

Ep #90: The Surprising Place Business Growth Can Come From



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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 *Love Your Living* podcast. I am your host, Brooke Keeling, and excited to be back with you guys at the beginning of a new year. As most of you know, I am just diving back into work and life after a short leave with my son Draper and having some time out of my business for my maternity leave that I had, and just diving back into things.

So, one of the topics that I really wanted to talk about today is there's been so many things that have come to me over this time that I've had out of my business, and it's such a reminder to me when you hear of people talking about the concepts of taking time out of your business, and finding balance, and finding happiness, and your purpose, and passion.

It's so easy to, I think, sometimes be dismissive of some of that stuff, but also it's hard to understand when you are in it, when you're in the business. When you're in the grind, and the hustle, and the day-to-day, it's really hard to understand how to apply those things to your life.

I'm beyond grateful to have been able to take time out of my business yet again with my second child. My biggest intention with taking time out this time around, my life is incredibly different in very different areas. I'm in very different places than I was three years ago. So, being able to look back and see how far I've come in three years, how drastically my life has changed in three years from the birth of my daughter, but also just how much I've grown personally.

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My businesses have grown, of course, as well, and my life has changed, but the perspective that I have on life is such a different, drastic change. So, my intention going into this absence of work is one, of course, to be present with my baby. I wanted to be fully there and in the moment, and not thinking about anything else. It's one of the biggest messages that I'm trying to give a lot of you other mommas out there and business owners. I have a lot of friends that are having babies right now that are also business owners for the first time and asking, "Did you take time off?" How much time did you take off? What do you recommend?"

It's one of the most precious times in your life, and it's one of those things that I feel like if you don't take the time off, you would regret it down the road. So, it's so, so important, and it's just a reminder that all of these areas of our life, it's so important to be as present as possible.

So, aside from being present, and being there, and just being a mom and taking it all in, taking all those first things in, I also had an intention of just really allowing myself to feel and see what came into my world, like in my subconscious. What are some of the things, business ideas, and life ideas, and just being able to truly feel out my life without the pressure, and the busyness, and all of the to do's, the stressors that work brings into my world as well because when you are fully in it, there's so many things that you have on your mind. You don't have the space to think.

I've talked about this many, many times, but this 45 days, 30 to 45 days. Thirty days fully, fully out, but then as I'm coming back in, I'm trying to apply some of these things that have come to me. So, I'm probably going to be talking about this stuff for a while with you guys because I know that not everybody has had the luxury to take time off.

I also am surrounded by really incredible women that have kicked off 2020 like rock stars and are already exhausted, stressed out, and just

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overwhelmed with life and business. For me, I can see so much clearer. I have so much empathy too as to, “Okay, how do we figure this out? Or what is missing. Or what insights can I lend that maybe would be helpful?”

It's not only for other people. I hope that I can come back with this specific episode three months, six months, three weeks from now, if I need it, and take my own advice. So, I'm coming at this podcast with a lot of insights and enlightenment that have come to me, and things that I've written down and that I've noticed in my presence that I hope that I can carry with me even during the busiest and the hardest days, that are allowing me to create more of the things that I want in my world and in my life because that's what we all set out to do. Right?

So, first off, if you did business planning and goal-setting at the end of this last year to set your year up for success, one of the things that I started to incorporate a couple of years ago is time out of my business. So, scheduling out quarterly goal-planning sessions where you are stepping out of your business for a couple of days. A day at minimum. You're going somewhere offsite. A day sometimes, for me, honestly, isn't enough. A day away and out of my business.

I have a beautiful spa near me. I can go and spend a day at the spa, but it's not enough to really turn my mind off. When I go on a vacation, for example, it takes me a good two to three days to really click out, and then it takes me a hot second to get my mind around coming back too, but it takes me a little bit. I think I'll practice as well, and it's getting easier and easier, but it's really, really powerful if you have the opportunity to take a few days off and get out of your environment, giving yourself that space to think and breathe.

