Limitless Life Experience Podcast

Key Takeaways from hosting a Quarter of a million pound event

Transcript

And then I'm constantly creating new stories. I'm like, "what do I want my reality to be like? How do I want to feel?" I'm super intentional. I have now built up such a body of evidence for how this game works. It is fun. It's so fun.

Hello. Hello you gorgeous human being. I want to welcome you to the latest episode of The Limitless Life Podcast experience and I am really thrilled to be bringing you this episode courtesy of The One. The One is my 90 day, group mentoring program designed specifically for female entrepreneurs who are looking to hit consistent 5k months, or have their first 10k launch within 90 days. I love this program so much. I can honestly say after working with thousands of entrepreneurs over the last six years, having been through tens, multiple tens of programs, the way that this group mentoring incubator has been created makes it one of the best on the market. It means that the results that people get are absolutely second to none. And the really beautiful thing about it is, that not only are people getting amazing business results, but they are changing who they are from the inside out, in just freaking 90 days.

I make the setup of this program almost impossible for you to not show up for yourself. And that is what makes the difference over time, when you are being held accountable for really following through on your dreams. So if you are interested in really taking 2020 by the freaking cahoonas baby and getting involved in The One and joining The One crew in September for our graduation party at The One Live, then you need to check out www.suzyashworth.com/theonelive. We start the week commencing the 9th of March to say you have time to come and play. Let's do this thing.

Welcome to The Limitless Life Experience Podcast with me, your host Suzy Ashworth.

I'm a mum of three multiple six figure, serial entrepreneur, business strategist, Hay House author, speaker, coach and believer in miracles. I help female entrepreneurs like you go from confusion to clarity when it comes to creating messaging that converts browsers into buyers. So that you can build a business that makes a real difference in the world and helps you live a life without limitations.

This is The Limitless Life Experience.

Hey you, you beautiful human being. Thank you, thank you, thank you for lending me your earbuds and joining me for the latest episode of The Limitless Life Experience Podcast. This one is going to be juicy, so this is my first time back in the studio since hosting my first three

day - I don't know whether I want to call it a conference or a seminar, it definitely isn't quite a summit yet, but I feel like those words don't really do it justice, and event is so bland - so you will hear me playing around with words over the coming weeks and months that really allow me to embody what we created because it was freaking epic. For me, on a very personal note, The One Live has changed my game and I even as I'm saying this, I'm feeling a bit emotional because I just did not expect to have, personally, the type of experience that I had up there on stage with all of those women. And I can't really communicate (which is rich coming from the queen of messaging). I can't really communicate how much the whole experience touched me and today in the episode I'm going to be guiding you through my takeaways from when I decided that I was going to do the event up until when I kind of collapsed on the chair at the end of the third day, and what those kind of key points were for me and I know, or my intention is that you really use this as juice and inspiration for whatever it is that you are looking to bring to life.

I think that one of the things I have said since I came into business is there has never really been a plan. Like the plans have always been pretty short term. I know what I want to do for the year and, like I play around with a five year and 10 year vision, but there's no details in those five year and 10 year. It's all about impact. I want to reach more people. That's the long term vision. I did not know when I started out in my business when I decided to train as a hypnotherapist and a psychotherapist that almost six years later that I would be standing in front of a room of a hundred women guiding them through meditation, self hypnosis, dancing to Pharrell, or talking to them about their business, sharing with them strategies absolutely know if they implement can be life changing for them. I did not know that. I didn't have a clue and right now, like, I appreciate it more than ever. I've got no idea what I'm going to be doing in five years time. Not one iota. I haven't got a freaking clue. I'm happy for you to lay bets, like send your answers in, DM me on Instagram. What are you thinking I'm going to be doing in five years time?

Because I honestly know that I have no idea. I know that what I thought I was going to be focusing on this year has changed and I don't mean in terms of the products and the services, like I know what my launch plan is going to be for the year and I love the customer journey that I've created for my clients, that stays the same. But the thing that has changed is me, I feel as though I have deepened, the mission and the vision have deepened. The desire to create transformation or facilitate transformation in my clients is on another level in comparison to what I thought it was going to be last year. And last year it felt like I was thinking big and I felt deeply connected to the mission and the vision, but this is just different. And that's exciting and without going into it, well actually this takes me into Point 1.

