah, I need to go out and make some money. And you know when you're talking about payroll too, when you have suppliers to pay, you will do anything to pay them. And so I really think it's important to pay yourself as well because that is part of your payroll. That is part of your

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expenses. So commit to paying yourself because then you'll go out and do the actions to bring in more money.

Brooke: Yeah, so it's not about – and I think that's a huge difference for anybody in business. On a tax standpoint, everybody's like, take the lowest amount possible so you don't have to pay taxes and all of that. However, it's also a mindset thing because you look at payroll and if you're the lowest paid person on your payroll, that's like a mental energy thing. That's like, man, my employees make more money than I do.

Denise: Absolutely and it's also just an energetic thing of, you know, if you pay yourself with the leftovers, there's not always leftovers, you know. So yeah, it definitely is an energetic thing. Everything changed for me in my business when I started paying myself. it was huge.

Brooke: I love that. Now, one of the big things that I keep hearing come through in all of your messaging is teach women on how to create more money and how to be okay with asking for money and all of that, but the part that you can't forget is actually doing the dollar-productive activities that are going to generate money into your business.

Denise: Yes, exactly, money-producing activities. So I talk about this in the new book too where I sometimes will get people say, oh I'm just going to manifest the clients. And I'm like, great, marketing is how you manifest clients. We know this. You can't sit on your couch and just wait for clients to come and knock at your door because they don't knock at your door. They come to you because of the marketing that you do; and not just the marketing, because a lot of women I see are very good at marketing actually, they're very good at sharing information and tips and doing great newsletters and great vlogs and awesome Facebook Lives, but they don't tell people how they can work with them.

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So people just consume all of their free information and then they just go away because there's no, cool if you like this here's the next step. So you've got to share and you've got to make offers. That's marketing.

Brooke: Yeah, I'm taking it all in as you're talking. I think too, being in sales, being in any business, we have to be able to sell ourselves in order to create money, but it's so easy for so many of us to hide behind the things that maybe we find ourselves busy in or things that we're breaking to make our business better or whatnot and then it takes your attention off what those dollar-productive activities actually need to be every single day.

Denise: Like, I've got a friend whose business dipped a little bit last year and she's really coming back and she's got her mojo back and it's so awesome. And she's starting this new offering and I was talking to her, like, cool what are you focused on? And she goes, I need a new website. And I'm like no you do not. And she's like, you know, but I'm a little different, I've got these new offerings. And I'm like, great, update the picture on your website, shift the languaging around, but going into – and she's like it's going to cost 12 grand and I'm like, no, that's not the best use of your time and income right now. Go out and get a client, see if you like it, adjust accordingly, get that testimonial on your website, get another client. And it sounds like it's really sometimes stressful gung ho hustling energy, but it really isn't if you're really focused on what matters, then you can let go of all the extra stuff that actually causes you to have to hustle.

Brooke: So true, we get caught up in all of that busyness and sometimes it makes us feel good because it's busy. Oh, I'm so busy, I'm so busy, I'm so busy, but what are you actually busy with? You work with men and women, correct?

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Denise: No, I mostly work with women. I do know that men read my books and they send me little messages. And often, with my courses, often partners do the course as well. But I center my work for women and people who identify as women just because I feel like that's where the big shift needs to be around money and around business. You know, men have got a lot of resources around that and they often have a lot of inbuilt advantages around money and business. So my work is definitely focused on women.

Brooke: And Get Rich Lucky Bitch, I kind of figured that. Okay, so when you're working with women specifically, what would you say is the biggest thing that you see time and time again where women have to overcome. What is that biggest thing that's holding women back from going to a seven-figure income.

Denise: So besides that, you have to work really hard to make money, because that's definitely there, the next one is around this idea that you can make money helping people. Because women are very good at helping, it's in our nature to share and to collaborate and to want to help, but we often feel like we're not allowed to make money. We have to choose.

So that choosing thing is very unique I find to every woman. Some women feel like they have to choose between their health and making money or their marriage and making money or being selfless and giving and making money, or being...

Brooke: A mom...