So, if you didn't do that in your goal-setting, I think that's one thing that will really help with some of this as well, but as I have stepped out, like I said,

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there's so many things that have come to me that I feel like, "Where do I even start with sharing it with my friends, and my clients, and my team members, and how do we implement this?"

It's me implementing it into my own world first. So, as I mentioned, this is something that I hope I come back to, and I listen to this podcast, and I take my own advice in implementing some of these things that have helped me.

So, for me, in my world and in my business, I've set so much structure into my world, and I felt like I've had to do that out of necessity. When Reese came in, before I had my daughter, I was working basically from the time that I got up until the time that I went to bed. So, I had to learn that I was totally in the hustle mentality, and the more that I worked, the more money I would make.

I didn't have or need boundaries. My husband traveled for work, so it was just me and my two dogs, and I loved work, and I loved big goals. So, I literally just worked all the time for probably five years. Then I started to lose this sense of joy, and achievement, and just happiness in my life because that's all I had.

I forgot what I liked to do, and I had to relearn how to turn my mind off. I had to relearn what made me happy. There's a lot of things that I had to reset and relearn because of the bad habits that I had implemented in thinking that was what was going to make me successful.

I don't regret that time at all because it had allowed me to know and learn on my own that money and success alone wasn't going to create my happiness for me. There was so much more depth to it, and all of these learnings have taught me so much in my journey on spirituality, and finding myself, and this bigger purpose and feeling states.

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So, I went from that to having my daughter and feeling like, “Okay, I work 12 hours a day. How do I have a baby too?” During that transition, when I had my daughter, I didn't know what was going to work for me. I didn't have business hours. I had to implement business hours, which was really hard, and I had to do it because I needed to fill in that help. I wanted to be present with my baby and not have to work with her. I didn't want to take her on appointments with me.

So, it was something that I wanted to be fully engaged in my business, but also fully engaged with her when I wasn't working. It's much more of a black and white set schedule. With that, I had to employ someone, and of course, you can't just say, “Hey, I need you at 9:00 a.m., and then you can go home, and I need you back at noon. I need you back at this.”

So, it was a lot easier for me to set business hours, but I had to figure that out. I had to figure out what do I want to work? Do I want to work Monday through Thursday? Do I want to work Monday through Friday? What are the hours that I need coverage, and what's going to be the most beneficial? How do I hire to this?

Just like business, it took me a little while of trial and error. It took me hiring my first nanny, and she was great for six months. Then I decided, “Okay, I need something different.” I didn't know what I was hiring for. Then I switched to family, and I loved having family there because I loved the connection, and trust, and knowing that my baby was getting taken care of by my mom and my mother-in-law, and there was love there.

Then I felt guilt at times, and I needed more structure at times. So, I had to realize for me what did I need? I went back to having someone in my house again that was paid, that was structured hours, that I could control a little bit more and not feel the guilt of either. Again, it took me time to figure that out.

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So, now, with my son, I have those things in place. It wasn't as difficult for me knowing that he was coming. I still had to prepare businesses, and more businesses that I had when I had with Reese. So, more complexities there, and team members, and trying to get everything in a place where everyone felt supported, and business could run without me, and I didn't feel stress there, but I had my household for the most part. I had my household stuff figured out, which was ease, and it was very different.

So, this time around, when I've been able to step back into work a little bit sooner, but I've also had so much more support in doing so, and just trying to pay attention to all of the things that are coming up. Whether it's things that are coming up when I'm frustrated that my clothes don't fit in the morning and trying to give myself love versus being so hard on myself.

My daughter, I was so hard on myself, and my diet, and my body. This time with my son, even though I'm not happy with things, I catch myself and give so much love and gratitude for the fact that our bodies are miraculous, that I've carried two extremely healthy babies full term, that my body is the most beautiful things, that I'm feeding a human baby.