I feel so deeply rewarded from creating that experience and I had no idea what the rewards were going to be like on a personal level. I did not know how it was going to make me feel. I did not know what it was going to be like to be able to facilitate the opening of so many hearts and minds in one go and it has blown me away and honestly has changed the way that I think, the way that I feel, it's changed my life. And has changed the course of my business. I know that I was born to facilitate events and I've been saying this a little bit with the retreats that I run that they were amazing and they're my happy place. And then it was

like somebody described it as like being in Barcelona with a hundred women and that blew my mind, it blew my mind when I heard that. The only way that I would have been able to experience this is if I'd made the decision to take the risk.

And this is my key lesson for you. Number one, big rewards require you taking big risks. It cost me about 20,000 pounds to put the event on. And that was scary. In December when I wasn't working for three weeks, and I was in England and in Costa Rica, and I'm just getting messages from my team going this invoice here and that invoice here and this is costing this and that's costing this. Honestly there was a lot of sick in my mouth, no joke. I took a massive risk when I decided to have a VIP day to learn about how to run an event. I did not know how to run an event of that scale. It cost me \$29,000 for a day. I didn't know whether I was going to get a return on that, and sharing those numbers with you I just feel is so important, because so many people want the world and they want to create a massive impact, and they want massive income when they are really honest with themselves, but they're pussy footing around taking the risks that are necessary to: one, empower themselves, two, get the knowledge from people who have done what it is that they want to do. And I'm here to tell you and I'm here to be the model for you in this respect.

That's why even though it does make me feel uncomfortable sharing the numbers with you at times, I'm like, I've still got a little bit of work to do there. I'm going to keep sharing those numbers because I've never invested more in my personal development and more in my business development than I did last year, and I've never seen bigger rewards. So I really encourage you to tune into what it is that you want right now and then allow yourself to just wonder, if I take this step, like I just wonder where it will lead. Be excited about where it's going to lead.

The only thing that you have to do when you take these big risks, like let's get really freaking real, because I know there are people out there who will listen to this and say, "you know what? I took a big risk and I fell on my face" - and I want you to know that I've taken big risks before and I've fallen on my face three times before. Now here's the thing. So not three times. I did two events where I didn't get the number of people that I wanted to get in the rooms, so this was my third attempt at filling a room with a hundred people. Now here's what I want you to know. The first two times, and I shared some of this story, but I'm now getting kind of new clarity. The first two times I ran events, guess what? I didn't invest in any help. I didn't invest in any strategy. I just thought I'm going to do this by myself because it's just marketing, right? I had no real skin in the game, and so guess what? I fluffed it. I fluffed it twice, and I shared in the pre event mastermind, like those disappointments hit me hard. They really, really hit me hard, but it's only now I'm sitting here recording this for you, really wanting you to not just - cause I know that you've heard people say "you've got to take big risks" - and it's easy for you to say, "well, you can take big risks because you're already earning money." When I didn't take the risks, I didn't get the results. And I want you to hear that. If I had been brave enough to go all in, so it wasn't going all in saying I'm going to do the event. Going all in was getting the support to deliver a fucking amazing event.

So I really want you to hear the distinction. During The One Live, I talked a lot about the need to keep on choosing. It's not about saying yes once. It's about saying yes multiple times a day, every single day until you have reached your goal. And when you start to realise the evidence of this, it does become easier, but it's still hard. So it does become easier, but it's still hard. So big rewards require you taking big risks. They require you betting on yourself, they require you having difficult conversations. They require you putting skin in the game, i.e. investing in yourself. And for me, I had to invest multiple times, and then I had to invest in the event multiple times. And then I had to, you know, I had to do a hell of a lot of mindset work in order to continue saying yes. Right, I'm very conscious that we finally got to point 1, so I'm going to crack on.

Key lesson number two is follow the inspiration, and I want to be an inspiration to you. I want to inspire you. Then I want to motivate you. Then I want to facilitate the transformation required for you to step into who it is you desire to be. So you can realise the impact that you want to make in the world. I want to inspire you, I want to motivate you and then I want to facilitate the transformation within you. Now I say follow the inspiration. I think a lot of times we get nudges about what we should be doing next and where to take the next step and who we want to be working with and what we should be doing and we ignore them. We ignore them. Sometimes these not just come from within and then often they come from observing what other people are doing and knowing the fact that you are observing, or maybe even the nest case, listening to me talking about this, there's a reason for that. There is a frequency that you are already aligned to which brings this into your field and when you notice a tingle, when you notice a fizz, when you notice that something is activated within you because you're listening to somebody or you're observing somebody, where you seeing something that inspires you. So at the time of this going out, we've just watched the, or not going out, at the time this is recorded, we have just observed the Superbowl and oh my goodness, I don't think I have ever been more inspired by performers the way that I was with J lo and Shakira.

