

Ep #65: What Gives You Energy?



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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...

Hey everyone, and welcome to the *Love Your Living* podcast. I am your host, Brooke Keeling, and I'm excited to be here with you all today. Now, I am talking about something today that I hope will give you a lot of questions within your own world because I'm sure, if you've listened to this podcast, you probably like to work, you probably like big goals, you probably are an achiever.

And oftentimes, you know, when we're working through all of this, there are so many things that come up. So for me, I am, surprisingly, I am very much an introvert. So I like my space. I like to be alone. I have no problem being alone. And I also am this thing called empath, so I feel on a really, really deep level, which I feel like can very much be a superpower.

But oftentimes, when I'm talking to people that have that certain quality, it can be really draining as well because, oftentimes, if you don't know how to use that tool as a power and not allow it to deplete you and take all of your energy, it can be super, super tiring.

So especially in the world of business and leading a team, in sales, in communication, being an empath, basically, means you understand people on a deeper level, you can feel their feelings, you can feel their energy, you can feel all of that energy within situations. And so, if you're around a lot of people for an expanded period of time, it can be exhausting. You need recharge time. You need time alone where you can just reset.

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Whereas there's many people that thrive and that is how they reset, is being around big groups, is being, you know, on vacation with a huge group of people or going to concerts with thousands of people around. I love doing that kind of stuff, but I have to do it in moderation because it really does, it sucks a lot out of me.

And when I am in environments like that, I just need to be really mindful of how to set myself up, so being able to still have alone time or boundaries, communicate boundaries and being able to have time to myself, even when I'm in big settings like that is really, really important.

So, the reason why I'm bringing some of this up is because I think we can use some of these things as you're learning them, especially when it's newer and you're learning them. We often take them and use them as labels, and I think that it can be a negative, not a positive.

So it's one thing knowing more about your personality, knowing more about your strengths, knowing more about your weaknesses, knowing your different scores on all sorts of different personality tests and being an introvert versus being an extrovert, being an empath, you know, all of these different things. But we can use them too harshly sometimes and we almost use them as a label, and then we're not open to finding a middle ground or finding ways to have certain qualities within different settings.

So, for example, me personally, I talk to people all day long. In my world, I talk to people all day long, and at first, I didn't realize, like, why am I so exhausted or why, at the end of some weeks or days, I literally don't want to be around anyone? And so understanding that I have more qualities that tend towards an introvert and I need quality time alone and I need my privacy and understanding also too that the reason why it's easier for me to sell, it's easier for me to build rapport with people is because I get them on a deeper level. I understand them. I can hear their needs. I can understand their emotions. And I can sell on that. So it's having a superpower.

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On the reverse side of that, you have to be able to kind of cut that off. So if you have someone that's coming to you with all of their problems, a team member, you know, the world is ending or they have all of these problems – if you jump into that boat with them, you're going to sink, right? You need to be able to be on the outside and be able to have that empathy for them and listen and have empathy, but be able to stay on the outside so that you can give them advice, rather than going down that dark road with them because it's not going to help anybody.

And I think that's a really big thing that a lot of leaders have to learn and understand because as achievers and leaders, we want to do things for people. We want everyone to be happy. We want to support people. As parents, we want the best for our kids. We want them to have everything. We want them to feel loved and supported, but we can't do everything for them. We have to give them the tools so that they can use them and have critical thinking and find their own problems.

If my daughter were to come to me and tell me that she's getting bullied at school or – this just happened. It was the very first time. She's two-and-a-half and she's at the Splash Pad with her nanny and two six-year-olds told her that they didn't like her or that she couldn't play with them. And she literally turned around and started bawling. It was the first time that a couple of older girls were mean to her. And it really, really affected her.

But guess what – I can't protect her from all of those situations. I can help her learn from them. I can help her become more emotionally aware and not take it in so that it's her. But if I were to dive into that with her, she would just be a sobbing mess. Think of that on a level of now she's 20, now she's 40 and she has this emotional dependence and isn't able to detach from something that someone else has said or her feelings get hurt so lightly or she takes things to heart so easily.

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And so it's being able to really lead from a place and give advice from a place of you're not in that same position as they are. And so the whole point in me talking about some of this is that I do think that we can use these as labels. And when we say these things to ourselves all the time – I'm an introvert, I don't like people...

I used to say this to myself all the time; I'm an introvert, I don't like people, I'm an empath, I don't want to be around people, I need my space. And while some of that is true, there's a lot that isn't true and isn't relevant and if I continue to say those things to myself, how am I closing myself off to the relationships that I do want to build, to the experiences that I do want to have, to the leader that I do want to become, to spending time with people that I do love?

So it's not this hard black and white, right? It's being knowledgeable of what some of these different strengths, weaknesses, characteristics, traits are and being more aware and savvy of them but not labeling yourself.

