

Ep #86: 2019 Reflection Exercise



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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 excited as always to be here with you guys. I'm going to guide you through this episode, and give you some things to think about, a little different than some of the episodes that we've done in the past.

But as our year comes to an end, and we've been talking so much about goal setting and how to make, you know, big shifts in your mindset, in your business, in your personal lives, setting yourself up for success in 2020. One of the things that I think we often forget is really taking a look back on what the year has brought.

And this is something that I have loved doing in my businesses, and in my life, over the last few years. And it allows me to have so much perspective, and love, and gratitude, as I move on into a new direction. And I think it's really, really important, because we can get so caught up in what's next, what's next, what's next? Or, I'm not there yet. I'm not happy with where I'm at. I didn't hit my goals.

And it's almost, like, it can be a deflating and depressing time, because we don't take the time to acknowledge how far we've come. So often, it's just onto the next thing. And so today, what I'm going to do, you can grab a notebook, grab a piece of paper, come back to this, download the show notes and go through this on your own.

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But I'm going to take you through a real simple little guided process, to hopefully give you some perspective on what has come out of this year. Whether it was a really great year for you, whether it was a really tough year for you, I know that there's good that likely came from it. And when we focus on those good things, we can build on them.

And I have said, for several years now, and I talk about this a lot, is that we can look at our failures, and we can look at what we're not, and we can get really down on ourselves. Or, we can see them as negatives.

And I truly believe that you're going to learn more, always, from the failures, from the hard times. That's what makes you grow. And so giving love to that area, and also realizing what you've been through, and giving yourself some grace, it's such an incredible and empowering exercise to do as we move on into the next big things in our life.

So, we are going to recap together. I'm going to share some of the things that have come up in my world that I'm grateful for, doing this exercise right along with you guys. Giving you some inside deets on what my world has looked like in 2019.

And as I go through this and guide you guys through this, I want you to think about this within your own life. What this year has brought, the good, the bad, the ugly. What you're grateful for, and be able to really step into this next year feeling love and gratitude. So, let's get started.

The first thing that I want you to focus on and think about is, what were some of the best things that happened in 2019? What were the highlights of your year? Now, again, the year can go by so quickly, for so many of us. I think that every year that passes, it just gets faster and faster. And it's time right now to like take some time and slow down and reflect, and think about all of the good that came into our world this year.

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Now, what I find sometimes, when I think about these bests, of course I have some really great highlights. Finding out we were pregnant was a best. The end of pregnancy is not the best. Spending New York City with my husband, over my birthday, for a long weekend, that was amazing.

Doing an incredible photo shoot, working with incredible people, Elsa Isaac, and as a stylist for the first time, it was such an experience. Gregory Patterson, hair and makeup. That was such a highlight of my year.

I had some really great personal goals that I hit as well this year that revolved around my family, being able to give some experiences to my daughter. Moving into the house that we live in, that was a huge highlight of the year. Just little things, too. They don't have to be big things. They can be little things as well.

But what comes up when I think about some of the bests also, they can be really happy times. But there are times that I vividly, vividly remember in my business where I thought everything was coming crashing down, in my life or my business. Either being really stressed out, things not going the way that I have wanted them to go, or I had wanted them to go. Team members coming, going. Restructuring business. Deals falling apart, coming together.

There's a lot of the hard stuff that I can look back at now, that happened maybe six months ago, where I was like, "Why is this happening?" That I can see so clearly now why it did happen, and give gratitude for it.

So, when I think about all of the good in 2019, when I think about all of the good over this past year, the highlights the best moments, they're not always these glamorous moments. They're also the moments where things fell apart so that they could come back together. And so, don't discount some of those harder times that you had in your life. Because I promise, if you can give it some attention now and see how far you've come, maybe

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you felt really lost, and now you feel like, "Okay, I'm back on track. I'm found."

Whenever I feel lost, it's just a place that you're in. Usually, it's a new path, it's a new direction, it's you having to figure out a next level of breakthrough. So, don't discount some of the harder times that you had this year, too. Rather than just feeling like, "Oh, this year was such a struggle." How did you grow from it?

So the first thing that I want you to think about within your own world in 2019, what were the highlights? I want you to make a list of all of the best moments, the best experiences, the highlights of 2019.