I think that it touched me the way that it did, one, because of their ages. Like knowing that I've grown up with these women, these women are 43 and 50 years old and seeing them really be top of their game. Seeing how masterfully they worked, the crowd, seeing how beautifully aligned they were with themselves to show up and give a show like that. I just, I watched them, I was smiling, I was crying, there were goosebumps. I don't know that I've been affected like that by performers before. It was such an inspiration to me. Now I am not talking about training myself up to be, you know, during the Superbowl half time. But what I aligned to in that performance was the idea of mastery, of the idea of going fully all in, of the idea holding nothing back of the idea of being top of my freaking game.

And whilst J Lo and Shakira do not do business mentoring, for sure I'll be getting the autobiographies and then I will be looking for people in my world who are owning it in a similar vibration to the way that they're owning it. I mean not, you know, I've already been very, very selective about who my mentors are and who I work with. And yeah, they're not shaking that thing like J lo, but they are top of the game, and that's inspiring. And when I see people who are top of the game and I'd get the tingles when I hear them speak, when I feel like, "oh, that's amazing", I invest in them. And that's what I did when it came to getting the

support that I needed for this event. I went on retreats with seven and eight figure entrepreneurs. I listened to people speak and then when something kind of got me, I was like, "brilliant, okay, what do I have to do next? Where do I need to go?". And what was interesting is that there were loads of amazing people at this event, but there was only one person who gave me the tingles. So the other people worked as great inspiration, but they didn't motivate me to want to take the next step with them because the things that they were doing, just the frequency I wasn't aligned to. And maybe I will be next year or in three years or five years time. They were just there as inspiration for what is possible, but the person I chose to invest in, that person gave me the tingles, and so I followed that inspiration.

So key takeaway number three is stop half-arsing it and go all in. So one, two and three are all deeply connected. They all deserve their own point in their own light because I want to hammer this home. Saying yes once is not going all in saying yes every single day, multiple times a day, that is going all in. Deciding to be the best person that you can be, deciding that the impact that you want to create, the transformation that you want to facilitate is way more important than how you feel when you wake up in the morning, is absolutely crucial. And I say this not wanting you to ignore your moon cycle, or not wanting you to ignore your body, but I genuinely believe that the more aligned you are to what it is that you want to do and the more intentional you are about being the person you need to be in order to expand, that that stuff doesn't just hit you on a whim. Like you know because you've observed the way that you operate, that you go in ebbs and flows and so you create a business and a life that honors that. You're not at the mercy of checking in with yourself on a day to day basis as to whether you're going to show up for the day or not.

That is not going all in on being the most expansive person that you can possibly be, and that's what I'm talking about with this point, and you stop half-arsing it. Like, I really want you to look at what are the goals that you're saying that you want and at the moment you feel so far away from. I, once I've made the decision that I was going to move forward with the event, like I spent time aligning my arse, like really feeling into what the experience could be. And I say, could be, that's not a hundred percent accurate. It was what it was going to be. Now, what was beautiful is it far exceeded my imagination. But that's what happens when you allow yourself to play in the field of infinite possibilities. So being able to think about the end goal as though it's already done is one of the tools you can use to align your vibration to the result that you want. Being unattached to whether it looks exactly like your vision is also incredibly important for giving the universe space to breathe and decide which one of the infinite possibilities there are to bring your dream goals into fruition. So I love the way that all of these points just run up beautifully into each other.

So key takeaway number four is mindset, mindset, mindset. I've been talking about mindset since the start of my business. I've always been a messaging and mindset mentor. I've always understood, and maybe part of this is because I chose to focus on hypnotherapy and hypnobirthing when I first started out in business. But I've always understood the power of the mind to dictate our reality and our experience of reality, and so this is not a new thing. This is something even before I was in business from when my mom passed away, when I

was 19 years old, so like over 20 years, I have been cultivating and focusing my attention on.