So, I'm super into a lot of personality tests and strengths assessments, Kolbe Index. I use all of these tools when I'm hiring for my business and I think that it's extremely helpful. It allows me to see deeper beyond, you know, a three-part interview and a resume and what someone is telling me in that moment when they really want a job.

I can see past it to see if, you know, what are some of the things that may come up? What are some of the areas that I might be concerned about? What are their strengths? What are their weaknesses? What type of setting, what type of culture is going to best suit their needs? All of those things I find extremely helpful.

However, I have a friend that is incredibly smart and incredibly successful that hates personality tests, that thinks that they are the death of people because of exactly what I'm talking about today; labeling yourself as

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something and not allowing yourself to grow your weaknesses or grow as a person because you're so closed off as, "I am this." Which I can see both sides of it.

So, for me, I really thought about this and at first, I was like, that's irrelevant. Like, you haven't built a team. I get you run a million-dollar business but you haven't gone through hiring and you don't have any issues with leadership and you haven't had to go through this yet, just wait. That was kind of my response. It was very defensive, like you don't know.

But a couple of seconds later I was like, okay, let me just try to understand her point of view. And it allowed me to really take a step back, and although I don't agree with her and I don't have to agree with her, everybody has their own opinions and there's a lot of things that her and I don't agree on or we live differently on.

But I can see her point because I do see, even within my businesses or relationships, team members, where you label a weakness and then all of a sudden they're not willing to do any of those things anymore or work on weaknesses because it's a weakness, I'm just going to focus on my strengths. And so I think it's really powerful to have knowledge of these different characteristics but not label yourself on them, so it allows you to continue to grow.

So one of the biggest examples that I have with this is being an empath and also being an introvert. So as I said before, I used to have this thought that I don't like to be around people, or I work all week, I'm with people 24/7, I'm on the phone, I'm face to face. It takes a lot of my energy out. I just want to be alone.

Although that is very true sometimes, it also made me really kind of turn off from the outside world and tune out versus being able to be very open to bringing in relationships that gave me energy, to being open to finding new

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associations, new friendships, new people in my life that even if I was really tired or had a big week would fill me up.

Because even being an empath and an introvert, that doesn't mean that I don't need friends. That just means, for me personally, I don't feel that I need a lot of friends. I want to be kind to people. I want to have great networks. I want people to know that I care. But I don't feel like I need a lot of really close friends. I feel like I have some very clear qualities in what I would like to have in relationships.

And when I got really, really clear on that, on who I wanted as a best friend or people in my life that filled me up, that didn't deplete me. The crazy thing that started to happen is they started to present themselves. And so I have all of these relationships that really fill me up. Like, I feel more supported and loved and I also don't feel like I have to set really clear expectations and boundaries with those people. But it allows me to set those boundaries where I need to, know what I need to know, so that I can make space for the things that I do want in my life, right?

And it also, being in business, leading teams, selling, it brought me to this question as well of being present and being aware of what brings energy into my life. So I'm pretty aware of what sucks the energy out of my life and who sucks the energy out of my life, but what fills me back up? What are some of the things that, when I have a really long week or if I'm having a really hard time in my business or I feel like I'm just hitting a wall, what are some of those things that bring me energy.

And I want you guys to ask yourself this question too because I used to think, if I got like really overwhelmed or stressed out in business or if I was like go, go, go for too long, I didn't want to see anyone. I just wanted time. I wanted to be able to take a step back. I always like to goal-set. I always want to do, like, vision boards and creative things like that. I like to go back through my goals and kind of do a reset.

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And so I know that I love that. Do I need a week to do that? No, but in the past, I used to kind of hide behind these big projects and try to block my time off so I wouldn't have to see people at certain times. So I got really to a point where I was like, I'm full, I need time out. I literally would hate going on appointments because I thought that I needed more time in my business. I thought that I needed more time to work on these projects and work on the details of implementing a new system into my business or whatever it may be, all of the tech stuff.

This is how my life has been, probably for the last five years. I would get a new system up and running in place, a new CRM, a new marketing platform, whatever it may be, and I would want to go deep into the details of that to implement it and set it up and to understand it. And with that, I didn't want to be interrupted. I didn't want to be face to face. And I would get so bogged down in the details.

The same with goal-setting. So I would want to sit and work on my goals and then I would almost get lost in the details of my goals, in the how. You have too much time or you're thinking about it too hard or you're trying to make things happen and you want them now and you just get frustrated and you're like, "Well that's great, I just set this goal, but how?"

And then you have to figure out the strategy and you can't do anything else until you figure out the strategy, right? And then sometimes I thought too, like, I need time off, like, I need more time off. I need to have a longer weekend or I need a couple of days where I don't talk to anybody.