So, some of the things that we can complain about and that we can see the negativity, and there's so much beauty behind it. It's not fair for us to be so hard on ourselves. I've written my Peloton bike up until I gave birth and pretty quickly after. Even with that too, not being able to climb the leaderboard as quick as I want to, or not having my workout clothes fitting me, or not feeling as fit and as strong. Being able to give myself grace and just say, "You know what? I rode my bike today. I gave it my all, and that's enough, and I'm really proud of myself."

So I've learned that I have been so incredibly hard on myself, whether it's a goal, whether it's a health goal, a business goal, setting these massive goals of like only eating X amount or this amount, only eating oatmeal, and

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working out three times a day, and setting these really, really strict and hard goals that are almost unachievable. You can do them for five days, but you can't do it long term.

Giving yourself more grace and ease between it, it makes all of it so much more fun. So, jumping on my bike, even when I don't want to and doing a workout, I found that just saying, "Okay, I'm going to do my best today." I was doing PRs every single day. I was getting better every single day, but it was not because I had this strict, "You have to do this. You have to do better. You have to do two workouts today because you skipped yesterday or you ate a cookie. So, game over. You can start again tomorrow."

So, allowing myself to have a little bit more forgiveness and also self-love has been something that I've been trying to teach myself over the last couple of years, but it's been very, very eye-opening at this phase in my life. I think one has been because of the personal development and growth that I have been open to receiving and trying to learn.

When you hear something or you see someone else doing something and you want it, or you start a new business, or you've decided that you're going to implement something new, or you set a really big goal. If you're like me, you want this download button, and it's frustrating because it all seems so hard. It is hard, but it's hard until it gets easy.

So, anytime that I've started something new, I reached for the mountain top, and it's really frustrating, and it's really hard, and you're pushing that boulder up the hill, and every single day it's complicated. You look at something, and it's like, "Why is this so damn complicated?"

But if you just keep doing it every single day little by little, versus trying to just be Beyoncé right out the gate, you will start to realize that those things

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that were so hard, they all start to make sense, and they all become easier, and they just fall into place the way that they need to.

Too often, I think what we do is we set these parameters around our goals, and it's if then that. If I only eat lettuce for the next five days, then that, but if you only do that through one day and two days, then all of a sudden, you stopped doing it because it's too hard. You're never going to see the results that you want versus trying to create some easiness within your goals and giving yourself some grace to. It doesn't have to be so black and white.

So, that's one of the things that I'm learning. Whether it's in my life or in my business, maybe I can create a little bit more flexibility within my days and not be so hard and rigorous, and maybe that will actually help me move faster towards my goals, and maybe that will allow me to have a little bit more fun as I'm working towards the goal, and maybe I'll find more joy in the work and the tasks that I'm doing if I allow that a little bit more within my life

Maybe through doing that it makes me a happier person, and it makes me perceive differently, and it allows me to communicate more effectively, and it allows me to be more personable, and through that, I find more success, and you close more deals, and you see more wins because in the grand scheme of things, you're happier doing a lot of that stuff.

So, I've noticed that a lot even though I've seen other people doing this, and it's like, "Yeah, okay. I'm trying, but it hasn't quite clicked." It's starting to click for me now. So, that's one of the things that I really, really, really want to continue to implement and notice within my own world, but also take back to my team and help them and my clients, and share with you guys too, is that sometimes it doesn't have to be as hard as we make it.

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This is something that I have been told over, and over, and over again by all of my coaches, but sometimes I don't listen until I get it myself. So, keep going, keep hearing these things, keep trying to implement them, and eventually, whether it's a goal, whether it's a concept, whether it's a way of life, whether it's a belief system, you're going to start to see how they just present themselves in your world, and you're continuing to change, and your life gets better as you're doing that too.

So, some of the other big aha's. I've wrote down a full list here and how they've impacted different areas of what I'm seeing as I'm out of my business. So, again, being out of my business, being out of your business, allowing yourself to take time off, which we think, "Okay, if we just grind it out." I say, "Okay, no vacations this year until I hit this goal." It's hurting us. It's not helping us.