It's only when I really came into business that I ramped it up and then when I think about the last six months, and the goals that I set myself and what I have achieved at the start of 2020, that I really know that I have ramped it up. My commitment to my vibration and my frequency has never been higher. I want to feel good, that is my focus. Like "where does it feel tight?", "Where does this feel uncomfortable?", "Where do I need to release something?", "What are the stories that are bringing me down?", "What conversations am I having that are making me feel like crap right now?", "Where do I feel not in 100% alignment?", "Where do I need to raise my game?", "What am I tolerating that does not feel good?", "Where am I not showing up for myself, for my mission, for my vision?"

And when I say for myself, my mission, for my vision, I'm also talking about my personal life. I'm talking about my role as a wife, and talking about my role as a mother. I'm going to be really honest with you. I often find it easier to really hold the alignment in my business than when I am being a wife and a mother. Like often I feel like shit, I've just let myself down, when it comes to my personal stuff, and I share that with you because it's the truth. And I don't want you to think, even though I have a superwoman outfit, that I have got it all figured out, like it is a constant readjustment and that is okay. So some of the tools that I use and have specifically been using over the last six months, is quantum flow, which is one of the tools for both quantum health and manifestation that I learnt in my quantum healing certification.

I do a lot of body work now, so I have regular massages, at least one every two weeks. And those massages also incorporate energy work. So I'm working again in the guantum field whilst I am being worked on and I have a specific healer who is adept with just amazing visualisations, and clearance, and all of that stuff. So my vessel and my channel, between myself and Source or infinite intelligence, or my vessel, my body, and my alignment to receiving, is, I'm always looking to open it up and clear it out. And those tools are amazing for that. I'm also just doing a shed load of release work. I'm looking to identify the blocks, the stories that I am holding on to that aren't serving me and then I'm constantly creating new stories. I'm like, "what do I want my reality to be like, how do I want to feel?" Like I'm super intentional, and I believe that that is how I can look at the income I've created in a month and it be over half of the income I created for the whole of last year. And you know, even over half of the income that I created the year before when I bought him 469,000 pounds last year I brought in 420,000 pounds in a month. You know, it's like you know when people, you see adverts where people are saying you can earn what you used to add in a year, in a month. I know probably before the end of this year and if not this year, next year, I will be recording a podcast where I said yet again I have earned more in a month than what I used to in a year because I am committed to the impact and the transformation, and really living an abundance all areas life. And it's okay. And the moment you line up with your desires and get really clear about what it is that you want, without shame, without guilt, without doubt, you clear your channel.

That's what we're talking about. And I love, I love spending time and attention on this because I have now built up such a body of evidence for how this game works. It is fun. It's so fun. And if you are somebody who is listening to this, who doesn't have all of that evidence for yourself yet, just borrow mine. This is exactly what I did when I was starting out. I just looked at other people and asked myself "what is different about them to me?", and the answer is nothing. We all bleed, we all have fears, we all have doubts, we all have desires, we all have things that we're ashamed of, we all want to just be happy. And you know, I know if you're listening to this podcast, I know that whether you want to do it on a global scale or community or just your family. And when I say just, I don't mean just, that you want to create positive impact, a positive ripple effect in the world and that's all I wanna do. I'm just okay with it feeling and being wildly abundant, and feeling wildly supported both emotionally, spiritually, financially, and yeah, those are the things. Spiritually, emotionally and financially.

So key point number five, please stay connected to your mission. I just, it's really easy for me to notice where I've gone off course. When I go off course things start to feel complicated. I often feel overwhelmed because I have got way too many balls that I'm trying to juggle, and I'm often thinking more about the financial target than what is necessary. Now I have no issue - so please do not get this twisted - I have no issue thinking about money and I think we should all be thinking about it. I think we should all be thinking about the income that we want to create. But when you go into a launch for something and your focus is more about the income than the service, you have lost connection with the mission, and the vision. And when you go into a launch, thinking more about the income than being of service, you stop the connection with your potential dreamboat clients. And that is such a massive, no-no for me. And I see it again and again and again with clients and soon as I spot it, my job is to help people re align to the mission and the vision. Like why are you doing this? Like if you had all of the money in the world, why would you be doing this? And if somebody can't honestly answer that question often it means I shouldn't be doing what they're doing. It means that from a soul purpose mission, they are not in full alignment. And I know from experience of observing this, that that's when everything feels like you're pushing, you have to push in order to get your results. It feels hard. There is a lack of satisfaction. And so, stay connected to your mission.