And the very, very interesting thing that came out of me just being more present about what gives me energy is that I really don't need a ton of time. I don't need a ton of time to reset. But what's really important about the time that I spend to reset is what I do with it.

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If I just try to say I need two days off and I'm going to sit and binge Netflix, it doesn't work for me. It might work with some people. It doesn't really work for me because I get really anxious and my mind is constantly thinking about all the things that I need to do.

But if I say, like, hey I'm taking a Saturday and I'm going to the lake and I'm going to go hike and I'm going to go play in my garden for a few hours or I'm going to go away for the weekend to New York City, that's time that although in the past I used to think traveling depleted me because I needed a set amount of time to get ready, I needed a set amount of time to be there, and then when I got back, I needed at least a day to get myself prepared to get back into work. And that's not the reality anymore.

Like, I can go and even if it's a super short trip and it might seem a little chaotic in the moment, I come back feeling so refreshed and rejuvenated. And so it's not the amount of time. I could take a week off and sit at home by myself and I'm going to feel much more uneasy and anxious that constant to-do list in my mind is continuing to go, or I can book a spontaneous trip or go and play, have an adventure, do something that's keeping my mind busy, that's something new, and I come back feeling so much more refreshed, even if it's more work and time to get to that point, if that makes sense.

So it's all a change in just noticing, like, what is giving me energy and what's depleting my energy? It's the same with people. Who gives me energy and who takes energy? And that doesn't mean that I don't like that person. That doesn't mean that I can't ever be around that person. It just means that I need different people in different quantities in my life. That's all it means.

But other people may make it seem like something different; you just can't buy into this big meaning behind it, the label behind it. It's just what do you

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need in your life? Everybody needs something different and understanding that and having compassion for yourself and for others.

What I also noticed when I feel depleted on my energy is that if I 'm sitting working on tech, when I am, like, working on details, little details, lots of details, lots of communication, lots of pieces that I have to put into place, I loathe life. It sucks life out of me so quickly. But I get so deep into it because I want a job to get done. I want to start something, then I want to finish it, and then I want to see the results of it.

So if I start something, I feel like, okay, I need to understand it to a certain level so that I can implement it, so that I can test it, so that I can understand what's going on with it, and understand those components before I can move onto the next thing.

But what I've learned and kind of understanding what gives me energy, what provides creative energy, what takes my energy, is that working on that tech stuff and all of the details and the back and forth communication, all of that, it's not my strong suit. And if I'm in that, in that moment, like I said before, I usually try to say, you know, clear my calendar, I need to work on this or this is what I need to focus on. And it's like hell.

It's like, oh my gosh, I get so overwhelmed and I feel like there's just so many things to do. And then, almost always, I have appointments. So it's not like, clear my calendar, that's so easy; not in today's world. I usually always have appointments mixed in there. And even if I'm loathing having to switch gears and go onto an appointment, when I meet with a person face to face, when I'm in appointments, when I'm in presentation, when I'm helping other people, when I'm listening to what someone else's goals are and I'm helping them find a solution to that, that's where I get energy.

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So what I used to think takes my energy is actually what gives me energy. But I still have to be mindful of how much because if I was meeting with 12 people a day, I would be exhausted. My life would get sucked out of me.

But I know, like, what my magic number is so that I can feel energized and I can go into each of my meetings feeling like I'm on fire, feeling confident about my delivery, feeling energized, and people can feel that. They can feel your confidence. They can feel the confidence that you have and what you're selling in yourself and they can feel the compassion that you have towards them and understanding that you truly do care about whatever it is that their needs or their goals are.

And so regardless of how tired I am sometimes, like, if sometimes I kind of hit a wall, I notice that if it's like go time and I have to get face to face in front of someone or I have to get out there and perform, that is when my energy is the highest. And oftentimes, it snaps me out of whatever funk that I'm in.

So what gives you energy? Those are some examples of what I've found. And, you guys, this has taken me years to understand and to figure out. So it's not always about a label. I love personality tests, like I've said before. I will take all of them. I have taken the StrengthFinder and the Kolbe and the DiSC and every assessment you can find, Gretchen Ruben's and Denise Duffield Thomas's on money mindset and clearing money blocks.

I've done all of them. And what I've learned more than anything is that you can't use them as a tool to make you weaker. You have to look at what the strengths are within them and not label yourself but take all of the little pieces and be like, that makes sense, how can I apply that that will help me in my world? Versus, like, this is a hard line, this is who I am and nothing else can change it because this is what this assessment said about me.

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So I understand what my friend is saying about this, but I do still believe that there's a lot of power in understanding what our strengths and our weaknesses are, learning about who we are. And it doesn't always come from an assessment. It comes from learning and growing and understanding what gives us energy, what takes our energy, who gives energy, who takes energy, what we love to do, how we work best. It's the same as time-blocking. It's the same as anything and everything.