I used to be that person. I'm not taking a vacation. I'm not taking a day off. That's how crazy it is. I'm not taking a day off until I set this many appointments. I'm not taking a day off of whatever tasks or whatever it is. Or if I had a bad month, and I'd say, "Okay, I'm just going to work straight through seven days a week, every single day of the month," and you get burnt out.

We need time out. We are humans. We have to have time to recharge and reset, or we're not going to see it's actually limiting the ability that we have to achieve those goals in the first place. So, again, I've been blessed enough with taking this time out of my business.

It's been a huge, huge, huge aha as I've worked through my own life and my own business over the last decade of being an entrepreneur and learning these concepts over, and over, and over, and then realizing the compound effect of truly how powerful they are.

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So, one of my big aha's. I'm just going start working through this list with you guys and sharing with you some of these things that have come to me. So, as I've realized that I have less and less time during the day. I went from now, when I had my daughter, figuring out how do I be a mom and a business owner. Through those three years, I've figured out how to run and manage my household and how to balance those two things. Right?

What worked for me being a mom, and also continuing to run my business, but also through that time, I've added two additional businesses, and I've added animals, and I've added a house project. Now, I've added another human being. So, what was three years ago is not today, and now, I have to relearn how to manage that time that I have within my day-to-day.

This is a question that came up right before I was going out on maternity leave when I was working with my coaches on my goal-setting and my planning for 2020. One of my coaches said, "What do you really want? Do you want to be working every single day?"

I am fortunate enough that I've continuously surrounded myself with people that are playing at a higher level and investing in myself. What I'm seeing a lot of my sphere doing is they're taking more, and more, and more time out of their business. So, they're leveraging their time even more. They're exceeding their income by crazy amounts, growing their business, growing their bottom line, growing their net profits while they are working less, and their businesses are just booming.

So, I'm lucky enough to see that first-hand of what's actually possible. As a woman too, I have a lot of men in my circle that are also doing the same thing, but asking the same questions like what's important to you? Do you want to be at home with your kids, or do you want to be working?

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I do want to be working, but I've also realized I want to be a very, very, very hands-on mom. When my kids start to go to school, I want to be able to be the one that drops them off and picks them up. So, how do I schedule my days so that that is my world?

Right now, it's 7:00 to 4:00. I have a nanny, but how do I get even more dialed into what actually matters to move my businesses forward, and what I need to be focusing on because I now have a puppy, and I have a newborn, and my time is so incredibly precious.

So, the clarity every single day on what actually matters. What is filling up my day? What actually matters, and what are some of the things that really don't even matter in my world? I shouldn't even be wasting the mental energy on thinking of them. Being out of my business allows me so much more clarity on what those things actually are.

When I'm in my business, and all of these things are coming at me, and you have a hundred bazillion things dinging you each day, it's really hard to be able to find that clarity of, "Well, I can't just not do this," or, "I have to respond to this," or, "This should be my task."

The other big aha for me is some of the things that I was holding on to that I was trying to do over maternity leave, or before maternity leave, or coming back to. I hold onto things still too long. When I've had meetings with my teams now over the last couple of weeks, being able to delegate a task, and have a team member come back to me, and have it completed by the end of the day.

I'm like, "What the fuck is wrong with you? You've been holding onto this for three months thinking that you needed to be the one doing this," and I don't need to be the one. So, not only does it empower them, but they're better

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at some of these tasks than I am, and I have to delegate even more. So, clarity on what actually matters, what actually matters throughout my day.

Number two, allowing more space for what feels good. As I journeyed through my business, not just on the business aspect, but the life coaching side of things that sometimes I struggle with cause I'm like, "Oh, this is just way too soft or way too like, get to fucking work."

I have been asked this question many times because I've had a business coach, and I've had a life coach. I've had a life coach over the last several years as well. The life coaches always come back and say, "But what feels good?" Especially when my world is spinning out of control, and I'm really stressed out by all of the pressures that I have happening in my world, they always come back and say, "Okay, what feels good?"