The One Live, particularly in the days leading up to it, and I was really worried about the content, and I was really worried about people feeling like I've wasted my time. Your time is your most precious commodity and I do not take that lightly. And so I was just worried that I wasn't going to be enough, and the event itself wasn't going to be enough. And as soon as I started to recalibrate, as soon as I allowed my attention to go back to "how do I want these people to feel?", "how would abundance approach this event?" It was like I felt the shackles fall away from my body and there so much spaciousness created for me to show up fully for me to show up feeling excited, feeling ready, feeling like, "okay, let's bring it". And if I had just been focused on conversions and sales the energy would have been off, my energy would have been off, because I would not have been able to be present in the moment. And that presence was - I felt really good. Again, when I think about it, it just brings up all of the feels for me. I just want to do it again, and again, and again, and again, and again. So I will.

So lesson number six, I want you to have nailed your messaging inside-out. Now obviously this counts for whether you're doing a podcast, a blog post, a webinar, a masterclass, a video training, or you're doing a live event, but your message and the content you deliver needs to be off the charts. That for me is just so important, really killer content. And it doesn't always have to be original. I've heard people say this before, like I have bought an online course and then I've gone to the live event and it's just been the online course but live and it's really worked and it's been very powerful, because never underestimate the power of having people in a room. Being able to eyeball to eyeball, go eyeball to eyeball with people. Never underestimate the difference in the type of response that you get when you can energetically connect with somebody in person. So I could say all of this and you can listen to all of this. But if we did a live show of this and I set it all I am, I just know being in the room with me, seeing my facial expressions, feeling my energy, feeling my heart, is going to create a different quality of experience. I think I might have said this at the event, but it's a bit like watching Prince on YouTube and going to see him at the O2. Don't think that watching him - it's like me, like peeing in my pants over J lo and Shakira, I'm crying, I've got goosebumps. Like, can you imagine if I'd been at the Superbowl watching it live? Totally different experience, still great, but totally different. So just create really, really beautiful content, really great content that you are proud of and that you know has the capacity to create insight, create 'aha', create experiences that people were not expecting to have, even when they're familiar with what it is that you do. Use the live event space, especially to take things a level deeper.

Point 7. I want you to particularly with a live event, I want you to get the balance of the content and if you're choosing to sell something and the sale bit, right. Now, this is my formula. This is not something that I was taught in terms of the balance of what I was taught, the structure, but I know from events I've been to sometimes it is 40% sales and 60% content. Sometimes it's 80% sales and 20% content, which is like when you're there for three whole days. For me, the balance for my event and I was the person who was on stage the most.

So point 7. I think we're on point 7. Please forgive me if we are on point 8, get the balance of the weekend right. So this is particularly if you're doing a three day event, but obviously if you're doing a one day event and you're choosing to sell, you also need to think about the balance. Now this is my ratio. I know that there are some people who do a lot more. I don't think there is anybody that does a lot less than what I do, but there may be, I just haven't been to all of the events. But really 90% of the content that I shared was content. It was learning, it was teaching, and then it was 10% sales. So that balance for me, for this event felt amazing. And maybe that will be different in the future if I have other people sharing the stage with me. But I loved the fact that the amount of value people got from the event, even if they did not choose to take the next step with me, was incredible. And that was the feedback that both myself and the team got. So I loved that. The other thing that I want to say just about the sales bit is I have a program called Sell with Soul, Sales School with Soul, which is not available right now. But that is exactly what I was able to do when it came to the selling bit. And so it felt easy. It felt graceful. It didn't feel too intense. There was no running

to the back of the room. There was no hype. It was really soulful selling. And I love having the opportunity to not only demonstrate that, but share with my clients how they can do that too. It's so, so powerful. Yeah, it's really, really powerful. And for a first event to take that approach, and sell a quarter of a million pounds worth of sales really tells me that that approach - selling with integrity, selling with soul - that's what I want to be teaching more of. And for sure, we will be teaching more of that, because I think that it takes the sleaze, and the ick, and the err that prevent people from really creating the transformation that they want to be able to create. It takes all of the out of it and you can enjoy yourself, sharing what it is that you know and how you can help people. And that feels so important, and so powerful.