Now, building on that, this is an easy one, especially if we're building into some of the hard times, some of the failures. What lessons did we learn over the course of this year? What were some of the biggest lessons that you learned, and how did you grow from them?

One of the biggest lessons that I have learned in my business over the last year, maybe even two years, is – for those of you that have followed along for a while now, I have multiple businesses. I built my real estate business eight-and-a-half years ago, from ground up. It was my only business. It was my only baby. I had a lot of attention for it. I had a lot of time to pour into building up that business.

I learned all of the things from scratch, and I built a really incredible team and business dynamic. Now, since then I've continued to build on to that. And now I have an investment business that we launched within this last year. And I also have *Love Your Living*, which we launched slightly before that. And so, I had two baby businesses that I launched, almost within six months of each other.

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One of the biggest lessons that I learned with that is, you can't just outsource everything. Your business, especially in the beginning, it needs you. It's an infant. It is, you know, the baby that I'm having. It's an infant, it needs its mom. It needs that nurturing of that one person to survive.

And, as I built other businesses out, I thought I could leverage my money versus leveraging my time. And there's a fine balance between that and expectations. And one of the big things that I've learned in my businesses is, I don't want you to discount what lessons you've learned in other areas of your life.

Because there's so many patterns that we can see, as we go through different experiences. Whether it's relationships, if you have been through a couple of relationships, and maybe they're not working out, there's patterns to all of that. There's patterns to the habits that we have and the outcomes that we either achieve or we don't achieve, based on those patterns and those habits that we continuously are in the cycle. And so you almost have to, like, break a cycle.

But the first thing that you have to be able to do is recognize those patterns. And so, for me, when I started stepping out of my real estate business a bit more, and building into different businesses and challenging myself in different ways, I discounted a lot of the things that I learned in real estate. Thinking that those things wouldn't help my other businesses grow. And that was a really hard lesson.

If I could go back now and redo that, I would look at all of, you know, the struggle, the training that I had to do, the knowledge that I got within that business, and I would apply more of those techniques, and that strategy and mindset, into the new businesses.

Because my mindset was just so different going into it, thinking where I was starting, and maybe I had overcome certain phases of business and you

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can't skip certain phases. Every business has different phases in it, and you have to start at the infant phase.

And so, that's a really big lesson that I'm starting to recognize right now is, trusting yourself. It truly is trusting yourself. It's not, you know, relying on other people to build up whatever your vision is inside. Like, you have everything that you need, right within you.

And having guidance, having coaches, having people that are helping you strategize and put plans in place is really, really great. But only you are going to know the answers to certain things within a business, especially in the beginning.

And so that's a really, really big lesson that I have learned, and has been a huge awakening for me this year, is being able to take all of the sweat and tears, and hard work and long days that I built into my real estate business, into my other businesses. You know, going and taking some of those tools, and also the confidence that I now have in different areas, and being able to believe in myself, in my own efforts.

Because when you start something new, whether it's a new relationship, whether it's a new whatever, again, you go back to those patterns. And so, seeing that loop come full circle has been such an aha for me.

And, I've seen said this with all my businesses now, but when you're in the moment and you want help, and you don't know where to go, and you feel like you're just banging your head against the door, you're looking for external answers. And you have to look deeper within and trust yourself, and find that, like, compass, that North Star, and those answers within.

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Again, I have so many mentors and coaches, and different groups that I have, that have supported me through all of this, but it's a common theme, as well.

So, lessons. What lessons have you learned over 2019 that you can really give thanks to? And, learn from? Not feel defeat, but learn from. So any struggle, any problem that you've had, one of the best techniques that I've used in this, because oftentimes we like to just shove them down and say, "Oh, gosh, that didn't happen." Or, you just want to forget about it. We can always learn from our failures.

And so, what lessons have you learned? What can you take that's good from that? And then you just release it. Don't carry on this feeling of, "I'm a failure. I'm not good enough." Or, "I don't have what it takes." That's not true. You have everything that you need in order to create the life, the business, the money that you want in your world. And so, you have to let go of that other shit. Take what you can learn from it, let go of everything else. So, what lessons have you learned?