I think as business owners, and as entrepreneurs, and as high achievers, there's a balance there of what feels good and what has to be done. Right? So, we have to do some of the things that don't necessarily feel good. You have to. That's part of achieving big goals, but as I wake up every single day, I notice the feelings that I have that come up.

Where does my mind immediately go to? A lot of times, for most of us, it goes to what you're dreading for the day. Like, "Oh shit, it's this day. I have to do this." Or these are the things that I'm dreading. A lot of times, what we do is we carry that task until the very end of the day. Then you either do it at the end of the day, and you've carried that baggage with you all day, or then you decide, "Oh, well, I guess I didn't get to it today," and you put it on your list for the next day.

So, those are your big rocks in your shoe. Those are the things that you need to knock out first thing in the morning, but I want you didn't notice,

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and what I've been trying to notice, is why doesn't it feel good? Why am I dreading this task? What's so bad about it?

When I've been able to change my perspective around it and changed my thought around it, it isn't something that's that daunting. It's something that is like, "Okay, this is what we're going to do today." Or rather than calling it this, I'm going to call it that. Rather than calling it something like, "Oh, I hate having to spend the time doing X," I'm just going to call it prospecting, and it's part of my business.

So, notice what's making you feel certain feelings, how you're waking up, if you're dreading something, and what feels good, what are the tasks that feel good? What are the things that you really enjoy doing in your business?

Number three is allowing more flexibility to move through my day. Again, I have been so black and white with everything. I read an article that I shared on a previous podcast about Joanna Gaines and how she had to go through this whole phase, and figuring this out for herself too, of how to compartmentalize her business and her goals with being a mom and a family.

For her, it made more sense and it felt better for her to start blending the two of them together. Having her kids be part of her work, and her work be part of her life, and that's what works for her. Just because it works for Joanna Gaines doesn't mean it works for me per se. What works for me doesn't mean it's going to work for you. However, what I've been trying to allow myself is more flexibility to move through my day versus being so strict on my time blocking.

Now, that doesn't mean that I'm not doing the hard things, and that doesn't mean that I'm not getting through what I need to get through but being able

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to move tasks throughout the day rather than wake up at this time, do this at this time, do this at this time, do this at this time.

That's just something that has allowed me to have more joy throughout my day, is moving around my tasks and moving around the different things that have to be done when I have energy for a specific task. For example, recording a podcast. So, if I'm really exhausted mentally, if I just rocked out a ton of sales, outreaches, or coaching calls, or whatever, and then I say, "Okay, I have 45 minutes left. I have to do this podcast today," it's going to take me two hours to try to record it.

So, being able to move through my day a little bit more and say, "Okay, I feel really energized," or, "I have some really great ideas. I'm going to jump on, and I'm going to rock out some podcasts, or I'm going to rock out content, or I'm going to jump on some sales calls, or I'm going to do my follow up with my outreach and throw on some good music."

So, being able to allow myself to move through my day a little bit more has also been extremely rewarding, but also a necessity because the first couple of days that I said, "Okay, I'm back in the office," I tried to push myself really hard to we are back in the office 7:00 to 4:00. These are the things that you have to do. Rock them out, sit your ass in front of your computer and do the fucking work.

It was really, really, really hard for me. I got to like day three, and I was almost in tears because I'm sitting here at my desk pumping every two hours, trying to do all of these things, getting my mind to work while also just stepping back in, and it was really too hard. I noticed how hard I was being on myself.

So, giving myself a little bit of space and allowing myself to move through the day. I don't want that to go away. I want to continue to do that more and

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more. Not just because I'm just stepping back into work, but because it's allowing me to actually be more productive and enjoy my days a little bit more.