Point number eight, be real. Be really real. The One Live taught me to really recognise the, I'm okay with my flaws, with my imperfections, with my potty mouth, slightly rounded shoulders. I am okay, and for sure, I have absolutely been doing work on this for years. For sure, I have insecurities which I shared quite openly from the stage about feeling inadequate, and I truly know - I don't even believe it - I know, that because I was able to share those insecurities and still show up, and still share transformation, or still facilitate transformation, that it gave other people permission to show up imperfectly and still do the thing that they are really freaking great at. Be real. In a world where we're surrounded by a lack of authenticity, it really helps you to stand out, be seen, and create change.

Point number nine, have fun. Oh my goodness. I am not gonna lie. I was absolutely exhausted by the end of the third day, but I don't think I've ever had so much fun, like hosting an event like that. It was, it was very different, even from Barcelona, because I have other facilitators coming and working, and often there is an unlayering and an unpeeling, and it can feel quite emotional - which is amazing, but it doesn't fall into the bracket of "this was the most fun we've ever had" until we get to day four, and then it's like "oh my God, that was amazing". But still not all of the elements would fall into the fun time bracket. Amazing bracket, yes. Life-changing bracket, yes. Completely insightful, yes. But The One Live, there was so much dancing, and laughing, and just ridiculousness. I loved it. And yeah, I think that that energy was felt, and because I was loving it, other people were able to feel it and love it too.

So whenever you can, I believe that you can have fun and facilitate transformation. You can have people feeling uncomfortable at times with what it is that you're saying, and take them through a journey so that they are able to release that discomfort and move into appreciation, and laughter, and happiness, and joy all in a day. All in an hour. All in a sentence when you're really freaking good. And that is what The One Live was for me, as much as there was deep work.

And then my final point, point 10, which could have been point number 1 - have great support. As my business grows, I am investing in more support, and right now I'm making investments that honestly I don't feel 100% ready to do, but I know that if I want to continue to build momentum, then it's something that I have to do.

So it's another risk and reward thing and I feel okay with that. But doing The One Live, having my teams. So I flew my integrator in from the States, and I have my amazing assistant, those two. And I had my biz buddy Laura supporting the room energetically and me, and I had another biz friend actually, who took part in one of the evening sessions, as support for me. Having additional eyes holding - and hands - holding the space for me was invaluable, not only for the group but for me personally. And so that support, really choosing not to do it all on your own, and I was on the texts to my coach, one of my coaches during the event saying, "help, this has happened. Oh, I feel wobbly". Like particularly on the first day or the first evening. That was really, really important to me, so having great support is absolutely key.

And I want to say that I also know people who have really, really lean teams and they do everything themselves and that's the way they like it. For me, often when I'm trying to do it all myself, it's coming from a place of control and a lack of trust that other people can't do it as well as me. That is not helpful for me when it comes to building the business I want to build, and being the mum, and being a wife that I want to be and so the support piece is really, really powerful.

Okay. That was a lot. Let me do a quick recap for you. Big rewards require taking big risks. I want you to follow the inspiration. When you hear, see or feel people who are doing what it is that you want to do, and they give you the opportunity to learn from them, and you know that it's what you want to do, please, please, please, please say yes to yourself. Stop half-arsing it.

I want you to go all in, and recommit to yourself, and your mission, and your vision multiple times a day. Mindset, mind shift, mind-everything, like what is going on in your head will determine the results that you get, so please do not underestimate the power of the mindset work that you are doing versus the strategy. You can have the best strategy in the world. If your head is saying that you are not worthy of this, you're never going to do it. You should be feeling fearful right now. You will sabotage. Stay connected to your mission and your vision. Have a really clear intention about what it is you want to create. Make sure that you are creating killer content and that you know your message inside-out. Make sure if you are going to be selling from the stage that you get the balance of the content versus the sales correct, and there are lots of different formulas based on whether you're doing a one day event, two day event, three day event. And be real, be real, have fun and get great support.

So I hope that you have loved this episode. If you have, please take a screenshot, share it on Instagram, tag me so I can share this with the rest of the world. And if you would be so kind to leave me a review, obvs we're looking for five stars, if you're feeling it, babe. Please go over to iTunes and let me know what you think. Every month we will be doing a draw to invite someone for 30 minutes worth of laser coaching. The person who won the coaching in January is Siobhan Murphy and I am really looking forward to coaching her and sharing the coaching on air with you. So without any further ado, enjoy the rest of what is going on with you right now. And remember that faith plus action equals miracles.