The next thing is to really check in with yourself. Check in with yourself, and really allow yourself some space to understand where are you at? How are you feeling? How are you feeling as this year has come to an end? Are you feeling resentment? Are you feeling stressed? Are you feeling enlightened? Are you feeling disappointed in yourself, that you haven't achieved whatever it is?

Like, what are you truly feeling inside of yourself? Without just, again, saying "Okay, that was this year. I'm starting over at a new year and everything's going to be roses next year." That's not how this works. So, you need to really, really, really give yourself some time, to allow some of the deeper things to come out, so that you can feel where you're at right now.

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Now, as I've worked through my goals and understanding where I'm at, I mean, every year is, like, mind boggling in terms of how far we've come in one area or another. And, I talked about where our focus needs to be, when we were working through goal setting and visioning, and what your focus needs to be for 2020.

So, as a new year comes along, my focus might be very, very different than what your focus may be. My focus may be scaling, where your focus might be productivity or profitability. So, understanding where your focus needs to be within your business. Is it growth? Is it really getting clear and getting things running like a well-oiled machine, and being focused on things?

So, understanding where your focus needs to be is huge. But tuning in first and understanding, like, what you are feeling, and what this has brought into your world, is so helpful with understanding and recognizing where you need to focus.

So, as I was writing out all of my goals and structuring my businesses and understanding what we need within our businesses, our big goal this year is not to scale. The last couple of years, we've scaled and we've scaled really fast. We've built new businesses. We've built a massive team. We've, like, made cuts to our teams. We've tweaked, we've made changes. And now, it's really getting lean in terms of what we need in order to be extremely profitable and productive.

So, where does my focus need to be in my businesses? And, this year coming to an end, the last couple of years in my world have felt chaotic. They've felt unorganized. And, so I know that I need to really take a step back and get myself in a place where I'm feeling really good and confident going into the next year.

And that doesn't involve piling more on. It's actually working with the foundations that we already have. And really, really getting our businesses

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running as effectively and efficiently as possible. So, although we're scaling our businesses, and we're growing our businesses, it's in a different way, than adding additional pillars to our business, or adding five new team members to our business.

We already have our foundation built. And now, it's just really focusing on getting everything in order that we need to, to run as efficiently and effectively as possible. So, one of the things that's going to help you and to really give you some insight here is, what is that stuff that you're carrying? What is that stuff that you're feeling right now? without just masking it and saying, well, there's new year ahead, and I'm just going to burn this year down and ignore what I'm feeling.

Because if you ignore it, and you don't address it, one, you're blocking the energy that you want in your world. But two, you're going to take that right into your next year. So acknowledge it, write it down. What does it feel like? How does it make you feel? And by doing that, and just getting curious and allowing that to come up and out, you're going to be able to get so much clearer on where your focuses need to be for 2020. And what you need the most.

Now, building on this, and building on what I already talked about, is, what do you really need to let go of? Maybe, for you, it's a mindset. Maybe it's a relationship. Maybe you need to clean out your wardrobe. Letting go of what is no longer serving you is one of the most powerful things that you could ever do.

Because otherwise, again, we build off of those negative feelings that we have within us, and that self-doubt comes back tenfold. So, say you set out to achieve this goal, and you didn't hit it. You didn't make it You didn't even come close. Maybe you tried a new structure within your business, and it flopped, big time. Maybe you hired someone and they didn't work out.

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And through all of this, you're building on, "I'm not a good leader. I don't know how to run my business. I am not good with money. I don't have what it takes to hit my goals. I don't have the resources. I'm not good enough." And you start building on these things. And then, as you find new opportunities that come along, those self-doubt thoughts come right back into your mind, and they affirm why it is that you're not going to achieve this next goal that you set for yourself.

So again, you're building off of this. You take this into 2020, you're just going to build off of this. The second that you don't hit that first-month goal in January, you're going to say, "Well, shit. I guess this year's done. I'm not good enough. I don't have what it takes." And so learn from what didn't work out. Learn from those negative feelings, and change that mindset around.

Know that you do have whatever it takes. Know that sometimes our goals just take a little bit longer. Oftentimes our goals take so much longer than what we think or what we want. And when things start to get hard, those thoughts start to come back in. Those negative thoughts of us failing previously are all of the reasons as to why it's not going to work, versus all of the reasons why it is going to work.