Number four, allowing myself to have fun doing the work that I'm doing. Rather than it being a I have to, I'm changing my language to I get to. I have to do this. No, I get to do this. I have woke up every single day saying, "I get to go to work. I get to build businesses while being a mom, and that's amazing. I get to go on these appointments, and I get to be creative and work with my creative teams, and I get to be a leader, and I get to sell houses, and I get to coach people, and I get to do all of these things."

So, rather than, "Oh, my gosh, my schedule is so full. I have to do these things," I get to, and that's been huge as well. Allowing myself to be able to have fun doing the work, not having it be so daunting and so tied to an outcome or tied to a goal. If we fun doing the work that we're doing, and we're actually doing the work, everything else that we want is going to follow.

That's also what I've realized too, is that the more fun that I'm having, and the more grace than I'm giving myself, all of these winds are popping up that are easier than I thought. Like, "Oh, wow," and I feel so supported in where I'm at and what I'm trying to figure out in my life and in my business.

Number five, allowing myself breaks. So, allowing myself breaks to eat, to work out if my energy is really low. Or I feel really inspired in the morning, and I decided to dive into work, and I didn't get a workout in. I've been jumping on my Peloton in the afternoon before my nanny leaves. I would have never done that before.

Before, it was like I have 7:00 a.m. to 4:00 p.m. There's nothing personal related that comes in during that time. There's nothing house related.

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There's nothing else that interrupts my business time from 7:00 a.m. to 4:00 p.m. It's almost like I have shackles on myself.

Now, being able to allow myself the time to go and eat lunch, the time to do a workout, the time to say, "Okay, I'm just going to go for a quick walk around my property with my puppy because he's being absolutely insane, and I could use some fresh air." So, allowing more breaks throughout my day that allow me to fill up on the things that I need has been night and day difference, and it's one of those things, again, that's really hard to do when we are in the grind and the hustle mode of I don't have enough time.

Number six is, again, allowing myself the flexibility to move through my house, to move through different locations. If I feel stuck at my computer, rather than telling myself, "Sit your ass down, and do the fucking work, and figure this out, and you're not moving until it's done." I've given myself more flexibility to say, "I'm going to go make myself a cup of coffee or a cup of hot tea, and I'm going to work at my kitchen counter while I get to watch my kids play," and it's incredible how much I've been able to get done allowing myself to have that flexibility.

Or team meetings I've been holding at the coffee shop because it seems like a place where it's much more inspiring than a dark conference room in a building that I don't really love right now, which is where my office is. So, being able to notice places that inspire me, and the feelings that I get in different environments, and allowing myself to work in different environments has also been a big aha for me as well.

Number seven is just noticing my thoughts. When we have space to actually think. We need space to actually think and to notice our thoughts. This is been such an eye opener for me as I have practiced more of becoming more enlightened. I think we're all in this journey of enlightenment, and finding ourselves, and finding what makes us happy.

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Sometimes when we feel so lost, or if we feel like things aren't working out, or things are really hard, it's a breaking point. It's a fork in the road in our lives where we're about to make some massive changes and movements within our world. If we can just pay attention and allow ourselves to lean into the discomfort of whatever it is and feel out. Again, feel what actually feels good for us versus just trying to push through and not noticing what's happening.

So, as I've become more spiritual and continued to try to understand this world of enlightenment, my husband right now is studying this transcending meditation where there's actually studies on how some of the greatest and most incredible spiritual leaders, thought leaders, celebrities, artists, their most brilliant ideas have come from this place in their mind that is their subconscious mind.

Right before I left and went out on maternity leave, my reader, my spiritual reader that I work with, she said, "Notice your thoughts. Keep a journal by your bed when you're waking up, when you're doing the feedings. Notice your dreams." A lot of times, ideas come to us in our dreams, but we don't pay attention. The more that you can be present, the more that you can be tuned in, the more that you can feel these things that are coming to you, we have these brilliant ideas. We're being guided. I feel that we're being guided all the time, if we can just tune in and we can listen.