I used to try to be so rigid with my time-blocking, but how I work best is being able to say, these are the things that I need to do, and being able to kind of move those blocks around. So although I really love to have structure, I really like to have flexibility within that structure because if I say at 8am I'm recording a podcast and I don't feel like recording a podcast, it's not that great.

So it really is being able to say, I have the energy to do this or I want to do this now, hey, I have to rock out a this or a that – and sometimes, you can't do that with clients face to face, so you have to find other things that can ramp you up. Maybe it's music. Maybe it's doing some meditation. Maybe it's a certain way you prep for a big important meeting. Whatever it is, you may have to get yourself hyped up and pumped out about the things that you don't want to do in that moment.

I think about that a lot. Like, if I open up my calendar, I think gosh, I wish I didn't have to do this today, or I wish I could just reschedule this meeting, or maybe I can push it to a different day. There's things that you can't always push. We have to learn how to perform in our best state. You can change your state like that, as Tony Robbins says, you can change your state immediately, you just have to understand what gets you in a good state.

Gratitude gets you in a good state. Thinking of all of the things that you're grateful for, your goals, going through whatever, like I said, mantras or

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different rituals that you may have when you go into meeting, working out, moving your body. That always helps me too if I'm really down and in a funk, like, making myself move, getting my body moving, that helps tremendously. Music can help. All of those different things, it's just paying attention to what works for you.

There's so many different tools to get yourself into that state and being able to get yourself into that state no matter where you're at, but also just being really, really mindful of what gives you energy because being mindful of that is going to give you answers in terms of what are your strengths, where is your creative genius, what is your zone of genius? That's what's going to allow you to see those things a lot clearer versus being like, I don't know, what's my zone of genius? I need to figure this out in order to be successful.

It's just being mindful of your day to day, that's all it is. It's being mindful of what gives you energy, what makes you happy, what type of work you love doing. In business, you're not going to be able to do all of the fun things all of the time. There's many things that we have to do that we don't want to do, that we don't like to do that we have to do anyway.

So how do you make it better? How can you make it more enjoyable? How can you make it so it's not the end all be all and it ruins your life and your day? This also goes into this whole notion and understanding of finding your passion and your purpose, right?

There's so many of us that I feel have gotten obsessed with this notion. And it's very fascinating to hear opinions around this topic as well and the fact that you take your hobbies, you take your passions, you're trying to find them and you create them into a business and then, all of a sudden, your love for that passion kind of goes out the window because it's the things that you don't want to do in creating a successful business.

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It's the hard work that goes along with it. It's the bills that go along with it. It's the long hours that go along with it. It's all of the problems that also come into it versus it just being a fun hobby. So creating – I'm not saying don't go and find your passion and your purpose. It's really great to find the things that you're great at and to find your area of genius, but you can do that by being mindful in your day to day and understanding what brings you energy and love and gratitude right within your grasps, what you already have, what you're already doing. How do you grow that even more abundantly?

So, whether you are a quick start or a fact finder in the Kolbe, whether you are an innovator or a maverick or a celebrity in Denise Duffield Thomas's Money Assessment, whether you're a high I or a high D, it doesn't matter. It's just being mindful of what brings you energy into your world and some of those assessments you can use them, but just don't label yourself. Whether you're an introvert or an empath, understanding what those things are, so powerful, so important, understanding the tools that they can bring and the light that it can bring into your world and helping you create it into a superpower, but don't allow it to enable you and do the reverse of what it's meant to do.

So, taking them in, being mindful, learning from them, and then just being present in your own world and understanding what gives you energy – play around with it. Explore. Go have fun. That's the best way to find the answers to some of these things versus sitting there and trying to figure your life out. I've done that many times too.

So, I hope that you guys enjoyed today's episode. Whether you think assessments are great or not or labeling or whatever, we all have different opinions. And honestly, this episode was more about understanding what other people's opinions are and taking that into consideration as we all journey on this way.

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So, I hope you all have an incredible week. Be mindful of what creates energy in your world and follow along, if you guys don't already, on Instagram, @brookekeeling_ - you can find us there.

We are going to be doing lots of fun things. And in fact, we are likely in Savannah, Georgia when you are listening to this podcast. And in addition, we will be running out live edition of our Made to Get Paid academy starting at the end of the month. So if you have any interest in getting into an environment that is going to help you create more deposits in your life, in your business, and kind of give you a roadmap to that, we have a couple of great options; self-study options and also group options that give you some support over a six-week timeframe and make some big moves in your world. So you can check that out as well. All of the details are in the show notes.

I hope you guys all have an incredible week and we'll see you soon.

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.