I'm going to give you a perfect example. I have a team member that's on my team, and they didn't hit their goal this year. And they didn't even want to see their goal. I see this a lot, too, with finances. You don't even want to look at it, right? You don't want to open up credit card statements. I don't, sometimes.

You don't want to look at the things that you don't want to look at. You don't want to look at where your numbers are at. You don't want to look at how bad you're failing. And, what happened, what happens during any of this, is that you just keep pushing it down and putting blinders on. And you're blocking what it is that you really want.

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Rather than being able to say, "Hey, guess what? I got this. This didn't work out." Or, "I had a bad month. I didn't hit my goals this week. And that's okay. This is where I'm at right now. I'm going to grow this." So acknowledging whatever it is that you need to acknowledge, versus just pushing it down deeper and deeper into the hole, or ignoring whatever the problem is.

So, learn from it. Learn from what you can learn from. So, example again, this team member of mine didn't have the best year, and was really unhappy with how the year ended and disappointed in themselves. And rather than getting down and being disappointed, what can you learn from it? What can you learn from it?

The lessons that were learned from this lesson was, guess what? The year before was a phenomenal year. And, it got a little too comfortable and easy. And so then, they stopped doing the work that they know that they needed to work. They stopped doing the work that they did previously, to get them to where they were at. And slowly, they started to see that negative momentum within their business.

And then, they started having resentment towards other team members. They started having resentment towards looking at where they were at, and being able to understand, this is where I'm at right now. All right, this is okay. I'm going to keep going. But instead, it was just like, "I'm just going to ignore that this is here, and keep moving through."

And so, it was really powerful. We didn't end the year in a negative place. This person still had an incredible year. However, it allowed them to learn those lessons from this year. The lessons that are painful sometimes, right?

Because oftentimes, again, as human beings, we don't make change in our world until things get painful enough. We don't have the self-accountability

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to hold ourselves accountable, to make something happen before it hurts enough, right? So we wait for it to hurt just enough until it gets so painful, and then we make some changes.

And so, as we talked about goals for my team member this year, it's just, what could we learn? And already, they've already hit their January goal, the beginning of December. So, it's just having that clarity and learning from those lessons, rather than saying, "I'm a fucking failure."

So, let go of what you need to let go of. Let go of the negative thoughts, let go of negative relationships, let go of a feeling that maybe you're carrying with you. You need to let go. Learn from them, let go of the rest. Don't carry it on into the new year. So, what do you need to let go of?

The next thing is getting organized. So, I have had so many questions, because my audience is women. A lot of women that are juggling having their own businesses, entrepreneurs also raising families or wanting to raise families, or really high producers, we're really busy women.

There's a quote that I love that Reese Witherspoon said recently, and she said, either her or her mom, I don't know what, whatever it was. She said, "If you want something done, ask the busiest woman you know." Because we always get shit done, right? If you want something done, ask the busiest woman you know.

And, one of the things that has come up a lot and people are asking me a lot of questions on is how to stay organized and not feel overwhelmed. Not allow overwhelm to set in. Now, I was getting my hair done recently, and I love my hairdresser like crazy. And she's a new mama. She owns her own business. She's incredibly talented and creative, and she's growing her business up.

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And, it made me laugh, because as I was sitting in her chair, she said, "I just want to cry for you. I just literally want to cry for you. I don't know how you do all the things that you do." And a part of me just laughed. I was like, oh my gosh, I should be recording this conversation.

But then I'm thinking about it, and it's like, you don't have to cry for me. Because what I've learned over the years, one of the things that I've had to learn over the years, and I continue to learn, is how to manage my time. It's understanding what I really want in my life. It's understanding what I really want in my businesses, and being able to provide myself with whatever it is that I need, to set me up for success in those areas.

Now, I'm not saying that I'm perfect. I am not perfect. I have a long way to go. I have chaos in my house. I think I don't do well when things get too quiet. I always, like, add more to the fire when things get a little bit too easy. And I think that's what has always allowed me to continue to grow.

My mom is always telling me that something's got to give. You can't keep doing this, right? Everybody's mom does, because they love you. But the reality is, I'm creating and I'm living a life that I really love. And I also don't want to look back and say, "Well, I didn't do that because it was too hard. I didn't want to, you know, put that much pressure on myself."