So, for me, I've been really trying to just notice what's coming into my world, notice the people, notice the feelings. If I have a feeling, why is it a feeling? Is it a feeling that I like, or is it something that I need to look at? For me, I used to be so dismissive or so hard and opinionated on certain things. If I didn't like something, I'd find a reason, or like a person, or whatever, I would just cut them out, or tune them out, or shove it down.

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Right now, what I'm doing more than ever is inviting those things into my life because I know that those are the things that are going to allow me to grow more. What is something that's not feeling the greatest, or a thought, or a trigger, or a behavior, and how can I learn from that, and what is it trying to teach me?

So, just noticing my thoughts more, noticing how things are making me feel throughout the day and understanding that it's all teaching us more of what we want, which has been another huge aha. Thinking this, when I've written down like, "What feels good? What doesn't feel good?"

As I'm fresh, and I'm out of my work, and I'm stepping back into it. What are some of the things that were really sucking a ton of my energy before the baby? Because I've had a couple of really, really, really tough years, and I don't say tough years in terms of they're bad years. They're just huge, huge growth years. A lot of new things, a lot of risks, a lot of pushing myself in way out of my comfort zone, a lot of taking my businesses to different levels.

So many new things that have been exhausting. Going back and looking at them now, a lot of those things, they're easy now. They're part of my life. They're easy. It's hard until it gets easier continuing to do them, but there's a lot of things too that really suck my energy or that don't feel good in trying to create more of a business and a lifestyle that really does feel good, and it supports what it is that I want, what it is that we all want. Right?

When we're creating businesses, and we're working hard towards something, we want to be happy. We want to be successful. We want to get paid for the work that we're doing and be able to create opportunity for ourselves, and our families, and vacations, and travel, and feel good about all of those things.

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That's what we have to notice. Often times, when we're not happy with something in our world, or we feel like something isn't working out, or we're stuck, and we don't know how to get out of it, figuring out first what you don't like and what you're not is oftentimes the best way to figure out what you do want.

That takes guts. That takes bravery and strength because you're doing things, and you're putting yourself out there, and you're not seeing it as a failure, and you're not seeing it as, "I'm not going to do this because I don't like it." You're actually allowing yourself to learn through, "No, that didn't quite work. That's not it." But all of those that didn't work, that's not it, or hard times and struggles, it's just teaching you more of what you do want.

So, if you're trying to find more of that happiness and more fulfillment within your life and your work, notice what hasn't worked out, and don't be so hard on yourself, but actually take it in as a learning lesson, and feel out those days a little bit more. Hopefully, you can take some of these aha's that I've learned.

This doesn't take out the hard work and the grit. Every single day is really, really hard for me right now, and I am right here trying to figure it all out with everybody else. That's been a really humbling experience as well when so many of the things that used to be so easy for me are now hard.

The workouts, the schedule, the different tasks. All of those things, I'm having to relearn again, and they're hard. It has humbled me tremendously, but it's also teaching me how do I grow even more. I grew so much from this place of having my daughter and figuring out how to run a business. What's next? What's that next level?

So, I hope that you can learn from some of these things that I have. Those are just a few, and I'm sure I'll have so much more as I jump back into

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work. I love hearing from you guys. I love being able to share my own experiences too, and what has worked for me.

So, if you guys, whether you've had a baby or you're at maternity leave, or you're really just stuck in your businesses right now, I'd love to hear from you and understand where you're at because being able to have a perspective and a fresh insight into your own world is sometimes the biggest sense of enlightenment and growth that we could ever possibly imagine.

It's just being able to see something with fresh eyes. So, for me, I've always had coaches, and I've always said that's one of the biggest things that's helped me with coaching, but I'm actually looking at my own life with a fresh set of eyes, and a new breath, and a new year, and time out, and it's been incredibly, incredibly powerful. So, hopefully, some of these things will help you on your own journey. I'd love to hear from you guys, and until next week. Have an incredible week, and we'll see you next time.

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 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.

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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 breakthrough and scale in the most fun, sustainable, and stress-free way possible. So, click the button below to apply for a breakthrough session today.