Denise: A mom, yes, that's a big one, or being a responsible citizen, so if you're really passionate about the environment, you think, like, I can't make money, I can't be rich because rich people are bad for the environment. So

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it's a sense of choosing and it's like we're not allowed to make money just being ourselves and we're not allowed to make money helping people and we're not allowed to make money for things that are easy and enjoyable to us and we're not allowed to make money and be the best we can be.

So the point here is that, everyone listening, you have to be really real about what you think you have to give up to make more money, because everyone has their own internal perceived tradeoff. And that might change over time as well depending on what season of life you're in. Some people got really burnt out in their corporate career. As soon as they start to get a little bit of success in their business, they feel like the tradeoff is that they get sick again. So that's when they sabotage it. So yeah, just think about what you think your tradeoff is.

Brooke: And that's usually when a pattern comes up.

Denise: Where you'll sabotage it or you'll stay small because you're worried that something bad is going to happen.

Brooke: There's so much behind all of the thought work that goes into us creating money and success in life. I know I got to a certain point a couple of years ago, I did the same thing. I burnt out, I got really tired and I was like, I can't do this. And then the whole thought was, I can't be a mom, I can't have a baby, which I now have a two-year old. Like I can't be a mom and make money. Or I had all this money now and then I was like, money doesn't make me happy. And then all of a sudden, all of the money starts going out of the door and I'm like, whoa, whoa, hold up, I still like nice things. And then it's regrouping around that mindset of actually it's just a thought around money and then you see the same patterns come up over and over again, investing in your business, is this a good move or is it going to make me live in a van down by a river, you know. It's crazy.

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Denise: And I think part of that too is making sure that you're surrounded by people who are having these conversations because I don't think, even my husband, Mark, he didn't really get it in the early days because I would be sitting there terrified about sending out an invoice. And he'd be like, well your business seems to be really stressing you out, why don't you just get a job again? But that's not the answer. And he'd be like, well just send the invoice. And I was sitting there going - but I couldn't articulate all of the things that were stopping me sending that invoice; they're going to think I'm a bitch, I think I'm overcharging, maybe they can't afford to pay my invoice, maybe I should be doing this for free, all that stuff. And it was – we think it's so easy in business. Great, you create something, you ask someone for money for it, they give you money, great. It's not that simple.

Brooke: Now, what's the reverse of that? If you feel like invoices, paying vendors, if you are that person that holds onto that until the very last minute because you don't even want to acknowledge it or pay the invoice, it's like painstakingly hard to do?

Denise: Well, I pay my invoices the day I get them and it feels awesome to do that. And as a client, I get so annoyed when I have to chase up invoices, and I know what's going on and I don't coach people who are not in my programs because sometimes – eurgh, I know you've got money blocks, I know you're sitting there freaking out about sending this invoice, but can you just send it to me so I can pay it.

And even sometimes when I am on a phone call with someone because I want to buy their service and they're going around and around and around and I'm like, okay, tell me how much it is. And then they tell me and I'm like, great, so how do I sign up? Great, can I give you my credit card number now? Do you want PayPal? And I'm just like, can you just have some clean boundaries around money?

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And I don't expect everyone I work with is wealthy. It's not how things work. I'm not like, she doesn't earn as much money as me, I'm judging her. I'm just like, can you just be chill about money. I'm here to pay.

Brooke: Just take my money...

Denise: Yes, take my money. And you know what's happened recently, I had someone who did a bit of a psychic reading for me and her price was so ridiculously low so I just doubled it and just paid her double. And then this happened yesterday and I was like – so my videographer guy, I love him, he's so great, and every time he works with me he increases his prices because he sits there for three days and listens to me record my course. And he was at someone's conference and I was like, oh it's so great to see you. And then at the end of the day, I said, I'm looking sexy today, so can you just – do you mind just coming outside and just doing a really quick photo shoot for me?

And I said I just need one photo of me in front of this amazing car and I'm looking hot, please do it. And he's like, yeah no problem. And then we finished it and it was literally like five minutes, if that. And I said, oh great, send me an invoice. And he says, no I'm not going to send you an invoice. And I was like, yes you are, you just did some photos for me. And so he sent me an invoice yesterday, he sent me five photos that were all great, I'm like, yes I'm going to use some of these for sure. And he sent me an invoice for \$46.50.