Or, you know, I love animals. "I don't want to have all these animals because they're too much work." I don't ever want that, because the joy that those things bring, although yes, it's responsibility and it's work, is far greater for me than not having it. And so, I don't ever want to regret. I want to go for life.

I want to say yes to all of the things that make me happy, that fill me up with love, rather than just thinking about them. And thinking, "Oh, well, that's going to add a little bit too much work or too much stress." Or, "That's going to be too much money." And that's how we continue to grow.

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But what has allowed me continue to grow is organization. And it's one thing that I feel that I've lacked a little bit over the last couple of years, with being a new mom and managing multiple businesses and a household and renovations and animals and all of the things.

And so, one of the things that I am committing to – I used to be so organized. Like, so incredibly organized. But one of the things that I have really committed to is ensuring that my business is in good order, not only weekly, but monthly. And so, each week scheduling out time where you can tidy up whatever it is that you need to tidy up in your workspace and in your life, so that you feel good about wrapping up a week and starting a new week.

It's the same as a year, right? So, for example, Friday, four o'clock, my nanny leaves. I am in mama mode over the weekend, regardless of where I'm at. Now, there's been many times where I still have 400 emails in my inbox. And I have to say, you know, "Guess what? Monday is just around the corner."

But, this year, one of my goals is to get a lot better at actually dedicating time at the end of the week, to tidy up my work week, to ensure that all of my papers are organized. That my key focuses for the following week are all written out, so that Monday morning, I know exactly what needs to be done, where I left off. I don't have stacks of mail piling up at my office. All of those things.

And the same goes for a weekend, as well. Just try this out within your own world. I promise you, this is life changing. So, so many of us go through the weekend and it's like Sunday morning. I talk to a lot of people that dread Mondays. I actually don't dread Mondays anymore. I love Mondays. I love getting back into a routine. I love getting back into work.

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However, what you do on a Sunday is going to greatly impact how your week starts off. So, you know, either doing some meal prep so you have healthy food in the house. Having a good, healthy meal on a Sunday night.

Not going to bed after drinking beer or wine all day long, so you're waking up groggy and lethargic and like, "Oh my gosh, I need another day to recover." Maybe that's not how it is in your world, but I live in Wisconsin, after all. And, Sundays are a big day for drinking and doing all of that. And so, setting yourself up also on a Sunday to go into the workweek feeling like a rock star.

So, what do you need to get organized? This is one of the biggest areas that will help support you feeling less stressed, feeling less anxiety, feeling more in control. It is giving yourself the time and the space to get your life organized and set up for success.

There's magic in this whole Marie Kondo thing for me, when I first watched it this year, I was like, just clean your shit. I don't get it. Just clean up your shit. But the reality is, is our lives are really busy and we get behind on all of the things if we don't schedule them out. So, figure out what you need to support yourself.

Your life should be scheduled out just like your business is. You have work hours in business. Maybe you have a couple of days, a couple of hours each week where, again, you're working on just getting yourself organized and feeling really, really great. And if you haven't done that this year, now is the time to do that.

Get yourself a new planner. I just ordered myself a new work bag. I was carrying around a bag for appointments that was, like, all ratty and, like, the handles were coming unraveled. And I'm like, Oh my God. Like, this just makes me feel like crap. It was, like, full of just junk. And so I was like, this

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has got to go. I've had it for two years. It was a cheap bag, because I throw my bags around all the time, especially if I'm on the road in real estate.

So, I ordered myself a new bag. I got myself, my planner, all organized. Got tech stuff organized. Clean up your computers. Get a new computer case, if you need a new one. Mine was all scratched up and dinged and, you know, from dropping and all that.

So, get yourself set up. Get yourself organized. Get your mail gone through. Get your bills gone through. Get your taxes organized. If you're in a business on your own, and maybe it's time to do, like, a reevaluation with your CPA or your accountant, just making sure that everything is in order going into this next year, that your taxes are prepped.

Get your quarterly taxes set up, so you know what's to come first quarter, or second quarter, or third quarter, or fourth quarter. Make sure your financials are all organized. Clean out your inbox. Clean off your desktop.

It's hilarious when my husband uses my laptop for anything. He's like, "Oh, my God." Or my phone, oh my God. "How do you function? You have 57 unread text messages on your phone. Like, what is going on right now?" Or, you know, the hundred tabs that I have open over the last three months on my laptop computer, whatever it may be.

So, get yourself organized. I promise you that it will make you feel so much better going into this next year, and you'll have so much less stress, so much less anxiety. You'll be able to see clearer in terms of what needs to be done in your business, because you're not seeing all the chaos around you.

Your surroundings, your office space, your car, your closet, your vanity, your bedroom, your exterior surrounding is a reflection of what is on the

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inside. So, maybe you need to do a little upgrading as you're going through this as well. Getting yourself feeling really good and surrounded by things that fill you up with beauty and joy and cleanliness, so that you can make more space for more things that you want in your life, versus more of what you don't want in your life.

So, that is an instant game changer, is just getting yourself organized. Make yourself a list. Knock it out. Turn off your computer, put on some good music and just rock those tasks out, and you will feel like a new person with, like, 1,000 pounds off of your shoulders. So, get yourself all organized and set up for the year to come.

And then the last thing that I want you to think about, and I've mentioned this word a couple of times. It's a huge part of my life, it has been over the last four years. I was so lucky enough. I was just doing a Peloton ride recently with Robin. And she said she doesn't believe in luck, but she believes in miracles.

And it got me thinking about this, because I do think that we all create our own luck. We absolutely create whatever it is that we have in our life, whether or not we want to acknowledge that or not. The good and the bad, the shit shows, the wins, all of the things that we have in our life, we have created it.

And, I do believe in miracles, and I think that having this idea of being lucky on purpose, our lives can be lucky. But they're not lucky by chance. It's luck on purpose. And a few years ago, I had the lucky, quote-unquote, opportunity. I was so lucky to go to a Tony Robbins Life and Wealth Mastery on one of Fiji Islands. And, it was the most incredible experience.

But, leading up to that, I was freaking out. I had spent a shit ton of money. I was like, "What the hell are you doing? You're taking all this time out of

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your business. Who do you think you are? Like, you can't afford this." All of the things that go on.

I talk to people all the time about coaching, and our Masterminds especially, and people are freaking out about the money. The reality is, you guys, is we create our own luck. Saying yes, saying no, how we react to opportunities, investing in ourselves, that is what creates the luck.

Looking back on that now, I don't remember the stress, unless I really think about it. I can remember it. I can vividly remember sitting in my bed thinking, "How the fuck am I going to pay for a plane ticket?" And being totally stressed out about it. But guess what? I figured it out. I found a way, I figured it out. I said yes, I found a way, and I figured it out.

And not only did I go, my husband went, as well. And that experience, investing in ourselves in that experience, and just trusting it and going for it, changed our lives forever. Those are the things that are creating luck in your life.

And during that conference, where I'm going with this, is that I learned so much. Life Mastery was such an incredible conference, because it taught me so much about setting your life up for success. And it's not, it wasn't business. it wasn't business strategy. It was healthy habits. It was getting your mind and body in alignment. It was exercises on gratitude and spirituality and detoxing.

Getting your body to a place where physically it could perform at its highest capacity, and truly understanding how and why. The how and the why behind it, and why it's so important. And, your mind as well. And one of the exercises that we did, and you can look this up too, this is actually, he does this at UPW, if you've been to any of his events.

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But he does an exercise called priming. And it just rewires all of the different energies within your body, so that you can kind of take a timeout. So, the next time you're feeling stressed or anxious, go google "Tony Robbins priming". You can find a five-minute version or a 15-minute version, and go through his priming exercise.

But one of the things that we learned in that conference is gratitude. And, really, self-care, at like the highest level. Like, they had an incredible spa with all of the local people there serving you. Just the most incredible services, and indulging in yourself and in life, and taking in all the beauty around you.

So again, it wasn't like this business side of it. It was really, if you want a thriving business, there's so much more to it than strategy. So, so, so much more. I used to think it was always strategy, it was always numbers, it was always, you know, just the hustle and the grind. But what I've learned over the years, whether it's Tony Robbins, or some of the other life coaches that I've worked with, is that there's another piece of it. That you will never get to the success that you want, unless you learn the foundation of the life aspect of it.