And I wrote back and said, I'm not paying this invoice because this is an insult. Don't you think \$250 is a bit more appropriate? And he was like, no it only took me five minutes to edit them. And I said it only took you five minutes to edit them because you have got great equipment and you know what you're doing and you've spent years learning your craft on how to edit

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these photos. And he goes, oh okay well let's compromise, pay me \$100. And I said, I've already paid you \$250, so just send me a receipt for \$250.

And I thought it was so fascinating that we just undercharge all the time and we undersell ourselves. And I don't do this all the time. I don't just randomly pay people extra, but lately, I'm just like, you're undercharging and it's actually, sometimes if you haven't worked with the person before, it sets up expectations in their mind of, like, this person isn't confident in what they do. They're not good at what they do. And I often find too that people with bad money boundaries about things like that, because they're second guessing themselves, it's just not nice to work with them sometimes.

Brooke: Sure, I can totally see that, and I think that's part of too, if you don't have everything that you – like, you don't want to invest in everything that you want to invest in. Or tipping, like, tipping the appropriate amount. Like, there's so much that goes into just giving money and allowing yourself to – I don't know, I like to think that you receive more when you give more money, or you're conscious of it at least, you're not stiffing people, because karma. I'm wearing a shirt that says, "Good vibes." Karma comes back at you.

Denise: It totally does. And you know what, it's funny, we don't tip in Australia very often. Like, if you're at a restaurant, you usually tip, but it's not a thing here. And it really freaks me out when I'm in America because I start to second guess, you know, am I tipping enough? So it's really funny when you go out of your comfort zone around money, there's always something new to experience.

Brooke: Always, I still do the same thing too. And as you do new things and you're like, shit, am I tipping? Am I not tipping? Am I tipping? You don't want to offend anybody. Yes, I agree.

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Denise: Exactly.

Brooke: Okay, so your new book, which I am going to order right now, *Chillpreneur*. I cannot wait to dive into and read this. Where can we all find that?

Denise: So, if you go to chillpreneur.com and just follow the links. It's available all the usual places, Barnes and Noble and iBooks and Amazon, and hopefully you'll see it in bookshops around the place. People always send me pictures when they're at airports because it always seems to be in airports. So it's in all the places, Audible and Kindle and paperback.

It's my first book purely really about business and about the mindset of business. So it's super fun and it's actually – I started writing it when my second baby was born and I was trying to read business books because I was on maternity leave and I was like, I don't resonate with any of this anymore. I don't want to work hard. I don't want to crush the competition. I don't want to kill my day. There has to be an easier way. So that's when I started writing the book.

Brooke: Oh, I can't wait, I'm going to get on that right away. So, chillpreneur.com. And if any of you listening have not read – I ordered *Get Rich Lucky Bitch* for like everyone I know, my mastermind group, everybody, like you have to read this. That is an incredible book as well on clearing your money blocks, creating space and abundance and allowing you to live your best and first-class life. I like that as well.

So, thank you so much. Is there anything else that you want to share with our audience that we haven't covered, any ending notes for all of my businesswomen that are out there trying to create their own first-class life?

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Denise: Just to say that it is so worth it. you've got to keep one eye on the future, think about that it's going to feel like when you have an abundant business, when you have freedom in your life, when you're helping people and making money. So keep one eye on that and get pleasure out of that, right? And then one eye on what needs to happen today to get there, be the keeper of that flame because it is so worth it. It's so much fun, and why not you?

Brooke: Why not me? Why not all of us?

Denise: Yep.

Brooke: Wonderful, well thank you so much. Chillpreneur.com. We can check out your new book. Get Rich Lucky Bitch is also an incredible read. Thank you, Denise for coming on the show. I so much appreciate your time.

Denise: Thank you, Brooke.

Thanks for showing up and listening to this week's episode of the *Love Your Living* podcast. If you're ready to create a business and life you love or simply take your already-pretty incredible life to the next level, head on over to loveyourlivingonline.com or simply check out the link in this week's episode of show notes to instantly download my 6-Figure & Beyond Business Blueprint. You're going to absolutely love it.