And one of the biggest tools that I use in my world, and that I have since then, is gratitude. Some of the exercises that we did to prime myself for the day, I still use in today's world, I still use every day. I take pieces of different things and put into my own morning routine.

But one of the things that has been a constant in my husband and I's life, and we'll just be walking, we'll go on a hike and say, "Hey, what are you grateful for? What are five things that you're grateful for?" And it gives you this whole different level of appreciation for life.

And whether you're doing this on a daily basis, a weekly, a monthly basis, right now, I want you to think about, what are you grateful for? What are

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five things? And for extra credit, keep going. Write a huge list. It can never hurt to have too much gratitude in your world. Give gratitude to all of the things that you're grateful for that happened in 2019.

Maybe there are people that came in and out of your life. Relationships, new family members, hard times, failure, fear, experiences, a home, a car, a new job. Whatever it is, write down what you're grateful for, the relationships that you have in your life. And that will set the tone for your 2020.

So, I want you guys to really take some time. I gave you some good examples around these, but what was really great in 2019? What are some of the best highlights of the year? What are the lessons that you learned? What are the takeaways, good, bad? What are some of the things that you're feeling in your body right now that maybe isn't that great, that you're not happy with? Maybe the goals that you didn't hit, the health level that you're not at yet, the spiritual fulfillment that you need to work on?

Some of that stuff that you're just really not happy with in your life, write it down. Tune in to your body, feel that negative energy, so that you can let it go. Learn from those experiences. Learn from the hard times, learn from the struggle within the year, learn from what didn't work, and let it go. Take the positive, what you can learn from, let go of the rest.

Get organized. Get yourself organized for the year ahead. Make space. Make space, don't hold on to things that are no longer needed. I just, like, threw out three garbage bags of stuff, and I just moved within the last year. And I have a totally different perspective. I used to hold on to things because I didn't want to be wasteful, because I didn't want have to go out and buy more things, or whatever it may be.

But now, I see it as a new opportunity to fill my life up with upgrades. Fill my life up and make more space. Even if it's, like, I can't afford what I really

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want right now, or whatever it may be, make space for it, and you will see how quickly things will come into your life that you want. But if you have a bunch of junk and shit and clutter in your life, in your work, on your desk, in your heart, you've got to get rid of it. Get yourself organized.

And then I want you to end with gratitude. What are you grateful for? And I'd love to hear from you guys on what you're grateful for, too. I love always hearing from you. But gratitude is an incredible practice, that make it a part of your daily, not just at the end of the year, at the end of the week or at the end of a month.

If you're having a bad day, if you're starting out your day, and you just want to start it out with more love and more wins, gratitude will help you do that. So, write down the things that you're grateful for in 2019.

All right, you guys. I hope you enjoyed this episode. Take some time for you. Take some time to just woosah, reflect on 2019, as you enter into the best year yet, always, and those big goals that you have planned out for 2020. I'm here if you have any questions.

Check out our Masterminds, if you don't already have a squad yet. We have two Masterminds that we're running this year that I couldn't be more excited about. So, you can check out and apply in the link below to see if it's a good fit for you, to get yourself supported, to make some big shit happen in 2020. So, we will see you all next week. Thanks for tuning in and have an awesome week.

Are you looking to scale your business to multiple six figures and seven figures in the next 12 months, but growing your business feels more like a death sentence than something that lights you up? You're constantly feeling like you're doing the tasks, you're working, you're showing up, day in and day out, but you feel overwhelmed and tired and all over the place. You feel like you're on a merry-go-round with no stop anytime soon, and

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you're almost doing all of this work to take one step forward and three steps back.

You guys, I have been there. And after building, growing, and scaling three multi-six-figure and seven-figure businesses, I know what it feels like to have a dream and a passion that grows beyond measure, and to create a legacy that makes an impact; your dream. But it's not always easy going to the top alone and neither is it any fun.

So, if you have big goals over the next 12 months, let's team up, I would love to chat with you. I'm now accepting applications to help a handful of powerhouse women break through and scale in the most fun, sustainable, and stress-free way possible. So, click the button below to apply for a breakthrough session today.